

Inception

- Determining desirable transaction structure
- Understanding statutory and regulatory limitations and flexibilities
- Drafting RFQs/RFPs
- Evaluating RFQ/RFP responses, drafting questions, interviewing proponents, and facilitating selection processes

Negotiation

- Identifying issues for client consideration
- Leading negotiations with selected proponent(s)
- Preparing term sheets, issue summaries, and briefing papers
- Drafting all transaction documents

Closing

- Assisting clients to obtain all necessary internal approvals
- Coordinating with other parties to confirm all closing conditions are satisfied
- Facilitating the execution and recordation of all necessary transaction documents

Implementation

- Ensuring clients understand their rights and responsibilities under the transaction documents
- Reviewing any required submissions, requests for approval, etc.
- Drafting any desired amendments
- Enforcing contractual rights and terminating transaction agreements when necessary



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