

Course Chair, "Mergers & Acquisitions Run Down— How the Deal Gets Done," Minnesota State Bar Association Continuing Legal Education

Association Continuing Legal Education							
September 2012							
Speaking Engagement							
Presented by: Minnesota CLE							
This seminar emphasizes practical advice for structuring and negotiating the purchase or sale of a business. Our experienced faculty will walk you through the M&A minefield as they focus on:							
 understanding the transaction process 							
 pre-agreement matters, including confidentiality agreements and letters of intent 							
structuring the deal and tax considerations							
 tips and strategies for drafting the purchase agreement 							
■ representations and warranties, indemnification and disclosure issues							
■ financing the transaction							
and more!							
Gray Plant Mooty Presenters are:							



Mark Williamson, "Overview of the Purchase and Sale of a Business—Understanding the Transaction and

Av	oiding Critical Mistakes."
	Transaction Overview
	Creating the Deal Team
•	Summary of Key Documents
•	Timelines
•	and more
	nn E. Brower, "Buyer's Protection and Seller's Exposure: Representations and Warranties, Disclosure and Jemnification."
	How They are Interrelated
•	Provisions That Are Important to the Buyer
•	Limitations That Protect Sellers
•	Evolving Concepts of What is Standard
•	and more
Fo	r more information or to register, visit the Minnesota CLE Web site.



Lathi GPM	rop

	п	I	7	9		
	ı	п	п		ㄷ	١,

9:00 a.m. - 4:30 p.m.

Location:

MN CLE Conference Center, 600 Nicollet Mall #370, 3rd Floor City Center, Minneapolis, MN 55402