

# Snell & Wilmer

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## **Brian J. Burt**

Partner | Phoenix

Tel. 602.382.6317

[bburt@swlaw.com](mailto:bburt@swlaw.com)

## **Main Bio**

Chair of Snell & Wilmer's Emerging Business Group.

For over 25 years, Brian Burt has advised entrepreneurs and emerging growth companies in all stages of development, from formation to liquidity. He also represents banks, financial services companies, private investors, and venture capital funds.

He has extensive experience in corporate organization, reorganization and governance; private equity and debt financing; shareholder/owner relations, buyouts and disputes; employment and consulting agreements; employee incentive programs; general contract negotiation; supplier/manufacturing agreements; securities regulation; technology transfer and licensing; joint ventures and strategic alliances; fund formation; cloud computing; corporate asset protection and succession planning; and mergers and acquisitions.

Brian represents clients in a wide variety of industries, including banking and financial services, biotechnology, capital investment, consumer products and services, education, entertainment/media, healthcare, high tech, Internet, manufacturing, marketing/public relations, medical device, nutraceuticals, outdoor, professional services, real estate development, renewable energy, and software and information technology.

Having previously founded, raised capital for, and run his own company, Brian brings a unique "real-world" perspective to his business practice.

Brian is the creator and moderator of the firm's [Emerging Business Blog](#).

## **Representative Transactions**

### ***Mergers and Acquisitions***

- Represented consumer services company in its \$800 million sale to a private equity group
- Represented payment solutions company in its \$171 million recapitalization
- Represented payment processing company in its \$160 million sale to a strategic buyer
- Represented injection molding company in its \$140 million sale to a strategic buyer
- Represented high-performance fabric company in its \$80 million sale to a strategic buyer
- Represented aerospace logistics company in its \$53 million sale to a private equity group
- Represented Forbes Top 25 private company in its \$32.5 million acquisition of a supermarket chain
- Represented restaurant solution company in its \$32.5 million sale to a strategic buyer

- Represented founder of an ad monetization solution company in the \$25.8 million sale of his ownership interest
- Represented nutraceutical company in its \$24 million sale to a public Canadian company
- Represented pool finishing company in its \$22.5 million sale to a private equity group
- Represented corporate venture company in the \$17 million sale of its energy consulting and fuel management technology subsidiary to a publicly traded global energy company
- Represented public education company in its \$15 million acquisition of an online high school education provider
- Represented custom window/door manufacturer in its \$13.5 million sale to a strategic buyer
- Represented aeronautical machining company in its \$10.5 million sale to a private equity fund
- Represented precision manufacturing company in its \$10 million sale to a Singapore company
- Represented investment group in its acquisition and \$7 million going-private transaction of a publicly traded natural resource exploration and development company
- Represented optical encoder company in its \$6.7 million sale to a strategic acquirer
- Represented donor management company in its \$5 million sale to a public healthcare technology company
- Represented human genome company in its acquisition of a diagnostic products company
- Represented publicly traded U.K. company in its acquisition of a U.S. advanced materials manufacturer
- Represented pregnancy resource company in its sale to a publicly traded wedding media and services company
- Represented large health care system in the sale of its clinical research company

### ***Private Equity and Debt***

- Represented grocery retailer in connection with its \$550 million credit facility
- Represented technology solutions company in multiple equity and convertible debt financing rounds totaling \$40+ million
- Represented de novo commercial bank in its \$16 million Common Stock offering
- Represented cybersecurity company in multiple equity and convertible debt financing rounds totaling \$10.7+ million
- Represented telemedicine company in multiple equity and convertible debt financing rounds totaling \$10+ million
- Represented real estate investment company in its \$10 million Class A Unit offering
- Represented residential development and land acquisition company in its \$4 million Class A Unit offering
- Represented real estate development company in its \$2.3 million Class A Unit offering
- Represented pregnancy resource company in its convertible debt and Series A Preferred Stock offerings
- Represented software company in its Series AA Convertible Preferred Stock offering
- Represented incubator in its portfolio company investments in an accounting services firm, a document imaging company, and a new media education and entertainment company
- Represented angel investors in their Common Stock investment in a golf course equipment company

