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ADVANCED M&A

MONDAY, JANUARY 26, 2026 –

Attend In Person

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

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Thursday, February 26, 2026**

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\$295 MSBA member

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ADVANCED M&A

**Monday,
January 26, 2026 –
Attend In Person**



MINNESOTA CONTINUING LEGAL EDUCATION
Your Success Is Our Goal

ADVANCED M&A

How to Manage Complex Issues to Get the Deal Done

Learn new strategies and practical tips for buyers and sellers to successfully close the deal in today's complex market.

Our expert faculty will discuss:

- The **Current State of the M&A Market**
- **Purchase Price Adjustments** – Key Provisions, Common Traps, and Typical Disputes (And How to Avoid Them)
- A Toolkit for Handling **Data Privacy and Cyber Security Issues** in M&A Transactions
- **Indemnity Provisions** – The One Clause you Can't Afford to Get Wrong
- **Advanced Tax Strategies** for M&A Deals
- Tips and Tricks for Using **Generative AI to Get a Deal Done** – Advice for M&A Lawyers
- **Key Legal Developments and Trends** in M&A
- And much more!

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

9:00 – 9:05 a.m.
Welcome & Announcements
– *Mark D. Williamson, Course Chair*

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. Hear the latest trends and best practices for collaborating with these professionals to effectively close the deal.

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

10:05 – 10:10 a.m.
BREAK

10:10 – 11:10 a.m.
Purchase Price Adjustments – Key Provisions, Common Traps, and Typical Disputes (And How to Avoid Them)

Purchase price adjustments are designed to account for, and protect against, changes in the target’s financial condition that occur prior to the closing, and these adjustments continue to be commonplace. The session will explore the various types of purchase price adjustments, how to advise and prepare your client for them and common traps to avoid. We will also provide sample provisions. Learn advanced drafting strategies to close even the most complex deals.

- *Peter C. Magnuson*
- *John D. Potter*
- *Kate J. Sherburne*

11:10 – 11:20 a.m.
BREAK

11:20 a.m. – 12:05 p.m.
A Toolkit for Handling Data Privacy and Cyber Security Issues in M&A Transactions
Mergers and acquisitions raise many information technology, privacy and data security issues and considerations. This session will provide tips and best practices for deal attorneys to manage these risks throughout the life of the deal. Learn the processes that an organization might undertake as part of its due diligence to ensure enough time and thoroughness take place to evaluate the target company’s privacy and data security standards and history.

- *Doriann H. Cain*
- *Jonathan L.H. Nygren*

12:05 – 12:45 p.m.
LUNCH BREAK (ON YOUR OWN)

12:45 – 1:45 p.m.
Indemnity Provisions – The One Clause You Can’t Afford to Get Wrong

This session will provide guidance on drafting and negotiating strong and robust indemnity provisions. Learn advanced drafting techniques, pre-drafting considerations, insights on costly mistakes and different approaches based on the agreement type.

- *Chantal M. Wilson*

1:45 – 1:55 p.m.
BREAK

1:55 – 2:25 p.m.
Advanced Tax Strategies for M&A Deals

This session will provide an overview of the tax consequences presented by M&A transactions, including Section 338(h)(10) elections and Subsection F reorganizations.

- *Susan J. Markey*

2:25 – 3:25 p.m.
Tips and Tricks for Using Generative AI to Get a Deal Done – Advice for M&A Lawyers from the Cutting Edge

How can AI be leveraged in M&A practice? How can AI tools assist and augment current legal practice? An AI pro shares his best product recommendations and pointers.

- *Mark D. Stignani*

3:25 – 3:35 p.m.
BREAK

3:35 – 4:35 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 2026.

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

Mark D. Williamson
Course Chair
Lathrop GPM LLP
Minneapolis

Doriann H. Cain
Faegre Drinker Biddle & Reath LLP
Minneapolis

Timothy R. Duncan
Heley, Duncan & Melander, PLLC
Minneapolis

Jamie M. Frommelt
Hennepin Partners LLC
Minneapolis

Joel V. Grebenick
Northern Lakes Capital, LLC
Minneapolis

Alyssa J. Hirschfeld
Taft Stettinius & Hollister LLP
Minneapolis

Peter C. Magnuson
Faegre Drinker Biddle & Reath LLP
Minneapolis

Susan J. Markey
Maslon LLP
Minneapolis

Ryan R. Miske
Faegre Drinker Biddle & Reath LLP
Minneapolis

Jonathan L.H. Nygren
Faegre Drinker Biddle & Reath LLP
Minneapolis

John D. Potter
PricewaterhouseCoopers LLP
Minneapolis

Kate J. Sherburne
Faegre Drinker Biddle & Reath LLP
Minneapolis

Mark D. Stignani
Barnes & Thornburg LLP
Minneapolis

Matthew L. Stortz
Securian Financial Group, Inc.
Saint Paul

Adam Webb
Quazar Capital
Minneapolis

Chantal M. Wilson
Fredrikson & Byron, P.A.
Minneapolis

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Third Floor City Center, Minneapolis

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