

Events

AVOIDING PITFALLS IN PRIVATE EQUITY NEGOTIATIONS

Jul 16, 2024

On July 16, BCLP Partner Noah Weissman and Senior Associate Matias Gallego-Manzano will focus on avoiding pitfalls in private equity negotiations, including Letters of Intent (LOI) and its benefits and pitfalls. Parties often seek preliminary agreement on the terms of a proposed deal to justify the expense of pursuing due diligence and negotiating final agreements. Parties will often execute an LOI to memorialize the terms upon which the parties have reached such understanding as the foundation for their subsequent negotiations. This CLE will include a discussion of how courts have interpreted LOIs, including the circumstances in which courts have found LOIs to be binding, the inclusion of binding provisions within an otherwise non-binding LOI, and remedies for breaching LOIs.

Noah is a seasoned litigator with extensive courtroom and arbitration experience. For more than 20 years, he has handled a diverse array of complex litigation matters, with particular focus on real estate matters, including real estate private equity, mergers and acquisition, real estate lending, development, and construction matters, commercial leasing, and complex commercial litigation and arbitration. He also handles a broad range of corporate and commercial matters involving claims against officers and directors, intellectual property (involving trademark, copyright, right of publicity and defamation disputes), and contract disputes before state and federal courts (including the United States Bankruptcy Court). His clients include Fortune 500 companies, broker-dealers, private equity funds, hedge funds, banks and corporate officers and directors, as well as a variety of business organizations in numerous industries.

Matias handles litigation involving complex business transactions, commercial contract, and real estate disputes. He formerly served as regional co-chair of the Young Lawyers Division of the Hispanic National Bar Association. Matias serves a variety of pro bono clients and is actively involved in firm activities. He is also currently the New York Office liaison of the firm's Race Ethnicity Inclusion Network, formerly known as the Lawyers of Color Affinity Group and is a member of the New York Office Recruitment Committee.

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