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HOT TOPICS IN **Mergers & Acquisitions – 2024**



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HOT TOPICS IN **Mergers & Acquisitions – 2024**

Get the latest developments in the ever-changing landscape of M&A.

This course will explore the current **hot topics** in M&A for attorneys who represent both buyers and sellers, with **strategic insights** on how to **get the deal done**.

Our expert faculty will discuss:

- The **Current State of the M&A Market**
- The Current Dynamics of **Selling to Private Equity**
- **Purchase Price Adjustments** – Key Provisions and Common Pitfalls
- The Latest Issues with **Representation and Warranty Insurance**
- **Using Earn-Outs** to Get the Deal Done
- **Deal Financing** – From Traditional Lenders and Others
- **Key Legal Developments and Trends** in M&A
- And Much More!

View information on your mobile device or register online.



**Tuesday, January 23, 2024 –
Attend In Person**

Tuesday, January 23, 2024 – Attend In Person
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370, Minneapolis

CAN'T ATTEND IN PERSON?
View an Online Replay on Thursday, February 15, 2024 or Wednesday, March 6, 2024

CAN'T ATTEND THE LIVE SEMINAR?
View an Online Replay on Thursday, February 15, 2024 or Wednesday, March 6, 2024.

SCHEDULE

8:30 – 9:00 a.m.
CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m.
WELCOME & ANNOUNCEMENTS

9:05 – 10:05 a.m.
The Current State of the M&A Market

A panel of investment bankers and private equity professionals will discuss their perspectives on the current M&A market. Learn the latest trends and best practices for collaborating effectively with these professionals to close the deal.

- James M. Frommelt
- Joel V. Grebenick
- Adam Webb
- Mark D. Williamson, moderator

10:05 – 10:50 a.m.
The Dynamics of Selling to Private Equity

From due diligence to deal structure to documentation, private equity deals have their own dynamics. A private equity legal expert will share his experience and insights on getting these deals done.

- Stephen K. Kozachok

10:50 – 11:05 a.m.
BREAK

11:05 a.m. – 12:05 p.m.
Purchase Price Adjustments – Key Provisions and Common Pitfalls

Purchase price adjustments, designed to protect against changes in financial conditions and preserve the parties' expectations regarding purchase price, remain commonplace. This expert panel will explore various types of adjustments, litigation hazards and other common traps, and cover advanced drafting strategies to close even the most complex deals.

- Peter C. Magnuson
- John D. Potter
- Keith P. Radtke

12:05 – 1:00 p.m.
LUNCH BREAK (ON YOUR OWN)

1:00 – 1:45 p.m.
The Latest Issues with Representation and Warranty Insurance

M&A professionals have embraced representation and warranty insurance as a risk mitigant. A noted transactional risk insurance professional will explain how this coverage works, its benefits, scope, exclusions and cost, and other key issues.

- David Haigh

1:45 – 2:30 p.m.
Using Earn-Outs to Get the Deal Done

Earn-outs can be effective tools to bridge valuation and financing gaps between sellers and buyers. These deal experts will explain how earn-outs work and how best to use them to get deals done in a challenging marketplace.

- Zachary J. Crain
- Lindsey R. Day

2:30 – 2:45 p.m.
BREAK

2:45 – 3:30 p.m.
The Latest Developments in Deal Financing

Higher interest rates have changed the deal financing picture substantially. Two deal financing experts will explore the new picture for financing from traditional lenders and others.

- Matthew Swanson
- Matthew D. Tomback

3:30 – 4:30 p.m.
Key Legal Developments and Trends

This panel of experienced M&A counsel will wrap up the day with their perspectives on legal developments and trends, including their predictions for what lies ahead in 2024.

- Timothy R. Duncan
- James S. Fuller
- Alyssa J. Hirschfeld
- Ryan R. Miske
- Mark D. Williamson, moderator

COURSE INFORMATION

LIVE IN PERSON
Tuesday, January 23, 2024
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAYS
Thursday, February 15, 2024
Wednesday, March 6, 2024
View online at www.minncle.org
A moderator will be available to answer questions by email.

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TUITION:
\$295 MSBA member
\$295 paralegal
\$345 standard rate

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