Advising a Closely Held Client on a Merger or Acquisition

THE UNIVERSITY OF TEXAS SCHOOL OF LAW

70th Annual Taxation Conference

November 30 – December 1, 2022

John P. Dennis III – WoodRock & Co. (Houston)

Michael K. Landers – UHY LLP (Houston)

Craig M. Bergez – Porter Hedges LLP (Houston)

GENERAL TOPICS

1. Pre-Transaction Planning
2. Transaction Process
3. Post-Transaction Matters

PRE-TRANSACTION PLANNING

1. Pull the Team Together
2. Legal Housekeeping
3. Financial and Accounting Matters
4. Market Analysis
5. Estate Planning
6. Tax Assessment

PRE-TRANSACTION PLANNING

Pull the Team Together

1. Investment Bankers
2. Accountants (Financial and Tax)
3. Insurance Advisors
4. Quality of Earnings Advisors
5. IT Advisors
6. Employee Benefits Advisors
7. Legal Counsel

PRE-TRANSACTION PLANNING

Legal Housekeeping

1. Governing Documents
2. Agreements – Customers / Suppliers
3. Related Party Transactions

PRE-TRANSACTION PLANNING

Financial and Accounting Matters

1. Audited Financial Statements
2. Monthly Financial Reports
3. Adjustments

Title search: Advising a Closely Held Client on the Purchase or Sale of a Business

Also available as part of the eCourse
Advising a Closely Held Client on the Purchase or Sale of a Business

First appeared as part of the conference materials for the
70th Annual Taxation Conference: Day 2 - Business Transactions session
"Advising a Closely Held Client on the Purchase or Sale of a Business"