

Solutions

Sale & Purchase - Assets & Business

OUR APPROACH & SERVICES

To ensure your purchase or sale goes smoothly we extensively use project management and standardised templates. They help reduce or manage stress, complexity, costs and delays.

Our approach is designed to deal with matters at both a macro view and in detail. For example, a situation we often have to treat is one in which a seller is being less than forthright with a prospective buyer. We help the buyer to ask the right questions at an early stage.

To this end, in acting for buyers and sellers we:

- Plan strategies early for deal making, and transaction and document structuring
- Align deal making, document management, contracting and project management processes
- Work to perfect outcomes with broad-based risk management and transaction-specific strategies
- Plan for fall back positions for shortfalls and unexpected results

Transaction structuring provides proactive treatment for many **key considerations** in sale or purchase of an asset or business. We can advise on:

- Record keeping for legal risk minimisation, eg confirm discussions at meetings
- Extent of seller's warranties, breach of which can result in damages or undo the deal
- Guarantees or joint warranties and indemnity by seller company's directors, if any
- Non-competition restraints on the seller, eg preventing hiring of former employees, starting a similar business or soliciting customers

TEMPLATES AS TOOLS

For this solution, among the **business decision support tools** we provide our clients are:

- Refined business sale contracts
- Business Buyer Issues Checklist
- Business Buyer or Seller Procedure
- Sale or Purchase Instruction Sheet
- Lease Fact Sheet
- Lease Negotiation Checklist
- Business Buyer or Seller Tasks Table
- Heads of Agreement
- Template offer to buy or sell letters

BENEFITS FOR YOU

A sale or purchase of a company, business or assets is not just a walk in the park. You should carefully select trustworthy lawyers who also have the necessary technical expertise in law and experience in practice. Look for broad business law experience and ideally knowledge of the relevant industry, sector and fields of management and technology. People skills are also valuable.

Our firm applies over 20 years of experience and a wealth of templates and information resources to meet these challenges in sale or purchase transactions.

We consider it paramount that these transactions go smoothly for our clients - be they buyers, sellers or professional referrers.

Therefore we apply a pro-active and holistic approach to help you in the pre-contract deal making stage, at the contract drafting stage, and in post-contract consolidation work.

The benefits of our solution are:

- Lower risks for you
- Better outcomes for you
- Higher levels of intellectual property protection and monopoly for you
- Greater clarity for your future directions

To secure these benefits for you, we:

- Help you communicate the nature and depth of your business opportunity
- Develop the value of your assets
- Build commercial and intellectual property law protection for your assets
- Improve outcomes and develop customised strategies for your situation

FURTHER INFORMATION

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