

Our Program: The combination of two firms should be both strategic and transformational. The final vote is effectively irreversible so the underpinnings for the deal must be strong, the terms should be focused on the resulting new firm, and the integration of the two organizations and their practices must happen as quickly as possible. The number of active law firm merger discussions is quite high. Some of these discussions will result in good combinations, some will create bad combinations, and most will be terminated prior to going to a vote. Unfortunately, inexperienced professionals or worse, consultants who have a stake in a certain outcome and therefore do not approach the process objectively, currently handle many deals in the industry. For these reasons, we created LawVision MergerCounsel.

What Should I Expect?

Your MergerCounsel experience starts with a complimentary 30-60 minute consultation with one of our highly experienced law firm merger consultants. You may get all you need from this conversation, or we may collectively decide that further discussion or specific next-steps are needed. Ultimately you will want to determine if “merger is the answer” and during additional calls and/or meetings we may work through some or all the various stages of a merger effort, including:

- Targeting appropriate firms rather wasting valuable resources (and money) analyzing deals that make no sense.
- “Courting” or how to respond when approached by another firm. We can assist from start to finish, dramatically reducing the amount of time spent on even appropriate opportunities.
- Conducting and advising on the strategic review of a possible combination, including due diligence and its interpretation. We know what to look for and how to use what we find.
- Identifying potential deal-killers early in the process and addressing them immediately.
- Assisting with all aspects of negotiation, and devising solutions that best serve the new firm being formed.
- Reaching the proper Go/No-Go decision at each critical step in the process.
- Building the business case and helping you present that to your partners, searching for the largest possible buy-in to these critical decisions.
- Assisting with all aspects of implementation, a phase of merger all too often left until the deal closes; stretching out the time and cost it takes for 1+1 to equal 3+.

What is the Cost?

We work with our clients in a manner that fits their needs and circumstances. Some clients need more assistance than others, and we adapt our business model to your needs. Our pricing model is quite rare by industry standards. Unlike many of our competitors, we work on merger matters based on our time at standard rates, plus costs incurred. After our work is completed, we may ask you to consider whether the value of our contribution exceeds the cost of our services. If you believe it does, we will welcome the opportunity to discuss a value-based payment with you but you will determine what that value is.

Why LawVision?

Law firm combinations are unlike most merger transactions, and our decades of experience in assisting law firms with merger search, negotiation and integration make us leaders in the industry. We are skilled at managing the merger process from start to finish. When you ask us to assist, we design a process to help our client(s) meet their objectives in an expeditious, but deliberate, fashion.

There is little we haven't seen. Our team is ready to assist with all aspects of any strategic combination. Please contact us.

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