



How to Write Lo i s and Term Sheets: An Executive s Guide to Drafting Clear Legal Documents Before Bringing in the Lawyers

By Jonathan Handel

Createspace, United States, 2009. Paperback. Book Condition: New. 193 x 124 mm. Language: English . Brand New Book ***** Print on Demand *****.Read this book before you do your next tech deal. Here s why: Executives are often called upon to write letters of intent (LOIs), term sheets, and deal proposals before bringing in the lawyers. These documents are almost more important than the actual contract, because they establish the framework of the deal. The wrong phrasing or an omitted point can result in a flawed deal, frustrating negotiations, a loss of leverage, and unnecessary legal expense. This short book (30 pp.) will you help you avoid those pitfalls, by enumerating issues common to many LOIs, term sheets and proposals and suggesting what to do - and not to do - when drafting these plain-language legal documents. It s packed with dozens of specific, easy-to-understand tips. The result? You ll save money and have better legal documents more quickly. Author Jonathan Handel is an entertainment and technology attorney. He is a graduate of Harvard College and Harvard Law School.

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I actually started looking over this publication. It really is rally interesting throgh studying period. Once you begin to read the book, it is extremely difficult to leave it before concluding.

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