Infographic: The Sell-Side M&A Attorney Team

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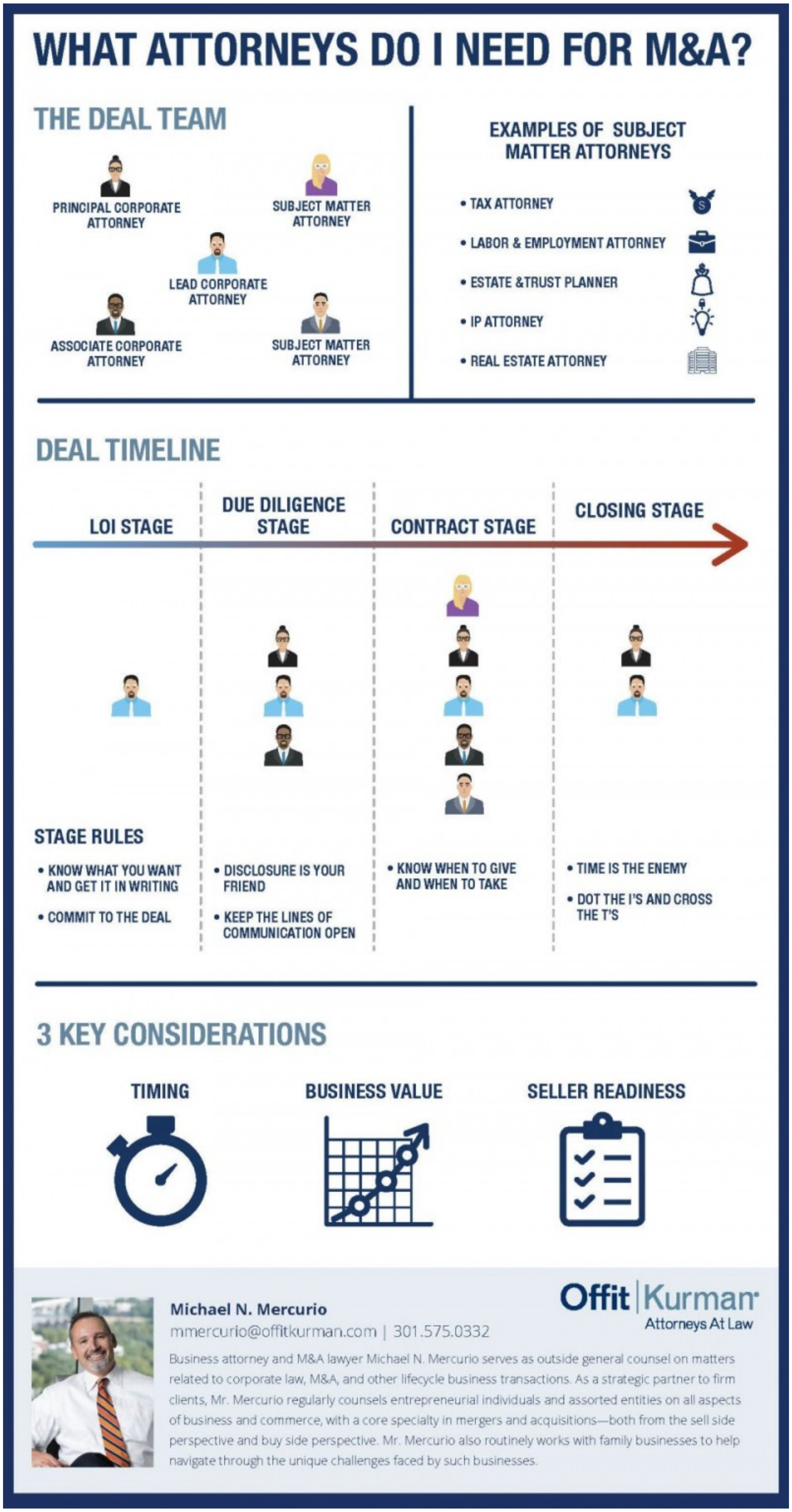
Mergers and acquisitions (M&A) are a team sport. It takes multiple people to successfully close a business transaction: the business owner or owners, the buyer, each side's accountants and advisors, and multiple attorneys working together. For the seller, their M&A process will involve a number of attorneys through the deal lifecycle, including the corporate attorneys driving the transaction and several subject matter attorneys weighing in on select deal aspects (like tax issue, for example).

To help sellers navigate the process, we've put together an infographic showing the lifecycle of a sell-side transaction and the sell-side attorney team's participation and timing throughout a transaction.

Below, you'll discover what attorneys you'll need to bring on, and when, along with a few key tips and considerations for closing the deal. To talk to an experienced M&A legal advisor, be sure to contact Mike Mercurio at mmercurio@offitkurman.com or 301.575.0332.


WHAT ATTORNEYS DO I NEED FOR M&A?
THE DEAL TEAM
PRINCIPAL CORPORATE ATTORNEY
SUBJECT MATTER ATTORNEY
LEAD CORPORATE ATTORNEY
ASSOCIATE CORPORATE ATTORNEY
SUBJECT MATTER ATTORNEY
EXAMPLES OF SUBJECT MATTER ATTORNEYS
• TAX ATTORNEY
• LABOR & EMPLOYMENT ATTORNEY
• ESTATE &TRUST PLANNER
• IP ATTORNEY
• REAL ESTATE ATTORNEY
DEAL TIMELINE
LOI STAGE
DUE DILIGENCE STAGE
CONTRACT STAGE
CLOSING STAGE
STAGE RULES
• KNOW WHAT YOU WANT AND GET IT IN WRITING
• COMMIT TO THE DEAL
• DISCLOSURE IS YOUR FRIEND
• KEEP THE LINES OF COMMUNICATION OPEN
• KNOW WHEN TO GIVE AND WHEN TO TAKE
• TIME IS THE ENEMY
• DOT THE I'S AND CROSS THE T'S
3 KEY CONSIDERATIONS
TIMING
BUSINESS VALUE
SELLER READINESS
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Attorneys At Law
Business attorney and M&A lawyer Michael N. Mercurio serves as outside general counsel on matters related to corporate law, M&A, and other lifecycle business transactions. As a strategic partner to firm clients, Mr. Mercurio regularly counsels entrepreneurial individuals and assorted entities on all aspects of business and commerce, with a core specialty in mergers and acquisitions—both from the sell side perspective and buy side perspective. Mr. Mercurio also routinely works with family businesses to help navigate through the unique challenges faced by such businesses.