

Broadcast Station Acquisitions: Debunking Common Myths

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Erwin Krasnow is featured in *Radio & Television Business Report* as part of a series of articles debunking common misconceptions about acquisitions in the television and radio space. The series includes extensive commentary from Erwin and co-authors Doug Ferber (CEO of DEFcom Advisors) and Bishop Cheen (Analyst/Consultant with SNL Kagan), and comes in the middle of a very active M&A market—proposed station transactions topped \$4.4 billion this year just through the middle of September 2015—where consolidations are imminent and false perceptions about purchasing broadcast stations run rampant.

Read the articles covering each myth below. Subscription to *Radio & Television Business Report* is required.

[Broadcast Station Acquisitions: De-Bunking Myths - Closing Thoughts](#), March 29, 2016.

[The Myth That Murphy's Laws Don't Apply](#), March 23, 2016.

[The Myth That It's Not Negotiable](#), March 15, 2016.

[The Myth of the Letter of Intent](#), March 2, 2016.

[The Myth of Avoiding Intermediaries Whenever Possible](#), February 24, 2016.

[The Myth of "The Greater Fool Strategy"](#), February 17, 2016.

[The Myth That "State-of-the-Art" Is a Race You Can Win](#), February 10, 2016.

[The Myth That a Station's Culture Is Perishable](#), February 2, 2016.

[The Myth That Consolidation Always Rules](#), January 26, 2016.

[The Myth That Under-Stationed Markets Are Attractive](#), January 20, 2016.

[The Myth That Anyone Can Be a Turnaround Artist](#), January 13, 2016.

[The Myth About Banking on a 100% Leveraged Purchase](#), January 6, 2016.

[The Myth That Real Estate Brings Value to a Deal](#), December 21, 2015.

[The Myth That Seller's Revenues and BCF Predict Future Performance](#), December 17, 2015.

[The Myth That Cash Flow Multiples Make the Perfect Yardstick](#), December 9, 2015.

[The Myth That Broadcast Cash Flow Is Easy to Calculate](#), December 1, 2015.

[The Myth of Gross Revenue Formulas](#), November 23, 2015.

[The Myth of Comparables](#), November 18, 2015.

[The Myth That a TV Spectrum Auction Is User Friendly and Easy to Understand](#), November 12, 2015.