

## Get to Know Levenfeld Pearlstein

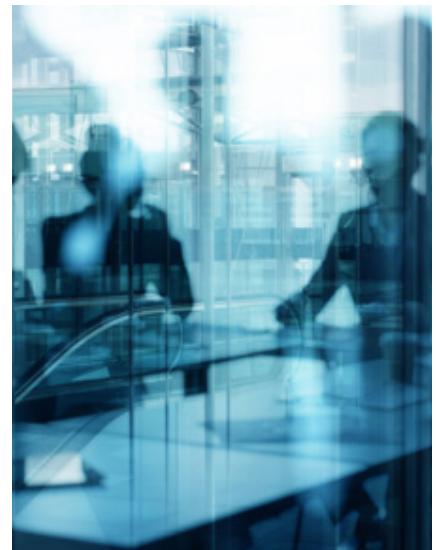
LP provides legal and business counsel to sophisticated clients across a broad range of matters. We believe that responsiveness, high-quality work, efficiency, and reasonable fees are the basics of doing good work for our clients. We work to understand our clients' business and industry inside and out, implementing legal solutions that support their long-term business strategies as well as short-term needs. We listen to our clients' objectives, anticipate their needs, and provide pragmatic, holistic, and business-focused advice. With each client, we strive to solve problems, mitigate risk, and advance business goals.



## Our Independent Sponsors Team

Levenfeld Pearlstein specializes in providing comprehensive legal services to independent sponsors and their capital providers. Our team of experienced attorneys understands the unique challenges, complexities and opportunities of the independent sponsor model and delivers tailored, strategic legal solutions to drive successful outcomes.

Our multi-disciplinary team has extensive experience in structuring, negotiating and executing all aspects of independent sponsor transactions and beyond. We collaboratively work across multiple practice areas—M&A, corporate, securities, tax, banking and finance, employment, real estate, regulatory compliance, restructuring, and more—to ensure that our sponsor clients have access to well-rounded, high-caliber legal advice at every stage of their transactions and throughout their portfolio.



## Why Independent Sponsors Choose Levenfeld Pearlstein

### THE RIGHT EXPERIENCE AND FIT

- With extensive experience and a track record of successfully closing independent sponsor transactions across multiple industries throughout the United States, Levenfeld Pearlstein is a leading go-to law firm for both emerging and established independent sponsors, as well as capital providers investing in sponsor-led transactions.
- Our platform provides independent sponsors with access to a full-service transactional team and specialists in multiple areas of law. We combine the deep expertise, sophistication, and resources of a large firm with the partner-level attention, collaborative teams and agile execution of a mid-sized firm. This allows our clients to receive hands-on strategic guidance and experienced legal counsel tailored to their unique transaction at a price point and approach appropriate for this segment of the market.

- We know the lower middle market. As an entrepreneurial firm that understands the unique nature of founder/family owned and managed companies that our independent sponsor clients seek to acquire, we tailor our approach to ensure our clients receive practical legal guidance that aligns with their business objectives, risk tolerance and the requirements of the transaction.

## **STRATEGIC PARTNERS AND VALUE ADD APPROACH**

We collaborate with our clients and their other advisors and look to add lasting value by leveraging our extensive network and relationships to make thoughtful introductions to potential sellers, capital providers, lenders, operators and service providers.

We prioritize building long-term partnerships with our sponsor clients and are committed to adding value and efficiency to their business and transactions as we help them scale their investment platforms over time.

## **EFFECTIVE AND PRACTICAL DEAL MANAGEMENT**

- We know the market for relevant economic, governance and other deal terms unique to independent sponsor transactions. We focus on results and work to get the deal done on our client's schedule and terms.
- We work with our clients to proactively stage workstreams to provide the appropriate level of legal support based on the phase and priorities of the transaction. We prepare scopes of work and estimated budgets for each transaction, with regular updates and checkpoints to keep our clients informed during a transaction to align expectations and avoid surprises.
- Drawing on our vast experience, we have invested significant resources in process efficiency and have developed proprietary project management tools, resources and systems that help us manage our transactions efficiently and effectively. Additionally, as we work on matters with our independent sponsor clients, we build client-specific forms, clauses, institutional knowledge, and other resources that we leverage for future transactions and assist in keeping the legal process and corresponding budget efficient and predictable.

## **FLEXIBLE FEE STRUCTURES AND ACCOMMODATIONS**

We recognize and understand the unique structuring, timing and budgetary considerations and risks that come with the independent sponsor model. As part of our investment in the relationship, we partner with our independent sponsor clients to ensure that the legal budget and fee accommodations are the right fit based on the scope of the transaction and our client's objectives.

This approach allows independent sponsors to access high-quality legal services while aligning legal costs with the requirements of the transaction, giving the sponsor the predictability and downside protection needed in recognition of broken deal risks.

Some examples of our accommodations include complimentary review and advice on letters of intent, deferred fees tied to the successful closing of a transaction, and broken deal fee waivers/discounts with deferment/rollover of fees into the next closing.

## The LP Way

We know the demands of the industry can be challenging. We believe that responsiveness, high-quality work, efficiency, and reasonable fees are just the basics of doing good work for our clients. We are a law firm that operates like a business. Our unique business strategy is **The LP Way™**, a structure for the whole firm to deliver a consistent, exceptional client experience. Every person at LP provides exceptional client service because The LP Way offers both the framework and the reason for doing so. We have created processes that align everything and everyone at LP to one goal: *providing an exceptional client experience.*

