

Deconstructing & Negotiating Buy-Sell Agreements

When buy-sell agreements are necessary and key points to address

Buy-sell agreements are key foundational documents in any business venture. Whether the entity is a limited liability company, partnership, or corporation, a well drafted buy-sell agreement can fill in the statutory gaps and provide a roadmap for unforeseen events.

A properly drafted buy-sell agreement lets the business owners know, in advance, what will happen if one of them dies, becomes disabled, divorces, files for bankruptcy, or has their employment terminated. Specific instructions are provided on how to value the company in such an event in order to minimize disputes over the buyout terms. These agreements are also invaluable in connection with a sale of a company, where tag-along and drag-along provisions can make sure the majority can complete a transaction and the minority are well protected.

This program gives those new to the practice and those seeking a refresher an understanding of the key issues involved in drafting a buy-sell Agreement.

Agenda

- Reasons to Enter into a Buy-Sell Agreement and the Issues That Should Be Addressed
- Three Types of Buy-Sell Agreements
- Necessary Steps to Authorize the Buy-Sell Agreement
- Key Provisions such as Redemption, Drag Along, Tag Along and Right of First Refusal
- Voting Rights for Major Decisions
- Withdrawal and Retirement
- Options in Case of Death, Disability, Divorce, Bankruptcy and Other Events
- Life Insurance to Fund a Buy-Out upon Death
- Five Key Takeaways
- “Ask the Experts” Q&A Session

Faculty

John D. Colucci, Esq., CPA, *McLane Middleton, Professional Association, Woburn, Chair*
Megan E. Daily, Esq., *ArentFox Schiff LLP, Washington, DC*
Hannah Greenough Linke, Esq., *Glowsky & Glowsky, LLC, Beverly*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Thursday, October 12, 2023
2:00 pm–5:00 pm
Program # 2240012WBC

REBROADCAST

Friday, October 27, 2023
9:00 am–12:00 pm
Program # 2240012RB1

REBROADCAST

Monday, November 6, 2023
1:00 pm–4:00 pm
Program # 2240012RB2

ON DEMAND WEBCAST

View after Monday, November 6, 2023
Program # 2240012WBA

Tuition *(includes written materials)*

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