

WILENTZ

—ATTORNEYS AT LAW—

WILENTZ, GOLDMAN & SPITZER, P.A.

Wilentz Attorneys to Serve as Panelists at NJICLE Webcast “A Practical Guide to Buying a Business”

02/12/21

Wilentz attorneys Tracy Armstrong, Risa M. Chalfin and Douglas Watson Lubic will join a panel discussion at the New Jersey State Bar Association CLE webcast entitled “A Practical Guide to Buying a Business.” The webcast will cover the legal and business aspects involved in purchasing a small to midsize business, including strategies for working with buyers, opposing counsel, brokers and lenders; techniques for negotiating and drafting key contract clauses; procedures for getting the deal closed and minimizing risk for your client; and hot button issues that can affect the transaction.

Topics of interest include:

- Managing the Due Diligence Process
- Key Due Diligence Requests
- Brokers and Finders – Understanding their role and negotiating agreements with them
- Utilizing the Indication of Interest, Letter of Intent, and Term Sheet
- Accounting, Tax and Structuring Issues
- An in-depth Analysis of the Contract of Sale
- The impact of COVID-19 on Operations and Business Sales
- Closing and Conditions Precedent to Closing
- Employment-related Issues Including Employment Agreements and Restrictive Covenants
- Practice Tips

This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 3.3 hours of total CLE credit.

Attorney

- Tracy Armstrong

Practices

- Employment Law
- Business & Commercial Litigation
- Corporate