

M&A Letters of Intent

May 18, 2015

Buyers and sellers often enter a letter of intent at the start of an M&A deal to outline material terms and establish negotiation parameters. While letters of intent can reduce the time and expense of closing a transaction, letters of intent may also create difficulties for the parties down the road.

In this webinar, you will learn practical tips for negotiating and crafting M&A letters of intent. Among other things, you will learn the answers to these key questions:

- What are the primary advantages and disadvantages for buyers and sellers contemplating entering a letter of intent?
- What key terms should be included in letters of intent?
- What factors do courts typically examine when determining whether to find a letter of intent binding?
- How can buyers and sellers best protect their interests during letter of intent negotiations?

Join us as Gray Plant Mooty's own **Mark Williamson** takes us through the art of crafting and negotiating M&A letters of intent.

Related People



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