

# Triggers for Reaching Out to M&A Counsel

**Are you thinking about selling your company? Are you thinking about acquiring a business? If so, now is the time to reach out to M&A counsel at Kutak Rock.**

Kutak Rock's M&A Group is more than 50 attorneys deep throughout the U.S.

We handle deals of all sizes and across all industries.

We help companies, founders, executives, investment bankers, business brokers, and private equity groups with mergers and acquisitions (in other words - buying and selling businesses or divesting aspects of a business).

We help companies with capital and debt raises outside the traditional bank lending model.

If you are considering a material transaction for your business or are considering buying or selling a business (or division), please consider [reaching out to our group](#) and see if we can help you.

## Reasons why Kutak Rock can help you and your business:

- In recent years, Kutak Rock has closed thousands of M&A transactions representing billions of dollars in aggregate deal value. Our deal sizes range from \$5 million to \$5 billion, but our specialty is the middle market (our average deal size is \$30-50M).
- The key industries we serve include Healthcare, Technology/Software, Manufacturing, Business Services, Real Estate and Construction Services, and Financial Services.
- We have closed deals with companies throughout the continental U.S. and internationally.
- A key differentiator for Kutak Rock's M&A Practice is value. Our expertise is on par with large international law firms who are frequently across the table from us on transactions, but our rate structure is 20-40% less than the large regional players in the market and an even greater discount when compared to the larger international firms.
- We offer cost-effective legal expertise to combat today's growing business operations expenses, including specialists in all areas involved in a deal (e.g., tax, employment, employee benefits, real estate, intellectual property, insurance, finance, securities, antitrust, etc.).
- Our M&A and Corporate groups also help entrepreneurs and founders start businesses from scratch and assist them all the way through their life cycle to exit.
- Our M&A attorneys understand the complexities of the deal process and appreciate the opportunity to guide clients through it.

## Drivers for determining if you need M&A or corporate counsel help:

- Your company is growing fast and looking for growth capital to help enhance infrastructure or sales.
- Your founders are in disagreement with their goals for the business.
- Your founders/executives are considering retirement and succession planning is not set.
- Your business is having difficulty growing or attracting and retaining talent but has solid revenue.
- Your current counsel has not reviewed your commercial contracts tied to recurring revenue.
- Your company has not discussed exit planning or estate planning for founders/major stockholders.
- Your company is considering making a corporate tax change or is starting out and does not know how to structure the company.
- Your banker has introduced you to a lot of potential investors or buyers and no counsel is looking at the NDAs and Letters of Intent.
- Your business contacts/friends want to start a business with you.
- You are concerned about how your employees will be treated in a transaction and want to understand how their interests can be protected.
- While your current legal counsel is familiar with your business, they do not have the experience with acquisitions that will enable them to best protect your interests, particularly if your counterparty has hired experienced M&A counsel.