

Steps in Considering a Merger

Explore

Determine reasons to consider a merger.
Clarify the benefits of a possible merger to your organization.

Identify

Find a prospective partner who can also benefit from a merger.
Select an ad hoc group to represent your organization in discussions.

Plan

Schedule a time to discuss a possible merger with the potential partner.
Decide whether a facilitator will help the process.

Meet

Identify the pros and cons of a potential merger for both groups.
Create a record of the discussion to share with the respective boards.

Propose

Create a recommendation to the board, with full rationale.
Allow adequate time for a full and complete board discussion.

Vote

Make sure an opportunity for input from all board members is provided.
Vote on whether to proceed; allow each voting member to state a rationale.

Share

Create a plan to share results with stakeholders.
Communicate key messages over and over again.