- Represented international cleantech venture capital fund in its \$4.6 million Series A-1 Preferred Stock investments in an advanced nanomaterials company
- Represented biomedical venture capital fund in its \$3.9 million Series C Preferred Stock investment in a medical image and information management company
- Represented international cleantech venture capital fund in its \$2 million Series B Preferred Stock investment in an aquaculture nutrition company
- Represented major health system in its \$1.5 million Series A Preferred Stock investment in a renal replacement therapy company
- Represented technology venture capital fund in its Series A-1 Convertible Preferred Stock investment in a computer technology company
- Represented investment firm in the formation of an angel investment group
- Represented investment company in the formation of a \$100 million life sciences fund
- Represented health care system in the formation of a \$35 million health sciences fund

### ***International***

- Represented European online tire retailer in structuring its expansion into the U.S. market
- Represented development company in its \$19 million advanced equipment maintenance joint venture with a German engineering company
- Represented Italian hair care product company in structuring its U.S. distributorship
- Represented German rolling mill company in the sale of equipment to a U.S. steel company
- Represented Dutch metal packaging company in structuring numerous international development agreements and supply arrangements
- Represented investment group in its acquisition out of bankruptcy of a leading German aerobatic and travel aircraft manufacturer

### ***Other Select Transactions/Engagements***

- Represented leading international development company in its multi-billion dollar joint venture for an integrated resort and casino property
- Represented luxury home builder in its \$30 million joint venture with an investment firm
- Represented de novo commercial bank with its formation and state charter and FDIC insurance applications
- Represented semiconductor company in the acquisition of patented micro-electro-mechanical systems (MEMS) technology from a leading university
- Represented engineering company in obtaining an SEC no-action letter for its employee unit bonus plan
- Represented numerous owners in buyouts of their minority partners

### **Education**

- Harvard Law School (J.D.)
  - Managing Editor, Harvard Journal of Law & Public Policy
- Allegheny College (B.A., Political Science & Philosophy, *summa cum laude*)
  - Valedictorian

- Phi Beta Kappa
- Pi Sigma Alpha

## **Professional Memberships & Activities**

- American Bar Association
- Empower by GoDaddy (Main Street Accelerator) (2020-present)
- Center for Entrepreneurial Innovation
- Arizona Collaboratory
  - Co-Founder, Director (2014-present)
- Furnace Technology Transfer Accelerator
- Volunteer Lawyers Program (2004-present)
- Invest Southwest Capital Conference/Venture Madness
  - Executive Committee (2009-2016)
  - Selection Committee (2013-2016)
    - Chair (2013-2014)
  - Mentor Teams Chair (2009-2013)
    - Team Captain (2007-2011)
- Entrepreneurs' Organization (EO) Arizona (2006-2017)
- Accelerator Arizona (2010-2019)
- Thunderbird Global Entrepreneurship Incubator
- Thunderbird School of Global Management
  - Lecturer, Critical Domestic and International Legal Issues for Entrepreneurs and Managers

## **Representative Presentations & Publications**

### **Creator and Host of the Snell & Wilmer Emerging Business Seminar Series**

- "How (and Why) To Create A Succession Plan For Your Business (February 2023)
- "How To Prepare Employment Agreements" (June 2022)
- "How To Structure Joint Ventures and Strategic Alliances" (May 2022)
- "How To Raise Capital...Legally" (April 2022)
- "How To License Your Invention" (March 2022)
- "How To Structure Consulting Relationships" (January 2022)
- "How To Avoid The Top 10 Legal Mistakes That Can Destroy A Business" (December 2021)
- "How To Sell Your Business" (November 2021)
- "How To Prepare To Sell Your Business" (October 2021)
- "How To Retain Employees In The COVID-Era" (September 2021)
- "How To Structure Supply/Manufacturing Agreements" (August 2021)
- "How (and Why) To Create A Corporate Succession Plan" (June 2021)
- "How To Purchase A Business" (April 2021)
- "How (and Why) To Prepare a Shareholders Agreement" (March 2021)

