



M&A Letters of Intent: Buyer and Seller Strategies for Drafting and Negotiating Preliminary Deal Terms

December 1, 2015

Webinar

Live Webinar

Join Gray Plant Mooty's Mark Williamson for a 90-minute CLE webinar (plus interactive Q&A) discussing critical issues pertaining to the use of letters of intent in the M&A process.

This CLE webinar will prepare deal counsel to negotiate and draft letters of intent that effectively outline material deal terms and establish negotiation parameters. The panel will review the latest legal developments with M&A letters of intent, including common areas of dispute and litigation, and offer strategies to avoid common drafting and enforceability pitfalls when structuring preliminary deal provisions on behalf of buyers or sellers.