

Patrick Respeliers Discusses Structuring the Sale of a Business with *Ingram's*

In the News

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Partner [Patrick Respeliers](#) was recently quoted in a series by *Ingram's* on structuring the sale of a business to ensure a positive outcome for the owners beyond the purchase price.

"With the exception of serial entrepreneurs, most business owners probably only sell a company once or twice in their careers," Patrick said. "As a result, they do not always understand all the intricacies of a sale transaction and often focus only on the purchase price number without considering the many other deal terms that have a real effect on the after-tax case that they ultimately realize from the transaction."

Patrick went on to highlight deal terms negotiated between the buyer and seller that could potentially slow down a deal, including earn-outs, equity rollovers and seller financing.

A corporate and securities attorney, Patrick co-chairs Stinson's mergers and acquisitions practice group. In addition to helping clients buy and sell businesses, he also assists them in raising capital from early stage venture capital through initial public offerings and negotiating joint ventures and strategic alliances. He has strong experience with companies in the energy, financial services, construction and data center industries.

CONTACT

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