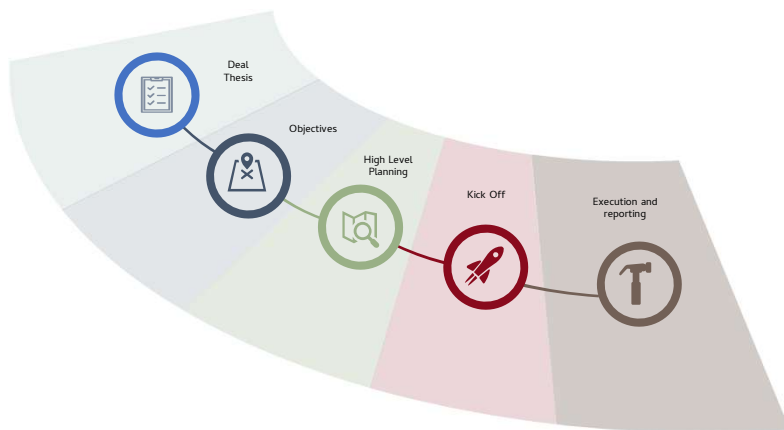# Certified Acquisition Integration Manager™ (CAIM)

The average success rate of acquisition integration is 30%*. Ours is 90%

We will train, certify and mentor your team our integration approach

Intista's *Certified Acquisition Integration Manager™* program:

- A straightforward integration approach designed for lower-mid and mid-size integrations
- Develop in-house acquisition integration expertise
- Defines clear integration roles and responsibilities
- Teaches how to communicate the right message, at the right time, to the right audience
- Establishes a repeatable process that will improve integration efficiencies
- Applies our proprietary Small business Simplified Integration Method (SSIM™)

Intista understands that integration training may be taking place during the confidential phase of an acquisition. All information provided is treated in the strictest confidence.

Develop your company's in-house acquisition integration expertise and capabilities through our Certified Acquisition Integration Manager™ (CAIM) program.

We impart practical, actionable steps and guidance to successful integration.

If you want to control the costs of bringing in external expertise, this program is the solution.

Our CAIM program teaches how to plan, announce, and run the integration of an acquired lower-mid or mid-size.

We do not teach-and-leave: we continue to mentor students through their learning curve after the training is completed. We are committed to developing acquisition integration skills.

Your People Our Expertise

Online Learning and Certification
- On-demand training that allows minimal disruption to your business
- Leverages the SSIM, the right size process for your business
- Templates and checklists to build your company-specific playbook
- Access to our Integration Mastermind group
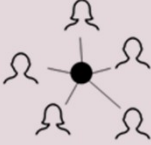- Great value for cost containment

Intista

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Certified Acquisition Integration Manager (CAIM™)
Delivery Options

	Self-Paced ▶	Cohort Class	Private Class

Description	• Study online at your own pace.
	• Suitable for students with
	  • An immediate need to complete the training and certification
	  • Limited time to study each week
		• Students are organized into a study group (cohort) class.
		• Each week the cohort is assigned lessons to study online. A review meeting is held at the end of the week to discuss and ask questions about what they have learned with an instructor.
		• The cohort is a popular way of being held accountable for completing the training and certification, while still allowing self-paced study
			• All students are from a single business, allowing acquisition-specific and confidential discussions to take place with your instructor.
			• The pace and schedule of studies are agreed before starting.
			• Live Remote and Classroom training delivery options are available
			• See below for options

Includes	• Certification after Final Assessment • 12 months' access to all self-paced online material. • Integration Mastermind discussion groups, held monthly	• Weekly review meeting discussions on topics, questions arising from the studies • Certification after Final Assessment • 12 months' access to all self-paced online material. • Integration Mastermind discussion groups, held monthly	• Various options. See below
Format	• Self-paced online • Students are encouraged to complete in 5 weeks. Typically takes 15-22 hours • Assessments are online	• Self-paced online with weekly review meetings with instructor • Students are encouraged to complete in 5 weeks. Typically takes 15-22 hours • Assessments are online	• Various options. See below
Price	• $2,495 per student • Discount 10% when 3+ students • Discount 20% when 8+ students	• $2,495 per student • Discount 10% when 3+ students • Discount 20% when 8+ students	• Price varies • A minimum number of students must attend
Subsequent years	• $250/yr subscription per student to sustain certification status	• $250/yr subscription per student to sustain certification status	• $250/yr subscription per student to sustain certification status
Register	www.intista.com/training/caim/	www.intista.com/training/caim/	www.intista.com/training/private-class/

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A FIVE-STAR GLOBAL, LLC COMPANY

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A private training class is recommended when all students are from a single business. The privacy of the group allows:

- Student attendees to speak about acquisition-specific topics and hold confidential discussions with the instructor
- You to set the pace and schedule of studies
- Custom training content to be created and included (at an additional fee)

Benefit from the shared experience of learning with your colleagues and gain from the freedom to learn, digress, and discuss together the best approach for your specific integration.

	Private Cohort	**Live Remote**	**Classroom Training**
Description	- Students are organized into a study group (cohort) class. - Each week the cohort is assigned lessons to study online. A review meeting is held at the end of the week to discuss and ask questions about what they have learned with an instructor. - The cohort is a popular way of being held accountable for completing the training and certification, while still allowing self-paced study	- Live training taught remotely over the Internet, using Zoom or similar technology. Discussions with your instructor can be acquisition-specific and confidential. - The schedule can be agreed to match your needs and availability. Typically scheduled as either 3½ full days, or 7 half days of study. - Remote training is popular when students are in disparate locations.	- Live training taught at your business location. Discussions with your instructor can be acquisition-specific and confidential. - Private group allows confidential and integration-specific discussions. - Popular when intensive, focused, study is required. Studies show that classroom learning is the delivery type that is absorbed by students the best.
Format	- Self-paced online training with live course discussions each week - Completes in 5 weeks. Typically takes 15-22 hours of study and 4 hours of discussion - Assessments are online	24 hours taught either over 3.5 days, or 7 half days - Assessments are online - Custom training can be included. Please discuss with Intista	28 hours taught over 4 full days - Private group allows confidential and integration-specific discussions - Printed training material included - Assessments are online - Custom training can be included. Please discuss with Intista
Price	$2,245 per student - Minimum of 4 students - Discount 20% when 8+ students	$2,870 per student - Minimum of 6 students - Discount 20% when 10+ students	$3,245 per student + travel expenses - Minimum of 8 students - Discount 20% when 12+ students
Subsequent years	$250/yr subscription per student to sustain certification status	$250/yr subscription per student to sustain certification status	$250/yr subscription per student to sustain certification status

To Start a Discussion

Contact us, or go to https://intista.com/training/private-class/ and complete the form

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