- "How To Start A New Business" (February 2021)
- "How To Prepare and Negotiate Contracts" (January 2021)
- "[How To Sell Your Business For Sale, Virtual Edition](#)" (July 2020)
- "How To Prepare Your Business for 2019" (January 2019)
- "How To Build Your Dream Business...Without Losing Your Mind " (December 2018)
- "How (and Why) To Prepare a Shareholders Agreement" (October 2018)
- "How To Create Employee Incentive Programs" (September 2018)
- "How To Invest With The New Opportunity Zone Program" (June 2018)
- "How To Market Your Company On The Internet" (May 2018)
- "How Blockchain Will Change The Way You Do Business" (April 2018)
- "How To Prepare Your Business for 2018" (January 2018)
- "How To License Technology" (December 2017)
- "How To Prepare A Strategic Growth Plan" (November 2017)
- "How To Effectively Communicate Your Company's Story" (October 2017)
- "How To Start a New Business" (August 2017)
- "How To Grow Your Business With Big Strategic Moves" (April 2017)
- "How To Franchise Your Business" (March 2017)
- "How To Prepare Your Business for 2017" (January 2017)
- "How To Create and Grow Your Personal Brand" (November 2016)
- "How To Handle Millennials and Gen-Z" (June 2016)
- "How To Crowdfund" (May 2016)
- "How To Incentivize Your Employees" (April 2016)
- "How To Build Your Business Into A Brand" (March 2016)
- "How To Prepare Your Business For 2016" (January 2016)
- "How To Unlock Two Secret Hiring Strategies That Will Generate Growth (December 2015)
- "How To Turn Tragedy Into Passion and Power" (October 2015)
- "How To Protect Your Business From Data Breach" (September 2015)
- "How To Bootstrap Your Company To The Inc 5000" (May 2015)
- "How To Prepare Your Business for 2015" (January 2015)
- "How To Innovate" (December 2014)
- "How To Motivate Your Employees" (November 2014)
- "How To Market Your Company On The Internet" (September 2014)
- "How To Deal With Difficult People" (June 2014)
- "How To Reduce Healthcare Costs" (March 2014)
- "How To Prepare Your Business for 2014" (January 2014)
- "How To Reduce The Risk of Litigation" (December 2013)
- "How To Survive 'No Man's Land'" (October 2013)
- "How To Hire Top Talent To Create A Purpose Driven Business" (June 2013)
- "How To Create A Winning Company Culture" (April 2013)

- "How To Prepare Your Business for 2013" (February 2013)
- "How To Prepare A Business Plan" (November 2012)
- "How To Sell In Today's Market" (October 2012)
- "How To Create A Unique Brand" (September 2012)
- "How Workforce Due Diligence Can Save Your M&A (or Private Equity) Transaction" (June 2012)
- "How To Raise Capital Under the JOBS Act" (May 2012)
- "How To Obtain A Loan" (April 2012)
- "How To Create Strategic Value for Your Business" (March 2012)
- "How To Prepare Your Business For 2012" (January 2012)
- "How To Raise Capital in Today's Market" (October 2011)
- "How To Develop A New Product" (August 2011)
- "How To Invest In A Private Company" (June 2011)
- "Weathering the Economic Storm" (July 2009)

### **Other Presentations & Publications**

- "How To Raise Capital...Legally," Presenter, Vantage (April 2019)
- "How To Negotiate and Prepare Contracts," Presenter, AZ Women's Education and Entrepreneur Center (March 2019)
- "How To Invest In Private Companies," Presenter, Vantage (March 2019)
- "Top 10 Legal Mistakes That Can Destroy Your Business," Presenter, AZ Women's Education and Entrepreneur Center / NEDCO (February 2019)
- "Top 5 People Issues," Presenter, EO Accelerator (February 2019)
- "Legal Entities," Presenter, ASU Masters of Real Estate Development (February 2019)
- "Top 10 Legal Mistakes That Can Destroy Your Business," Presenter, SCORE (December 2018)
- "How To Start A New Business," Presenter, BASIS Scottsdale LaunchX (December 2018)
- "Raising Capital Legally," Presenter, SCORE (October 2018)
- "How To Start A New Business," Presenter, AZ Women's Education and Entrepreneur Center (October 2018)
- "How To Structure Shareholder and Operating Agreements," Presenter, Workuity (October 2018)
- "How To Raise Capital...Legally," Presenter, EO Accelerator (September 2018)
- "How To Negotiate Contracts," Presenter, ADOT DBE Program (June 2018)
- "Raising Capital Legally," Presenter, SCORE (June 2018)
- "Crowdfunding," Presenter, AZ Women's Education and Entrepreneur Center (April 2018)
- "Top 10 Legal Mistakes That Can Destroy Your Business," Presenter, MPI Business Group (April 2018)
- "Key Legal Issues for Startups," Presenter, Founder Institute (April 2018)
- "Ethical Entrepreneurship," Panelist, Phoenix Startup Week (February 2018)
- "Legal Entities," Presenter, ASU Masters of Real Estate Development (February 2018)
- "Top 10 Legal Mistakes That Can Destroy Your Business," Presenter, SCORE (January 2018)

