

Transfer & Disposition of Business & Business Interests

Understand the planning process and points of negotiated interest attendant to most every business transition transaction

The market remains fertile for sophisticated business sales and transition transactions. This fast-paced new program teaches you how to strategize for and navigate the planning and preparation for a sale transaction. Hear the expert faculty discuss letters of intent and their importance, various deal structures that meet established buyer and seller objectives, tax benefits and consequences, and particular points of negotiated interest attendant to most every business transition transaction. The speakers teach you how to keep the big picture of the transaction front and center while guiding you through various scenarios and documents that speak to the client's particular objectives.

Agenda

- Preparation for Sale of the Business; Housekeeping Matters and Diligence
- Letters of Intent and Term Sheets
- Various Deal Structures Geared Toward Objectives and Results
- Certain Tax Benefits and Consequences Present in Sale Transactions
- Special Points of Interest and Negotiation in Definitive M&A Documents and Market Trends
- "Ask the Experts" Q&A Session

Faculty

John F. Cohan, Esq., *Gesmer Updegrove LLP, Boston*, Chair
Essence R. McGill Arzu, Esq., *The Arzu Law Group LLC, Somerville*
Aaron Kriss, Esq., *Gesmer Updegrove LLP, Boston*
Dallas M. Mosier, Esq., *Gesmer Updegrove LLP, Boston*
Charles C. Pascal, Esq., *Gesmer Updegrove LLP, Boston*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Monday, April 3, 2023
1:00 pm–5:00 pm
Program Number: 2230109WBC

REBROADCAST

Tuesday, April 18, 2023
9:00 am–1:00 pm
Program Number: 2230109RBC

REBROADCAST

Wednesday, April 26, 2023
12:00 noon–4:00 pm
Program Number: 2230109RB1

ON DEMAND WEBCAST

View after Wednesday, April 26, 2023
Program Number: 2230109WBA

Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Sponsor Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

The materials for this program include MCLE's *Buying and Selling a Privately Owned Business in Massachusetts*, which, along with any other materials, can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript and audio and videorecordings of this program.

CLE Credits

Earn up to 4 CLE credits



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