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Hiring the Investment Banker – Common Sense Tips for Avoiding Problems in M&A Deals

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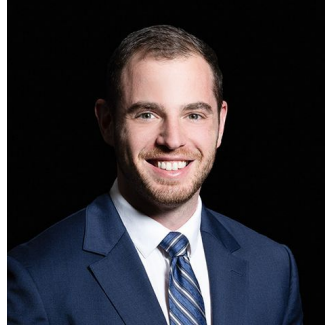
Investment bankers provide tremendous value to merger and acquisition transactions. And yet, their engagement and delivery of fairness opinions can be a minefield for a public company, its general counsel and outside counsel to navigate. Delaware courts have grown increasingly suspicious of transactions where financial advisers have potential conflicts of interest. In this article, SRZ partner Michael E. Swartz and associate Mark L. Garibyan provide tips for public companies working with investment bankers to establish a good record and protect the board of directors in M&A transactions.

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