

# Mergers & Acquisitions

For decades, business owners, executives and investors have retained Plunkett Cooney for expert guidance and advice relative to the acquisition and sale of business entities and their assets, as well as representation in transactions involving partial ownership changes.

The firm has successfully negotiated and closed the purchase and sale of hundreds of businesses across a variety of industries. Our lawyers focus their mergers and acquisitions practice primarily in the private business sector, with clients of various sizes, from closely held family-owned businesses to multi-million dollar international organizations.

The approach our attorneys take when handling an engagement focuses on the creation of an effective acquisition team that understands key deal points, strategies and goals for the particular transaction. Attention to detail, issue spotting and constant communication with the client are critical to the successful outcome of every transaction.

In every merger and acquisition transaction, our team begins its work by focusing on pre-negotiation planning and strategy development with significant client input. Our attorneys are prepared to address all concerns, including effective methodologies for identifying and approaching qualified buyers, management of an efficient, discreet and focused due diligence process, creation of post-closing employment contracts and enforceable covenants not to compete, the resolution of any licensing issues, the balancing of responsibility for potential indemnity claims and related risk management items, the use of future performance awards to bridge the gap between differences in business valuation opinions held by the buyer and the seller, and many others.

Among the advantages of working with Plunkett Cooney is the firm's collective expertise in areas of particular importance to businesses, including the areas of labor and employment, tax, real estate, environmental, regulatory law, corporate governance, information technology, intellectual property, antitrust/competition, risk management and finance. By bringing to bear all of the firm's resources, our attorneys work hard to ensure that each transaction closes to the complete satisfaction of their clients.