

### Due Diligence for M&A Transactions: Purpose, Process and Practices

Online Course

7.12.21

#### **Due Diligence for M&A Transactions: Purpose, Process and Practices**

July 12, 2021 3-4pm ET

Online Course

To state the obvious, before buying a company, a prudent acquiror will want to thoroughly understand the business that it is buying. Generally, in private company transaction, the only way to understand the business is through a review of documents and information provided by the seller. Frequently, a significant part of this understanding will come from the overview of the business that the seller prepares for potential buyers (called a Confidential Information Memorandum or CIM). But how does the buyer know that the information provided in the CIM is complete and accurate? And what additional information does it need before it wires the purchase price, which is often tens or hundreds of millions of dollars, to the seller? This is where due diligence comes in. Due Diligence is the process that a prospective buyer uses to ensure that it knows what it is buying and what obligations it is assuming, including the businesses assets, liabilities, material contracts, ongoing litigation and litigation risks, environmental issues, and many additional issues, including the insurance portfolio designed to protect the business against many of these issues. But how exactly does due diligence work and what does it entail?

In this One-Hour Briefing, a group of industry experts will explore the following topics:

- What is “due diligence” and what is the purpose?
- What areas are typically reviewed and why?
- Which experts are typically engaged to perform due diligence?
- What are the goals and concerns of the key professionals involved in the due diligence process?
- What are some of the common pitfalls of due diligence and how to avoid them?
- What are some of the trends in due diligence?

Faculty:

Eric A. Klein

Sheppard, Mullin, Richter & Hampton LLP

Jackson Bender

Beecher Carlson Insurance Services, LLC

Joseph Ehrlich

Beecher Carlson Insurance Services, LLC

Jeremy Ellis

Genesis Capital Group, LLC

Melissa L. Westbrook

Guggenheim Partners, LLC

Intended Audience: In-house counsel, outside attorneys, accountants, insurance, finance and other allied professionals involved with the performance of due diligence in M&A transactions

For more information or to register, click [here](#).

## Attorneys

Eric A. Klein

## Practice Areas

Healthcare