

# FACULTY

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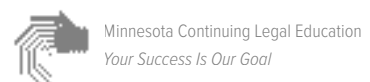
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# Selling a Privately Held Business IN 2025

This **all-new seminar** will explore the best practices for attorneys representing clients selling a privately held business with **strategic insights** from industry professionals on how to **get the deal done**.

### OUR EXPERT FACULTY WILL DISCUSS:

- The **Current State of the M&A Market**
- Pre-Transaction Estate Planning
- **Tax Considerations** for Selling a Privately Held Business
- Sale Process – Real World Examples from an Investment Banker
- **Key Legal Developments and Trends** in M&A
- And much more!

**Tuesday, January 28, 2025 – Attend In Person**

**Can't Attend In Person?** View an Online Replay on Tuesday, February 11, 2025 or Wednesday, February 26, 2025.

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# Selling a Privately Held Business IN 2025

**Tuesday, January 28, 2025 – Attend In Person**

# Selling a Privately Held Business IN 2025

**TUESDAY, JANUARY 28, 2025**

**Attend In Person**

Minnesota CLE Conference Center  
600 Nicollet Mall, Suite 370, Minneapolis

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**TUITION:**

\$295 MSBA member

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\$345 standard rate

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**Tuesday, January 28, 2025**

**Minnesota CLE Conference Center**  
600 Nicollet Mall, Suite 370  
Third Floor City Center, Minneapolis

**ONLINE REPLAY**

**Tuesday, February 11, 2025**

**Wednesday, February 26, 2025**

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**800-759-8840**

2:50 – 3:05 p.m.  
BREAK

3:05 – 3:35 p.m.

**Real Estate Issues Arising from the Sale of Privately Held Businesses**

If the privately held business you are advising has a physical location, then you will likely have to deal with the sale of real property or address a commercial real estate lease. Learn real estate issues that arise from the sale of privately held businesses and best practices for resolving them.

– *Allison M. Plunkett*

3:35 – 4:20 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 2025.

– *Timothy R. Duncan*  
*Ryan R. Miske*  
*Matthew L. Stortz*  
*Alyssa J. Hirschfeld, moderator*

11:35 a.m. – 12:05 p.m.

**Tax Considerations for Selling a Privately Held Business**

This session will provide an overview of the tax consequences of selling a privately held business and strategies for transaction structuring.

– *Susan J. Markey*

12:05 – 12:50 p.m.

LUNCH BREAK (on your own)

12:50 – 1:35 p.m.

**Sale Process – Real World Examples from an Investment Banker**

Join an experienced investment banker to learn more about the sale of a privately held business and hear how he has navigated a few specific, real-world transactions. Hear tips and strategies on what has worked and the challenges he has faced along the way.

– *Cam Wood*

1:35 – 2:05 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. This deal expert will explain how earn-outs work and how best to use them when selling a privately held business.

– *Lindsey R. Day*  
*Zachary J. Crain*

2:05 – 2:50 p.m.

**Selling to Private Equity**

This session will provide an overview of the special considerations involved in selling a privately held business to private equity. Also, learn the challenges and best practices when advising clients who are selling to private equity.

– *Stephen K. Kozachok*

8:30 – 9:00 a.m.

CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m.

WELCOME & ANNOUNCEMENTS

9:05 – 9:50 a.m.

**The Current State of the M&A Market**

A panel of investment bankers and private equity professionals will discuss their perspectives of the current M&A market. Learn the latest market trends and best practices for successfully navigating current market dynamics.

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

9:50 – 10:35 a.m.

**Pre-Transaction Estate Planning**

An experienced estate planner will explain the tools and strategies available to help clients before the transaction to prepare for the consequences of selling a privately held business.

– *Laura E. Halferty*

10:35 – 10:50 a.m.

BREAK

10:50 – 11:35 a.m.

**Preliminary Considerations: Letters of Intent and Confidentiality Agreements, and Exclusivity Provisions**

This session will provide an overview of preliminary consideration in the sale of a privately held business, including letters of intent, confidentiality agreements, and exclusivity provisions. Understand the general terms and conditions, hear about certain specific contractual issues that arise in the use of these documents, and learn best practices when it comes to drafting these preliminary documents.

– *Mark D. Williamson*