

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

**September 2012**

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 Avoiding Critical Mistakes."

- Transaction Overview
- Creating the Deal Team
- Summary of Key Documents
- Timelines
- and more

John E. Brower, "Buyer's Protection and Seller's Exposure: Representations and Warranties, Disclosure and Indemnification."

- How They are Interrelated
- Provisions That Are Important to the Buyer
- Limitations That Protect Sellers
- Evolving Concepts of What is Standard
- and more

For more information or to register, visit the [Minnesota CLE Web site](#).

**Time:**

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

**Location:**

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

## Related People



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