



Video Leadership Seminars: Private Equity M&A Strategies and Trends with Irwin A. Kushner of Herrick, Feinstein LLP (Video Leadership Seminars) (Video Leadership Seminars)

Irwin A. Kushner

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The goal of this Video Leadership Seminar is to provide lawyers, management team executives and venture capitalists with essential information regarding M&A activity of venture capital/private equity backed companies. The DVD is viewable on any computer or iPod (that supports video) and features 60 minutes of live video with Irwin A. Kishner of Herrick, Feinstein LLP sharing his knowledge concerning the recent trends in mergers and acquisitions and specific strategies for structuring the most advantageous deal possible. The Video Leadership Seminar provides invaluable information for success in this arena, including specific deal terms to analyze, as well as an overall framework and timeline for how to proceed.

Topics covered in the Video Leadership Seminar include:

Methods for implementing M&A transactions

An in depth look at the most important deal terms

Step by step for handling a private equity M&A deal - and how it is different than other types of M&A transactions

Key participants in a private equity M&A transaction

Case Studies of specific situations and what you can learn from them

Samples of the types of questions answered in the Video Leadership Seminar include:

Explain to me your role in helping a client negotiate a merger or acquisition when private equity and/or venture capital are involved.

What is the effect of the merger/acquisition's funding coming from private equity/venture capital?

Does this impact how you negotiate the deal any differently? Who is involved in these circumstances that would not generally otherwise have involvement?

How are these types of deals different than normal M&A deals, when VCs are not involved?

What are the key issues management should be aware of when a merger or acquisition is going on? Why are these issues important? What consequences can they have?

What are the key areas you as their lawyer can help them with? Why is this important? What is the most important role you play in a merger/acquisition deal when private equity is involved?

How would you articulate your negotiation strategy on behalf of your client when structuring a merger/acquisition with private equity? Why do you use this type of strategy? How have you found it helpful?

How do you brief your clients on how they should handle themselves with the other party, in terms of their own negotiation strategy and discussions with the other company? Why do you think this is important?

What are the 5-7 most important areas or key points of how a deal is structured and negotiated?

How have you seen the emergence and expansion of private equity/venture capital funds in mergers and acquisitions affect the way that M&A deals are conducted? Why do you think this is? Do you think this is positive or negative? Why?

With more and more companies holding venture capital investments, how does this impact those wishing to acquire or merge? In what ways? Does this make it more difficult? How?

What is the impact of the large amount of capital amassed by venture capitalists on mergers and acquisitions? What does this say about M&A deals in general, and what can be expected in the future? What are some of the potential consequences of engaging in a M&A deal with venture capitalists that hold investments in a large number of companies? How can this be an adverse effect rather than a positive? How do you counsel clients with regard to M&A deals when the situation is as above? Why? What steps do you take to protect your client? Why is this necessary? Compared to twenty years ago, how has the M&A landscape changed? To what do you attribute these changes? Do you think the private equity trend will continue? Why or why not? If not, what do you think will end it?

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