- "Business and Legal Considerations When Doing Business in the Cloud," Presenter, Arizona Business and Professional Women (December 2017)
- "[Venture Creation and Business Expansion in Arizona](#)," Panel Moderator, HeroZona (November 2017)
- "Crowdfunding," Presenter, AZ Women's Education and Entrepreneur Center (November 2017)
- "Startup Ideation Bootcamp," Panel Member, Founder Institute (October 2017)
- "How To Structure Joint Ventures," Presenter, Workuity (October 2017)
- "Top 10 Legal Mistakes That Can Destroy A Business," Presenter, Women and Minority Small Business Education Seminar (September 2017)
- "Making the Leap From Employee To Entrepreneur," Presenter, Founder Institute (September 2017)
- "How To Raise Capital ... Legally," Presenter, Desert Commercial Advisors (September 2017)
- "How To Avoid The Top 10 Legal Mistakes That Can Destroy A Business," Presenter, SCORE (August 2017)
- "4th Annual Ethics Symposium," Moderator, Better Business Bureau (August 2017)
- "Negotiate A Contract Like A Boss," Presenter, AZ Society of CPAs 2017 Corporate Finance Conference (August 2017)
- "How To Raise Capital...Legally," Presenter, Hispanic Chamber of Commerce Business Bootcamp (July 2017)
- "How To Raise Capital...Legally," Presenter, SCORE (May 2017)
- "How To Negotiate Contracts," Presenter, ADOT DBE Program (April 2017)
- "How To Raise Capital For Your Business in 2017," Presenter, SCORE 4th Annual Small Business Symposium (April 2017)
- "Making The Leap From Employee To Entrepreneur," Presenter, Founder Institute (March 2017)
- "Raising Capital...Legally," Presenter, Founder Institute (March 2017)
- "How To License Technology," Presenter, Inventors Association of Arizona (March 2017)
- "How To Protect Your Company's 'Secret Sauce,'" Presenter, Phoenix Startup Week (February 2017)
- "Crowdfunding," Presenter, SCORE (February 2017)
- "Legal Entities," Presenter, ASU Masters of Real Estate Development (February 2017)
- "Top 10 Legal Issues That Can Destroy Your Business...And How To Avoid Them," Presenter, Center for Entrepreneurial Innovation (January 2017)
- "How To Negotiate Contracts," Presenter, ADOT DBE Program (November 2016)
- "Successful Company Sale Strategies," Panelist, Northern Trust (November 2016)
- "How To Raise Capital...Legally," Presenter, Center for Entrepreneurial Innovation (November 2016)
- "Effective Meeting Management," Presenter, Arizona Legal Center (October 2016)
- "Utilizing Equity Crowdfunding to Raise Capital," Panelist, AZ Speaks: Business & Technology, ASBA (September 2016)
- "3rd Annual Ethics Symposium," Moderator, Better Business Bureau (August 2016)
- "[Crowdfunding Helped Purchase Retail Center](#)," Quoted, Las Vegas Business Press (August 2016)
- "[Which Entrepreneurs Will Benefit Most From the New Era of Crowdfunding?](#)," Quoted, Fox News/Entrepreneur (May 2016)



