

Managing Key Insurance Issues in Corporate and Finance Transactions



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All Deals Involve Risk

- How Do You Handle Risk?
 - Assume it (Self-insurance)
 - Transfer it (Contractual)
 - Insure it
- Insurance, Indemnification and Limits of Liability
 - Must work together
 - Structure of each must be thought through at the beginning

Risk Management Considerations

- Acquired vs. Acquirer
- Partial or Total Acquisition
- Same Industry or Diversification
- New Geographical Operations
- Relative Size of Counterparties

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