Representing a Buyer or Seller of an Ongoing Business: 2023's Top Issues and Strategies

Seminar or Event

5.02.23

Event Sponsor: *New Jersey Institute for Continuing Legal Education*

Live Webinar

9:00am- 12:00pm

Greenbaum partners **W. Raymond Felton** and **Maja M. Obradovic** will be panelists for the live webinar "Representing a Buyer or Seller of an Ongoing Business: 2023's Top Issues and Strategies," which will be presented by the New Jersey Institute for Continuing Legal Education on Tuesday, May 2, 2023, from 9:00am - 12:00pm.

Representing a client who is buying or selling a small to midsize business is a complicated process at any time, but especially so in 2023. Purchasing or selling an ongoing business involves a myriad of legal issues and business considerations. Whether the entity in question is a longstanding family business or a start-up, the goal should be securing the best possible deal for the client by maximizing value and minimizing risk.

This informative and practical program will explore the various aspects of purchasing or selling an ongoing business, including strategies for working with buyers, sellers, opposing counsel, brokers and lenders; techniques for negotiating and drafting key contract clauses; procedures for getting the deal closed and methods for minimizing risk for the client.

The program agenda includes the following topics:

- Initial Requests, Using Intermediaries: Preparing for the Sale
- Indication of Interest, Letter of Intent, and Term Sheet
- Managing the Due Diligence Process
- Key Contract Terms

- Retirement Plan Issues
- Employee Related Issues: Hiring Key People, Restrictive Covenants, Immigration
- Representations and Warranties and Indemnification
- Lender's Commitments, Financing - Bank, Seller, and Assumption of Existing Debt, and ISRA
- The Closing

Mr. Felton is Chair of the firm's Corporate Department. He concentrates his practice in the areas of corporation, LLC and partnership formation, operations and agreements, mergers and acquisitions, securities law, reorganizations, joint ventures, employment law, and the financing of transactions through both public and private equity and debt. He often serves as outside "in house" counsel, providing general legal advice on both day-to-day issues and major complex problems. Mr. Felton's clients range from entrepreneurial start-ups to established middle market companies operating in a diverse variety of industries, including manufacturing, technology, food & beverage, real estate, construction and healthcare, as well as service industries.

Ms. Obradovic is Co-Chair of the firm's Employment Law Department. She concentrates her practice primarily in the representation of public and private employers in employment related disputes at both the state and federal level, representing clients in the defense of employment claims under the New Jersey Law Against Discrimination (NJLAD), the Conscientious-Employee Protection Act (CEPA), Title VII of the Civil Rights Act of 1964, the Americans with Disabilities Act (ADA), and the Family Medical Leave Act (FMLA). She also provides strategic employment counseling services to management and human resources professionals, advising on workplace policies and day-to-day issues and conducting internal employment-related investigations and independent workplace investigations of claims made against her corporate clients or their employees.

Additional program details and registration on the NJICLE website.

Related Attorneys

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