

# Handling the Purchase or Sale of a Business

*Understand how to navigate the business transaction lifecycle from goals and objectives through closing*

Buying or selling a business is often the largest transaction a client experiences in their lifetime. It can be the culmination of the seller's life work and the realization of the buyer's dream of entrepreneurship through business ownership. Effectively representing a buyer or seller during this stressful time can be daunting. The key to a successful outcome is having a clear understanding of your client's goals and objectives from the outset, preparing the business for sale in advance of commencing the transaction process, ensuring the buyer has a clear path to close the transaction, and completing each stage of the transaction with your client's ultimate objectives in mind.

Unexpected issues inevitably arise during the transaction, and it is counsel's role to navigate the client through those to ensure the transaction reaches the finish line. This program explores the business transaction lifecycle from the buyer's and seller's perspectives. Learn how to masterfully chart the path in this seminar with a panel of seasoned transactional attorneys.

## Agenda

- Understanding Your Client's Goals and Objectives
- Preparing the Business and the Parties for the Transaction
- The Due Diligence Process
- Letters of Intent
- Asset Sales v. Stock Sales
- Working Capital
- Asset Allocation
- Drafting Key Transactional Documents
- Closing the Transaction
- Post-Closing Matters
- "Ask the Experts" Q&A Session

## Faculty

Jesse S. Angeley, Esq., *McLane Middleton, PA, Woburn, Cochair*  
Hannah Greenough, Esq., *Glowsky & Glowsky LLC, Beverly, Cochair*  
Adam D. Page, Esq., *Conn Kavanaugh Rosenthal Peisch & Ford LLP, Boston*  
Kyle J. Scandore, Esq., *McLane Middleton, PA, Woburn*

## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Thursday, November 14, 2024  
1:00 pm–4:00 pm  
Program # 2250009WBC

### REBROADCAST

Friday, December 6, 2024  
9:00 am–12:00 pm  
Program # 2250009RB1

### REBROADCAST

Monday, December 16, 2024  
12:00 pm–3:00 pm  
Program # 2250009RB2

### ON DEMAND WEBCAST

View after Monday, December 16, 2024  
Program # 2250009WBA

## Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email [scholarships@mcle.org](mailto:scholarships@mcle.org).

## Materials

*Buying and Selling a Privately Owned Business in Massachusetts* ebook, plus speaker materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

## CLE Credits

Earn up to 3 CLE credits



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