

# Handling the Sale of a Business

*Understand the steps necessary to effectively represent a client in the sale of a business*

Selling a business can be the culmination of a client's life's work. Effectively representing a client during this stressful time can be daunting. The key to a successful outcome is understanding your client's goals and objectives, preparing the business for sale at an early stage, and completing each stage of the transaction with your client's ultimate objectives in mind. It is not necessary to win each negotiation battle along the way, as long as the war is eventually won. Knowing in advance what to expect, and preparing a response, is critical to a smooth and successful transaction. Learn how to masterfully chart the path in this new 1-hour webcast!

## Agenda

- Understanding Your Client's Goals and Objectives
- Preparing the Business for Sale
- The Due Diligence Process
- Letters of Intent
- Asset Sales v. Stock Sales
- Working Capital
- Asset Allocation
- Drafting Key Transaction Documents
- Closing the Transaction
- Post-Closing

## Speakers



**JOHN D. COLUCCI** is the Managing Director of McLane Middleton's TradeCenter Office in Woburn and has a dual background as both an attorney and CPA. This unique skill set gives him a differentiating perspective and depth of understanding of the legal issues necessary for protecting a growing business, as well as the financial drivers of operating and sustaining a successful company. John's clients range from start-up companies to large multi-owner private corporations. John has extensive experience in all areas of commercial transactions and business operations, and practices in the areas of business law, tax law, and business succession planning.



**HANNAH GREENOUGH LINKE**, an Associate with the Business Law Group of Glovsky & Glovsky, LLC, in Beverly represents private companies and their owners on a variety of issues including entity selection and formation, mergers and acquisitions, financing, operational issues, succession planning and general corporate matters. Her experience also extends to residential and commercial real estate matters and advising clients on the protection of trademarks and other forms of intellectual property.



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## Dates & Location

### LIVE WEBCAST

Wednesday, October 6, 2021  
12:00 noon–1:00 pm

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2220017WBC

### REBROADCAST CC

Thursday, October 21, 2021  
3:00 pm–4:00 pm

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2220017RBC

### REBROADCAST CC

Friday, October 29, 2021  
10:00 am–11:00 am

Register at [www.mcle.org](http://www.mcle.org)  
Program Number: 2220017RB1

### ON DEMAND WEBCAST CC

View after Friday, October 29, 2021

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Program Number: 2220017WBA

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## Materials

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## CLE Credits

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