- ["Starting May 16, Entrepreneurs Can Raise Money in a Whole New Way. Here's What You Need to Know."](#) Quoted, Fox News/Entrepreneur (May 2016)
- "How To Form Joint Ventures and Strategic Alliances," Presenter, SCORE (April 2016)
- "The Top Ten Legal Issues That Can Destroy Your Business," Presenter, Deskhub (April 2016)
- ["Ready, Set, Go: Get Prepared for JOBS Act Title III Crowdfunding,"](#) Quoted, Forbes (March 2016)
- "How To Negotiate Contracts," Presenter, BBB Better Business Seminar (March 2016)
- "Finding Funding to Start and Grow," Presenter, Third Annual SCORE Small Business Symposium (March 2016)
- "Legal Contract Review," Presenter, ADOT Business Development Program (March 2016)
- ["What In-House Attorneys Need to Know About Crowdfunding,"](#) Co-Author, Corporate Counsel (February 2016)
- "How To Raise Capital...Legally," Presenter, Vantage (February 2016)
- "How To Invest In Private Companies," Presenter, Vantage (January 2016)
- "How To Raise Capital...Legally," Presenter, NACET Pitch Power (January 2016)
- "Crowdfunding," Presenter, Inventors Association of Arizona (December 2015)
- "Legal Issues for Small Businesses," Presenter, ASU Alumni Law Group (December 2015)
- "Plenty To Look For In New Equity Crowdfunding Rules," Quoted, Phoenix Business Journal (November 2015)
- ["Why Equity Crowdfunding May Not Be a Panacea for Startups Looking for Capital,"](#) Quoted, Phoenix Business Journal (November 2015)
- "Top 10 Legal Issues That Can Destroy Your Business...And How To Avoid Them," Presenter, BBB Better Business Seminar (November 2015)
- "2nd Annual Ethics Symposium," Moderator, Better Business Bureau (November 2015)
- "How To Profit From Integrity," Presenter, Integrity Summit (September 2015)
- "Legal Considerations In Succession Planning," Presenter, Comerica Bank/REDW (June 2015)
- "How To Get Crowdfunding, Presenter, SCORE (May 2015)
- "Legal Contract Review," Presenter, ADOT DBE Program (April 2015)
- "How To Raise Capital...Legally, Presenter, SCORE (April 2015)
- "How To License Technology," Presenter, Inventors Association of Arizona (April 2015)
- ["The Top 5 Legal Issues That Can Destroy Your Business ... And How To Avoid Them,"](#) Presenter, SCORE Small Business Symposium (March 2015)
- "Employees v. Independent Contractors," Presenter, Society For Human Resource Management of Greater Phoenix (March 2015)
- "How To Negotiate Contracts, Presenter, Phoenix Startup Week (February 2015)
- "Top Legal Issues for Entrepreneurs," Presenter, DeskHub (February 2015)
- "The Top 5 Legal Issues That Can Destroy Your Business ... And How To Avoid Them," Presenter, EO Accelerator Arizona (November 2014)
- "Crowdfunding," Presenter, Academy for Westside Entrepreneurs (November 2014)
- "Board of Directors' Recruitment Strategies," Presenter, AZ Bankers' Association (October 2014)



