

Overview of Continuing Development

Building off the valuation and financial modeling skills gained during entry-level valuation training programs, Training The Street's continuing development program is designed to explore advanced modeling techniques and valuation topics.

The target audience is junior professionals, both analysts and associates, after the completion of an entry-level training program. The courses serve not only as a refresher of valuation and financial modeling techniques, but also as a platform to raise the proficiency of entry-level professionals.

Each course is designed to be a module that can stand as an independent workshop, but each of the topics investigates progressively more difficult and advanced concepts. Attending all of the courses as a development package allows for the best learning experience.

Due to the demanding schedules of the participants, each module is designed to last approximately 4 – 4 ½ hours. Some of the following courses can be separated into 2 blocks of time during the day (2 hours per block) in order to space out the content and to allow self-selection of the courses; The exceptions are the Equity Linked and Excel Macros courses, which are each a continuous 4 ½ hours. We can customize content and duration.

Our continuing development courses include:

Course Descriptions	
<ul style="list-style-type: none"> • Advanced Modeling with Switches & Scenarios (Excel functions for all types of models) • Complications with a Standalone Model (Revenue build-up schedules, working with a client's model and advanced modeling techniques) • Complications with Comparables Analysis (Adjusting for acquisitions, security offerings, and complex non-recurring items) • Modeling Advanced Accounting Topics (Equity investments, minority interest, deferred taxes) 	<ul style="list-style-type: none"> • Excel Macros for Investment Bankers (Understand how Macros enhance and simplify Excel modeling) • Modeling Complications with an LBO (Complex capital structures, multiple sweeps, PIK vs. cash pay, warrant IRRs) • Fundamentals of Equity-Linked Securities (Valuation, tax and accounting considerations) • Restructuring M&A (Divestitures, carve-outs, spin-offs, and other restructuring techniques)

Consistent with the Training The Street, Inc. approach of "learning by doing", all of the courses focus on practical, hands-on applications of real-world examples. Each module explores finance theory and accounting fundamentals with further reinforcement through Excel modeling examples and exercises. Each seminar will stress consistency, clarity and efficiency needed when modeling complex situations and concepts. The primary objective of our Continuing Development curriculum is to give your resources the edge when "time is of the essence" during a live deal.