



**Dealing with M&A Financing and Risk in a  
Changing Market: Leading Lawyers on  
Understanding Client Motivations, Assessing Risk,  
and Handling Mergers and ... in a Changing  
Market (Inside the Minds)**

*Multiple Authors*

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Dealing with M&A Financing and Risk in a Changing Market provides an authoritative, insider's perspective on handling mergers and acquisitions in a changing financial environment. Featuring partners from some of the nation's leading law firms, these experts discuss the risks M&A participants are forced to consider, including changes to financing, target performance, and valuation. From understanding client motivations to managing expectations for returns, these authors explain the lawyer's role in closing a successful deal in today's marketplace. Additionally, these top lawyers share their thoughts on assessing the impact of recent transactions, adapting creative M&A financing strategies, and managing intellectual property risks in technology M&A. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts around the keys to navigating this rapidly-changing area of law. Inside the Minds provides readers with proven business intelligence from C-Level executives and lawyers (Chairman, CEO, CFO, CMO, Partner) from the world's most respected companies and firms nationwide. Each chapter is comparable to an essay/thought leadership piece and is a future-oriented look at where an industry, profession, or topic is heading and the most important issues for the future. Each author has been selected based upon their experience and C-level standing within the professional community. Chapters Include: 1. John P. Duke, Partner, Pepper Hamilton LLP – "M&A Risk in a Down Economy" 2. Christian A. Atwood, Partner, Choate, Hall & Stewart LLP – "Creative Approaches to Financing Private Company M&A in a Brave New (Unlevered) World" 3. Ryan G. Miest, Partner, Robins, Kaplan, Miller & Ciresi LLP – "Trends in Technology M&A Transactions" 4. Jack M. Epps, Shareholder, Polsinelli Shughart PC – "New Strategies for M&A Buyers and Sellers" 5. David A. Rubenstein, Partner, Drinker Biddle & Reath LLP – "Strategies for Successful M&A in Today's Economy" Appendices Include: Appendix A: Sample Material Adverse Effect Provisions Appendix B: Hexion Specialty Chemicals, Inc. v. Huntsman Corp. Appendix C: United Rentals, Inc. v. Ram Holdings, Inc. Appendix D: Sample Earn-Out Provision (Pro-Buyer) Appendix E: Form Seller Note (Pro-Buyer) Appendix F: Sample Intellectual Property Representations and Warranties Appendix G: Intellectual Property Due Diligence Checklist Appendix H: Cincom v. Novelis Appendix I: Asset Purchase Agreement (Buyer's Draft) Appendix J: M&A Due Diligence Checklist Appendix K: Forms of Earn-Out Provisions Appendix L: Mergers and Acquisitions Information Disclosure Checklist Appendix M: Form of Indemnity Provisions

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