LexVid Services, Inc., Presents:

Legal Strategies for Successful Business Sales and Acquisitions

Total: **59 Minutes**

Speakers:
Isabel Gram

Description/Table of Contents

The course, "Legal Strategies for Successful M&A Transactions (Business Sales)," led by Isabel Gram, JD, covers key topics such as understanding mergers and acquisitions (M&A), pre-sale considerations, the importance of letters of intent (LOIs), deal structuring, due diligence, retaining key employees, the impact of recent non-competition laws, key legal documents, and the closing process. This comprehensive overview provides essential legal insights for attorneys representing both buyers and sellers in business transactions.

Topics include:

- Understanding mergers and acquisitions (8 min.)
- Pre-sale considerations (6 min.)
- Importance of letters of intent (5 min.)
- Structuring the deal (8 min.)
- Due diligence (6 min)
- Retaining key employees (5 min.)
- Impact of recent non-competition laws on business sales (5 min.)
- Key legal documents (8 min.)
- Closing the deal (8 min.)

Total: 59 minutes

Presenters: Isabel Gram passionately believes in building a progressive law firm that delivers quality legal services to businesses on a flat fee basis and a world where attorneys don't track their hours. She brings 19 years of experience as a practicing attorney to her clients. She has represented hundreds of business owners throughout the years in business sales, commercial contracts, real estate matters and as a "fractional" corporate counsel. She proudly served as Chief Counsel and a senior executive at a multi-honored, Inc. 5000 fastest growing company from

©LexVid, Inc. All Rights Reserved

2013 to 2018 before starting Constant Counsel. Isabel lives in Scottsdale, Arizona with her husband Ken and two daughters. She is originally from Ottawa, Canada and moved to Arizona in 2004 in search of sunny skies and palm trees. When she's not obsessing about serving business owners and growing companies, she is running to basketball and karate practices, going on date nights and spending time in the red rocks of Sedona.

©LexVid, Inc. All Rights Reserved