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Strategies for Law Firm Mergers and Acquisitions: Leading Lawyers on Creating the Right Deal, Evaluating Unforeseen Complications, and Establishing a Foundation for Success (Inside the Minds)

Multiple Authors

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Strategies for Law Firm Mergers and Acquisitions is an authoritative, insider's perspective on best practices for successfully executing a law firm M&A. Featuring managing partners and chairs from some of the nation's leading law firms, these experts guide the reader through understanding the primary motivators of a law firm M&A, formulating a negotiation strategy, and minimizing risks. From analyzing deal structures to understanding the relationships of the various parties involved, these leaders offer expertise on maintaining company culture, evaluating potential liabilities, and assessing corporate governance. These top experts offer a clear understanding of the drivers of a law firm merger and acquisition, including acquiring new practice areas, introducing a firm to new geographic markets, and maximizing staff expense savings. Additionally, these top lawyers give tips on integrating the firm, establishing management structures, and analyzing compensation. Finally, these experts evaluate the role of the managing partner, forecast unforeseen complications, and identify the important laws involved. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to navigating an increasingly-enforced and ever-changing area of law.

Inside the Minds provides readers with proven business intelligence from C-Level executives (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies nationwide, rather than third-party accounts from unknown authors and analysts. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is headed and the most important issues for the future. Through an exhaustive selection process, each author was hand-picked by the Inside the Minds editorial board to author a chapter for this book.

Chapters Include:

1. Paul H. Irving, Co-Chairman, Manatt, Phelps & Phillips LLP "The Right Merger-Considerations for Law Firm Leaders"

2. Peter J. Kalis, Chairman and Global Managing Partner, K&L Gates "Overcoming Challenges in Law Firm M&As"

3. J. Stephen Poor, Chair and Managing Partner, Seyfarth Shaw LLP "Drivers in Law Firm M&A Deals"

4. Clifford Roe Jr., Co-Managing Partner, Dinsmore & Shohl LLP "Planning Strategically for a Successful Law Firm M&A"

5. Mark S. Foster, Managing Partner, Stinson Morrison Hecker LLP "New Trends and Major Issues in Law Firm Combinations"

6. David A. Fenley, Chair, Blackwell Sanders LLP "Embarking on the M&A Process"

7. Frank Burch, Joint CEO, DLA Piper "Merging for the Right Reasons"

8. Charles P. Adams Jr., Managing Partner, Adams and Reese LLP "Successful Law Firm Mergers: Integration is Key"

Appendices Include:
Appendix A: Confidentiality and Non-Disturbance Agreement
Appendix B: Sample Due Diligence Information
Appendix C: Agreement of Merger
Appendix D: Affiliation Agreement
Appendix E: Merger Preliminary Discussion Outline
Appendix F: Merger Preliminary Financial Information Checklist

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