



# **M&A Deal Strategies, 2010 ed.: Leading Lawyers on Conducting Due Diligence, Negotiating Representations and Warranties, and Succeeding in a Post-Recession Market (Inside the Minds)**

*Multiple Authors*

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M&A Deal Strategies provides an authoritative, insider's perspective on successfully representing clients in mergers and acquisitions. Featuring partners from some of the nation's leading law firms, these experts guide the reader through the steps involved in preparing a company for sale, identifying and minimizing risks, and ensuring proper protection for a client. In addition, these authors discuss effective indemnification provisions, examine potential tax issues, and analyze the current state of the market. From financing arrangements to key negotiating points, these top attorneys offer insights on the current state of M&A deal strategies and the changes the future is likely to hold. Finally, these experts give tips on uncovering problems, dealing with international mergers and acquisitions, and helping clients handle the effects of the credit crisis. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to navigating this rapidly-evolving area of law.

Inside the Minds provides readers with proven business intelligence from C-Level executives and lawyers (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies and firms nationwide. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is heading and the most important issues for the future. Each author has been selected based upon their experience and C-level standing within the professional community.

Chapters Include:

1. John Brower, Principal, Gray Plant Mooty Law Firm - "The Seller's Preparation for Sale"
2. Brian Hoffmann, Partner and Co-Head, M&A for the Americas, Clifford Chance - "The Current Deal Environment & Applicable M&A Techniques"
3. Patrick C. Closson, Director, McLane, Graf, Raulerson & Middleton PA - "Effective M&A Strategies in a Buyer's Market: Protecting the Client"
4. Melvin Katz, Partner, Moses & Singer - "Mergers and Acquisitions in Changing Markets"
5. Bradley W. Raaths, Shareholder, DeWitt Ross & Stevens SC - "M&A Deal Structures: Recent Trends"

Appendices Include:

Appendix A: 15 U.S.C.A. § 78dd-1

Appendix B: 50 App. U.S.C.A. § 2170

Appendix C: 15 U.S.C.A. § 18a

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