

The Selling Successfully Podcast

EPISODE: 05

The M&A Lawyer Leverage



Top 5 Takeaways



Seek specialization

M&A lawyers provide in-depth expertise and focused knowledge to minimize risk, maximize reward and ensure legal compliance.



Ask hard questions

Personal and professional compatibility is key. Find out what kind of experience they have in navigating challenges and doing deals.



Retain those rich in resources

An M&A lawyer's comprehensive services and access to a network of experts enhance their value.



Practice practicality

Find a firm that doesn't mix up business decisions with legal decisions and empowers you to make your own while moving the transaction forward with win-win solutions.



Understand timing matters

Involve your M&A lawyer before you go to market. If you plan early and give more time, it actually ends up costing less.