# **EXERCISE 30D CHART: ADD VALUE TO AN ACQUISITION**

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| **TERM OF THE DEAL** | **MONEY** | **RISK** | **CONTROL** | **STANDARDS** | **ENDGAME** | **OTHER** |
| Paragraph 1 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 1 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 2 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 2 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 3 Seller’s Issues |  |  |  |  |  |  |

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| **TERM OF THE DEAL** | **MONEY** | **RISK** | **CONTROL** | **STANDARDS** | **ENDGAME** | **OTHER** |
| Paragraph 3 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 4 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 4 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 5 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 5 Buyer’s Issues |  |  |  |  |  |  |

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| **TERM OF THE DEAL** | **MONEY** | **RISK** | **CONTROL** | **STANDARDS** | **ENDGAME** | **OTHER** |
| Paragraph 6 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 6 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 7 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 7 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 8 Seller’s Issues |  |  |  |  |  |  |

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| **TERM OF THE DEAL** | **MONEY** | **RISK** | **CONTROL** | **STANDARDS** | **ENDGAME** | **OTHER** |
| Paragraph 8 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 9 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 9 Buyer’s Issues |  |  |  |  |  |  |
| Paragraph 10 Seller’s Issues |  |  |  |  |  |  |
| Paragraph 10 Buyer’s Issues |  |  |  |  |  |  |