- ["Two Businesses, One Owner. How Many Companies?"](#), Quoted, Bloomberg Businessweek (October 2014)
- "Building A Solid Startup," Presenter, Greater Phoenix Score (September 2014)
- "Legalize It!," Presenter, Entrepreneurs' Organization (September 2014)
- "Ethics Symposium," Moderator, Better Business Bureau (August 2014)
- "How To Raise Capital...Legally," Presenter, Academy For Westside Entrepreneurs (August 2014)
- ["The Right Way To Bring A Partner Into Your Business"](#), Quoted, Bloomberg Businessweek (May 2014)
- "Crowdfunding," Presenter, Maricopa County Bar Association (January 2014)
- "How To License Technology," Presenter, Inventors' Association of Arizona (November 2013)
- "Finding Investors: The Art of the Deal," Presenter, Arizona Screenwriters Association (October 2013)
- "Structuring Supplier / Manufacturer Agreements," Presenter, National Contract Management Association (October 2013)
- "Strategies To Grow and Protect Your Company's Long-Term Value," Presenter" AZ Bio / Institute for Strategic Value (September 2013)
- "How To Start A New Business," Presenter, Institute of Management Accountants (August 2013)
- "The Top Legal Issues Facing Entrepreneurs and Their Companies," Presenter, Phoenix Startup Hub (April 2013)
- "Crowdfunding," Presenter, Center for Entrepreneurial Innovation (April 2013)
- "How To Raise Capital," Presenter, Vantage (April 2013)
- "Tax Proposal Would Help Small Businesses Plan, Could Provide Economic Boost," Quoted, Washington Post (March 2013)
- "Strategies To Protect and Grow Your Company's Long-Term Value," Presenter, Arizona Technology Council (March 2013)
- "How To Invest In A Private Company," Presenter, Vantage (March 2013)
- "Capital Strategies for Small Businesses and Tech Startups – Surviving the Valley of Death," Panelist, 48 West (February 2013)
- "Tech Peers," Presenter, TechEDge Entrepreneurship Course (November 2012)
- "How To Prepare Your Company for Sale," Presenter, Entrepreneurs' Organization (November 2012)
- "Crowdfunding," Presenter, Arizona Innovation Summit (November 2012)
- "Legal Issues for Entrepreneurs," Presenter, Thunderbird International Business Plan Class (October 2012)
- ["Crowdfunding"](#), Presenter, Aerospace & Defense Small Business Acceleration Symposium (October 2012)
- "Tech Launch," Presenter, AZ SBDC TechEDge / Center for Entrepreneurial Innovation Entrepreneurship Course (October 2012)
- "Forming and Structuring A Company," Presenter, AZ SBDC / Center for Entrepreneurial Innovation (August 2012)
- "Crowdfunding," Presenter, Impact Business Advisors / Chandler Innovations Incubator (October 2012)

- "JOBS Act: Impact On Our Industry," Presenter, Retirement Industry Trust Association National Conference (October 2012)
- "Growing Technology In Arizona Symposium," Panelist, Arizona Technology Council (October 2012)
- "How To Raise Capital...Legally," Presenter, Start In Phoenix (October 2012)
- "Legal and Financial Strategies for Startups," Presenter, ASU Venture Catalyst Rapid Startup School (September 2012)
- "Getting To Close: How To Negotiate and Draft A Contract," NCMA Phoenix Thunderbird Chapter (September 2012)
- "How To Motivate Your Employees," Human Capital Strategies CARES (September 2012)
- "Creating Joint Ventures and Strategic Partnerships," Presenter, Entrepreneurs' Organization (September 2012)
- "How To Raise Capital In Today's Market," Presenter, Score/Ahwatukee Foothills Chamber of Commerce (Aug 2012)
- "State of The Valley," Presenter, Valley Executives (July 2012)
- "Legal Issues for Emerging Entrepreneurs," TechEdge Lunch n Learn Series (June 2012)
- "Annual Mid-Year Update CLE Opportunity - JOBS Act," Snell & Wilmer (June 2012)
- "[The JOBS Act: Improving Access to Capital](#)," Co-Author, Snell & Wilmer Corporate Communicator (June 2012)
- "How To Motivate Your Employees," Presenter, Better Business Bureau (May 2012)
- "The Legal Aspects of Small Business," Presenter, SCORE (April 2012)
- "Becoming An Investor Ready Entrepreneur," Panelist, AZ SBDC TechEDge (April 2012)
- "Investing in Private Companies," Presenter, 1820 Investment Group (January 2012)
- "[A New Beginning: Entrepreneurship and Business Innovation](#)," Presenter, U.S. State Department International Visitor Leadership Program (September 2011)
- "Show Me The Money and Show Me The Door," Presenter, Wells Fargo Corporate Succession Program (September 2011)
- "Preparing Angel Investment Term Sheets," Presenter, Thunderbird Angel Network (March 2011)
- "Mergers & Acquisitions From Start To Finish," Presenter, National Business Institute (March 2011)
- "Why You Need To Put Your Legal House In Order In 2011," Presenter, Arizona Business Bank CEO Lunch Series (January 2011)
- "[Keeping Your Legal House In Order](#)," Invest Southwest Capital Conference (December 2010)
- "Thunderbird Mentorfest," Legal Mentor, Thunderbird Entrepreneurship Network (November 2010)
- "How To Start A New Business," Presenter, AZ Small Business Development Center (October 2010)
- "A New Beginning: Entrepreneurship and Business Innovation," Presenter, U.S. State Department International Visitor Leadership Program (September 2010)
- "The Capital Process," Moderator, Thunderbird Alumni Network 2010 Entrepreneurship Event (September 2010)
- "How To Raise Capital," Presenter, Arizona Technology Council – CEO Network (August 2010)
- "Entity Selection For Small To Medium Sized Businesses," Presenter, National Business Institute (June 2010)

