

insights

TYPES NOT MAPPED YET January 02, 2024 | TTR not mapped yet | David J. Kaufman, Nathan O. Viehl

David Kaufman and Nathan Viehl Discuss Key Factors for Sellers' Focus in M&A Transactions

Partners [David J. Kaufman](#) and [Nathan Viehl](#) authored a *St. Louis Business Journal* article on how sellers have an increased interest in performing their due diligence on the buyer in a merger or acquisition transaction. The article is part of the firm's sponsorship for the Business Journal's St. Louis Inno program - a digital hub on the city's local innovation.

David and Nathan cover three notable areas that sellers should keep an eye on to ensure a smooth transaction and a rewarding post-closing relationship with their buyers: organization, accountability, and selection of counsel. "Most business owners understand that legal advice is an important input in the overall risk profile of their business," they wrote. "There are two common mistakes that buyers make in the selection of their counsel that can have a negative impact on the seller's likelihood of completing a transaction or the seller's going-forward risk."

[Click here](#) to read the full article.

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