



M&A Client Strategies: Leading Lawyers on Maximizing Due Diligence Strategies, Assessing Risks, and Structuring Deals (Inside the Minds)

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M&A Client Strategies is an authoritative, insider's perspective on best practices for achieving client goals in mergers and acquisitions cases. Featuring partners and chairs from some of the nation's leading law firms, these experts guide the reader through developing a client/attorney relationship, maximizing the value of the attorney, and dealing with risks. From formulating a case strategy to structuring a deal, these leaders offer expertise on evaluating pricing issues, representation, indemnification, and potential liability. These top experts discuss strategies for drafting contracts, forecasting tax complications, evaluating litigation, and assessing intellectual property. Additionally, these top lawyers give tips on the importance of executing due diligence, cultivating legal compliance, and identifying the roles of the key players involved, such as the buyer, seller, investment banker, accountant, and attorney. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today as these experienced lawyers offer up their thoughts around the keys to navigating an ever-changing area of law.

Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter for this book.

Chapters Include:

1. Lola Miranda Hale, Partner, Epstein Becker & Green PC "Acquisition Analysis: Successfully Structuring an M&A Deal"
2. Lori E. Jeffries, Partner, Taft Stettinius & Hollister LLP "Building a Solid Framework"
3. J.Q. Newton Davis, Partner, Bingham McCutchen LLP "Tips for a Successful Client M&A Strategy"
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5. Arthur A. Cohen, Partner, Haynes and Boone LLP "A Few Practical Tips for Succeeding as an M&A Lawyer"
6. Seth E. Zuckerman, Esq., Member, Saiber LLC "Practical Considerations When Negotiating and Structuring an M&A Deal"
7. Jerry B. Black, Partner and Head of Corporate Department, Wilson, Elser, Moskowitz, Edelman & Dicker LLP "Counsel's Role in M&A Transactions"

Appendices

Appendix A: Benefits Documents Due Diligence Checklist

Appendix B: Typical Labor and Employment Actions Taken by the Buyer in the Context of a Merger or Acquisition

Appendix C: Agreement and Plan of Merger

Appendix D: Due Diligence Materials Request Checklist (Private Company)

Appendix E: Five Key Areas of Due Diligence Concern

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