

## Planning and Executing a Successful Sale of Your Company

### Third Thursday Emerging Company Webinars

WebEx

11.18.2010

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### **Planning and Executing a Successful Sale of Your Company**

Thursday, November 18, 2010

12:00 p.m. - 1:00 p.m.

**Presented by Stephen LaSala, Partner, Sheppard Mullin**

The M&A marketplace continues to show signs of improvement. But the recession has made buyers a lot more cautious. To ensure a smooth due diligence process and complete a successful sale, advance preparation is critical. This webinar will discuss the current M&A landscape and how business owners and executives should prepare for a potential sale. In addition, we will explore some of the key issues that sellers typically need to consider in selling the company, including negotiation of a letter of intent, transaction structure, price and payment terms and employee transition issues.

### **WebEx Meeting Information**

Topic: Planning and Executing a Successful Sale of Your Company

Date: Thursday, November 18, 2010

Time: 12:00 pm, Pacific Daylight Time (GMT -07:00, San Francisco) Meeting Number: 715 734 582

Meeting Password: (This meeting does not require a password.)

Please click the link below to see more information, or to join the meeting.

1. Go to <https://soundpath.webex.com/soundpath/j.php?ED=146534282&UID=1173946882>
2. Enter your name and email address.
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4. Click "Join Now".

## Teleconference information

Call-in toll-free number (Premiere): 1-800-901-9719

Call-in number (Premiere): 1-719-234-0260

Attendee access code: 741613

## For assistance

1. Go to <https://soundpath.webex.com/soundpath/mc>
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**Questions?** Contact Amy Romaker at [aromaker@sheppardmullin.com](mailto:aromaker@sheppardmullin.com)

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*This program has been approved in accordance with the requirements of the New York State Continuing Legal Education Board for a maximum of 1 credit hour which may be applied toward the Areas of Professional Practice requirement, and is suitable for non-transitional attorneys.*

## Attorneys

Stephen R. LaSala