

Oct 8, 2008

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## Negotiated Acquisitions: Subcommittee on M&A Market Trends

### The Work of Our Subcommittee

Our subcommittee activity is designed to create high-quality product offerings that serve as essential resources to M&A professionals including the following projects: (i) Annual Deal Point Studies, (analyze broad sample of transactions and publish studies with critical statistical information); (ii) Annual Published Studies (additional analysis of 2004 Deal Points Study, public/public acquisitions, private/private acquisitions, international transactions); (iii) M&A Market Check Message Board (post questions, canvass the market, etc.); (iv) Dealmaker's Chat Room (observe/participate in live mock negotiations of critical provisions of acquisition agreement, discuss judicial and regulatory developments that impact deal-making, etc., with edited transcripts to provide publication opportunities); (v) Local Counsel 911 for M&A Lawyers (online resource with state-law issue comparison applicable to M&A deals as a "first resort resource" for structuring and executing multi-jurisdictional deals).



### Deal Points Studies

(Available only to members of the Negotiated Acquisitions Committee - [Click here to join](#) - No additional charge for current ABA Section of Business Law members.)

- [2008 Canadian Private Target M&A Deal Points Study](#) 

#### PROJECT CHAIR:

- [John Clifford](#), Toronto, Ontario

- [2007 Private Target Deal Points Study](#) 

v2 (posted August 8, 2008)

**PROJECT CO-CHAIRS:**

- o [Wilson Chu](#), Dallas, TX
- o [Larry Glasgow](#), Dallas, TX

- [Private Equity Buyer/Public Target Deal Points Study](#)  (Version: September 4, 2007)

**PROJECT CHAIR:**

- o [Keith Flaum](#), Palo Alto, CA

- [2007 Strategic Buyer/Public Target Deal Points Study \(Version 5Nov07\)](#) 

**PROJECT CHAIR:**

- o [Keith Flaum](#), Palo Alto, CA

- **UPDATE ALERTS**

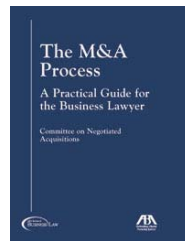
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**NOTE:** Subscription requires membership in the Subcommittee on M&A Market Trends--free for Business Law members--[Click here to join!](#)

**Source Documents**

The M&A Market Trends Subcommittee is also making available to Committee members the full text of the acquisition agreements that were reviewed in producing the 2007 Deal Points Studies. The documents have been posted to the Committee's extranet site. You may access those documents by [clicking here](#). Your user name will be "abauser" and your password will be "closings". Help using the Negotiated Acquisitions Committee extranet site can be obtained by e-mailing [siteadmin@burr.com](mailto:siteadmin@burr.com).

**Related Products**



**M & A Process: A Practical Guide for the Business Lawyer, The**  
 Written by the Negotiated Acquisitions Committee The M & A Process resource addresses the steps for actually "doing the deal" in an M & A transact... [more](#)

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