



FOR IMMEDIATE RELEASE
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**SNELL & WILMER ATTORNEY JIM SCHEINKMAN PRESENTING
KEY STRATEGIES IN NEGOTIATING LETTERS OF INTENT IN M&A'S**

ORANGE COUNTY (May 8, 2012) – Snell & Wilmer is pleased to announce that Jim Scheinkman, business & finance partner in the firm's Orange County office, will be hosting a Lorman Education Services seminar addressing issues to consider when negotiating letters of intent in mergers and acquisitions.

Letters of Intent (LOI) set the stage for a merger or acquisition and are key components of the M&A process. An LOI typically outlines the major deal points, deliverables, timelines and contingencies that become the basis for legally binding agreements. During the live audio conference, Jim will discuss all the important issues in negotiating LOIs so that the transaction has the maximum probability of being successfully completed between the parties. Attendees will learn about effective use and key strategies in negotiating LOIs, as well as key M&A terms, from both a buyer and seller perspective.

The online seminar will take place on **May 22 (10 am – 11:40 am PST)**. Additional information about the seminar and a registration link can be found [here](#).

[Jim Scheinkman](#) is a practice group leader of the firm's Business and Finance Group. His practice focuses on assisting mid-market companies and their owners in mergers and acquisitions, financings, joint ventures, corporate governance and shareholder dispute resolution, securities offerings, technology development and transfers, executive compensation and other corporate and commercial matters. Jim also serves as general outside counsel for a variety of mid-market businesses.

About Snell & Wilmer L.L.P.

Founded in 1938, Snell & Wilmer is a full-service business law firm with more than 400 attorneys practicing in nine locations throughout the western United States and in Mexico, including Orange County and Los Angeles, California; Phoenix and Tucson, Arizona; Denver, Colorado; Las Vegas and Reno, Nevada; Salt Lake City, Utah; and Los Cabos, Mexico. The firm represents clients ranging from large, publicly traded corporations to small businesses, individuals and entrepreneurs. For more information, visit www.swlaw.com.

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