

## ACC-SFBA – Tales From the Buy-Side: Things That Buyers Care About When Negotiating an Acquisition

AUGUST 29-30, 2017

Join WilmerHale Partners Chris Rose and Eric Hwang for a discussion about the key terms that buyers focus on in due diligence and negotiations. Presentation topics include:

- Getting to the heart of definitive agreement negotiations by focusing on things that really matter to both tech buyers and sellers;
- Navigating the diligence and integration planning processes to reduce deal fatigue; and
- Important considerations when negotiating management and employee retention plans.

Both speakers have over a collective decade of in-house experience at serial buyers and on the startup side, as well as over two decades as outside counsel. With roles spanning both in-house legal as well as corporate development functions, Mr. Rose and Mr. Hwang have a wealth of experience managing and executing transactions as the business leader, in-house legal leader and outside counsel, and they look forward to sharing their insights to help you plan for your next strategic transaction.

*This event will be held on August 29 from 11:30 a.m.–1:30 p.m. at Fleming's Steakhouse in Palo Alto and again on August 30 from 11:30 a.m.–1:30 p.m. at One Market Restaurant in San Francisco.*

[READ MORE ABOUT THE EVENT](#)

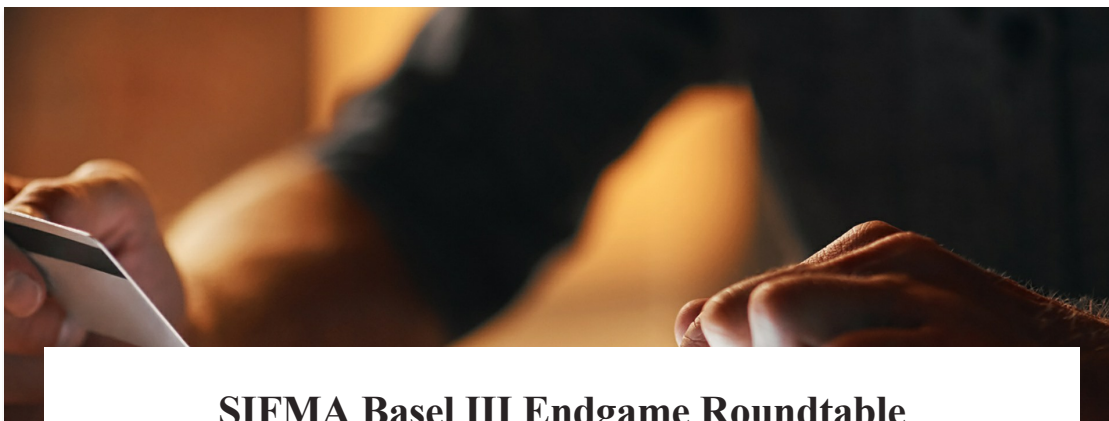
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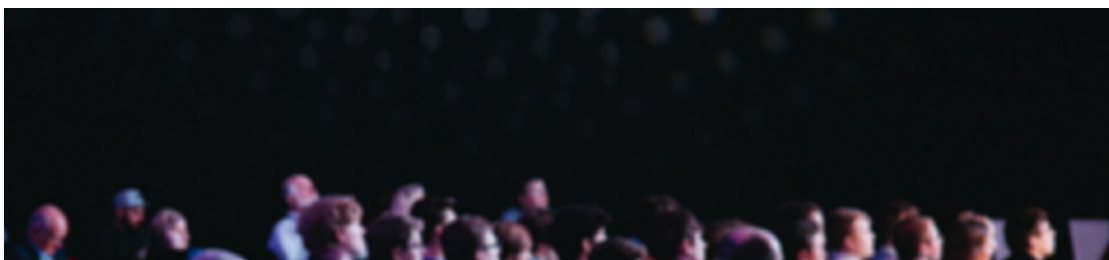
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