

# MCLE PROGRAMS

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## Private Company Core M&A Fluency

*Understand the process, key points of negotiation and customary transaction documents*

Merger and acquisition activity for private companies has continued at a heady pace during the pandemic and beyond. Lawyers practicing in this area must be familiar with the players, process, and lexicon of the industry. From investment banker engagement, the marketing process, data rooms, letters of intent, and negotiating and papering the deal to closing, knowing how deals get done—and identifying and protecting key client interests is essential. This program gives those new to the practice, and those seeking a refresher, an understanding of the process, key points of negotiation, and customary transaction documents.

### Agenda

- 2:00 - 2:40 pm, Overview of the M&A Process
  - Preparing for Sale (assessing mindset and organizational preparedness)
  - Investment Banker Onboarding; due diligence
  - Letters of Intent
- 2:40 - 3:40 pm, Private Company M&A: Negotiating the Definitive Agreements
  - Key Areas of Negotiation Between Parties to an M&A Transaction
  - Closing the Deal
- 3:40 - 3:50 pm, Break
- 3:50 - 4:25 pm, The Investment Banker's Role in Private M&A Transactions
  - Trends in the M&A Marketplace
- 4:25 - 4:50 pm, View from the Inside—Private Equity in the Private M&A Environment

### Chair

- Peter I. Dunn, Esq., Casner & Edwards LLP, Boston

### Faculty

- Alan V. Fullerton, Jr., Mirus Capital Advisors, Burlington
- Jay Lucas, The Lucas Group, Portsmouth
- Hannah E. Zaitlin, Esq., Foley & Lardner LLP, Boston

### Dates

- ON DEMAND WEBCAST (#2230008WBA): Watch starting Friday, 12/9/2022

### Tuition

- \$245.00
- \$245.00 Members
- \$245.00 New Lawyers
- *FREE* for MCLE OnlinePass Subscribers
- Email [scholarships@mcle.org](mailto:scholarships@mcle.org) to apply for a need-based scholarship.

### Materials Included with Your Tuition

- *Buying and Selling a Privately Owned Business in Massachusetts* ebook (In-person attendees receive a complimentary print copy!)
- All presentation materials, including faculty slides and handouts, in electronic format
- Transcript emailed 2 weeks post-program

## CLE Credits

- Earn up to 3 substantive

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