

ACC San Francisco Bay Area's Planning for a Successful M&A Transaction—It's Never Too Early, Palo Alto

AUGUST 9, 2018

FLEMING'S PRIME STEAKHOUSE

Whether you are on the buy- or sell-side of an M&A transaction, strategic planning and preparation are key to a successful business deal. Join WilmerHale's John Lee and Daniel Zimmermann for a discussion on best practices for in-house counsel to consider in the early stages of a merger or acquisition.

Topics will include:

- Confidentiality agreements and obligations for both buyers and sellers
- Term sheet negotiations and navigating pricing, structure and exclusivity issues
- Due diligence review and best practices for buyers and sellers
- Purchase agreements and developing covenants and closing conditions

The panel will also feature Wei Chen, VP and Associate General Counsel of M&A at Salesforce, who will provide insight on the current deal climate and examples of how early planning can ensure a smooth transaction.

WilmerHale is sponsoring the program.

[READ MORE ABOUT THE EVENT](#)

Speakers



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