



## *Alums "Making a Difference"*

Kevin M. Short

Rosary

Class of 1974

Kevin Short is the Managing Partner & CEO of Clayton Capital Partners, a St. Louis-based investment banking firm specializing in merger and acquisition advisement. Beginning in 2007, Thomson Financial, FactSet Mergerstat and Investment Dealers' Digest all ranked Clayton Capital Partners as a top U.S. M&A firm.

Recognized as a leader in purchase and sale transactions of mid-size businesses spanning a wide range of industries, Short has orchestrated more than 150 purchase/sale transactions with an aggregate value of more than \$1 billion. Years of experience (both as a business owner and as an advisor in this marketplace) enable Short to aggressively pursue his clients' objectives during the turbulence that characterizes every transaction.

Business owners choose Short to represent them in the most important transaction of their financial lives because of his ability to remain, during the heat of battle, both tenaciously committed to their objectives and intuitively aware of the how each action can affect the end result.

Over the past 25 years, Short has created a unique process of selling companies for outrageous prices. Short's process is based on the careful analysis of four elements present in every sale. If each element proves strong enough, Short can pursue the outrageous price sale process. He is currently writing about that process in a book with an expected publication date of 2012.

As an expert in mergers and acquisitions, Short writes and speaks frequently on the topic to groups of business owners, advisors to business owners and academics. Groups include: Business Enterprise Institute, Inc., the St. Louis Association of Evaluation Professionals, Edward D. Jones and Washington University. In addition to contributing to various national trade and business publications, Short is the co-author of *Cash Out Move On: Get Top Dollar—And More—Selling Your Business* (Business Enterprise Institute, Inc., 2008).

Mr. Short devotes his free time first to his family, and second, to the education of children from low-income families. He serves as Chairman of the Board for the Today & Tomorrow Educational Foundation and Vice-Chairman for the Show-Me Institute. He is an active Board Member for the Children's Education Alliance of Missouri, Finance Council of the Archdiocese of St. Louis, the Board of Education for the Archdiocese of St. Louis, and Contemporary Art Museum, as well as a recipient of FOCUS St. Louis "What's Right with the Region Award".

