Selecting an M&A Attorney

- **Experience:** An M&A attorney should have significant experience handling mergers and acquisitions transactions, including drafting and negotiating purchase agreements and other legal documents.
- **Knowledge of the Industry:** An M&A attorney should have a deep understanding of the industry in which the transaction is taking place, including relevant regulations and laws.
- **Strong Negotiation Skills:** An M&A attorney should have strong negotiation skills to effectively represent their clients' interests and help reach a successful deal.
- **Attention to Detail:** An M&A attorney should have a keen attention to detail to ensure that all legal documents are accurate and complete.
- **Strong Communication Skills:** An M&A attorney should have strong communication skills to effectively explain complex legal concepts to clients and other parties involved in the transaction.
- **Good Reputation:** An M&A attorney should have a good reputation within the legal community and be well-respected by their peers.
- **Ability to Manage a Team:** An M&A attorney should have the ability to manage a team of lawyers and other professionals working on the transaction to ensure that it is completed on time and within budget.
- **Ability to Handle Stress:** M&A transactions can be stressful, with tight deadlines and high stakes, an M&A attorney should have the ability to handle stress and work well under pressure.
- **Responsiveness and Availability:** An M&A attorney should be responsive and available to answer any questions or concerns that may arise during the transaction.
- **Familiarity with Local Laws:** It is important that the attorney is familiar with the local laws and regulations that may impact the transaction.

Questions to Ask a Transaction Attorney During the Interview Process

- What is your experience and expertise in M&A transactions?
- Can you provide examples of similar transactions that you have worked on in the past?
- How do you approach due diligence and risk assessment in M&A transactions?
- How do you ensure that all legal and regulatory requirements are met during the M&A process?
- How do you communicate and work with other professionals involved in the transaction, such as investment bankers and accountants?
- What are your fees for M&A transactions, and how are they structured?
- How do you handle disputes or unexpected issues that may arise during the M&A process?
- How do you stay current on changes in laws and regulations during the M&A process?
- How do you handle the documentation, negotiation, and closing process?
- How will you keep us informed and updated throughout the transaction?

Firm/Attorney Reference Check Questionnaire

- Did the firm or attorney understand small businesses and understand the difference between giving guidance and making personal recommendations?
- Was it a buy-side or sell-side transaction? When was the transaction?
- Was the transaction closed successfully or if not, why?
- What bills and costs did you pay? What percentage over-run was there if any?
- Did the firm or attorney meet deadlines?
- Were you satisfied with the firm's or attorney's services?

Are you looking for a place to start your search? Email Matt Olson at molson@itexchangenet.com to find a time to meet with our team.