- "A Solid Foundation for Business Success and Growth - Empowerment Series Seminar," Presenter, Arizona Hispanic Chamber of Commerce (April 2010)
- "What To Expect When Raising Capital," Moderator, Thunderbird Global Private Equity Center (March 2010)
- "Partnering With A Purpose - How To Get The Edge On Public Construction Projects," Presenter (March 2010)
- "Investing in Private Placements," Wealth Wednesdays Radio Show (February 2010)
- "Taking Your Company Public," Presenter, Entrepreneurs' Organization (January 2010)
- "Key Legal Issues in Financing and Sale Transactions," Presenter, Arizona Technology Council (January 2010)
- "Raising Capital," Presenter, Arizona Angels Office Hours (October 2009)
- "How to Counsel Companies Looking to Secure (and Retain) Financing in Today's Market," Presenter, State Bar of Arizona and Arizona Society of Certified Public Accountants Joint Educational Program (March 2009)
- "What Start-Ups Should Know (and How To Tell Them) About Funding," Presenter, American Bar Association Middle Market & Small Business Committee Winter Meeting (February 2009)
- "[Ready, Set, Go - Avoid Legal Hurdles when starting a new business](#)," Author, AzBusiness Magazine (September 2008)
- "Review of Market Deal Terms in M&A Transactions," Presenter, Snell & Wilmer Roundtable Discussion - Deal or No Deal: The New Rules of the Game (July 2008)
- "[Greatness to infamy--a Silicon Valley cautionary tale](#)," Book Review, ABA Business Law Today (May/June 2006)

## Professional Recognition & Awards

- The Best Lawyers in America<sup>®</sup>, Business Organizations (including LLCs and Partnerships) (2015-2024); Information Technology Law (2023-2024); Mergers and Acquisitions Law (2023-2024)
- Deal of the Year, Association for Corporate Growth - Arizona (2018)
- Arizona's Finest Lawyers
- Southwest Super Lawyers<sup>®</sup>, Rising Stars Edition, Business/Corporate (2012-2013)

## Community Involvement

- Arizona Minority Business Development Agency Business Center
  - Legal Smarts Series Instructor (2022-present)
- Ancala Homeowners Association
  - Board of Directors (2011-2013)
- Better Business Bureau of Pacific Southwest
  - Board of Directors (2008-present)
  - Chair (2015)
  - Vice-Chair (2014)
  - Treasurer (2013)
  - Secretary (2012)

- Executive Committee (2012-2016)
  - Board Enrichment Committee (2010-present)
    - Chair (2010-2015)
  - Board Education Committee
    - Co-Chair (2014-present)
  - Board Finance Committee
    - Chair (2013)
- BBB of Central Arizona Foundation
  - Board of Directors (2016-present)
  - Vice-Chair (2016)
  - Treasurer (2017-present)
- Boy Scouts of America
  - Eagle Scout
  - Cub Scout Den Leader (2009-2012)
- Prestamos CDFI Women's Business Center
  - Legal Series Instructor (2022-present)
- Human Services Campus, Inc.
  - Founding Board of Directors (2011-2017)
  - Board Secretary (2011-2017)
- Junior Achievement
  - High School Economics and Business Ethics Instructor
- PBS Eight/KAET TV
  - ACE Corp Subcommittee (2010-2012)
- Valley Leadership, Class 30

## **Previous Professional Experience**

- MyLegalProblem, Inc., Founder and President/CEO

## **Bar Admissions**

- Arizona
- Pennsylvania

## **Court Admissions**

- Supreme Court of Arizona
- Supreme Court of Pennsylvania