

Lippes Mathias Partner John J. Koeppel Speaks at Small Business Investor Alliance Post ISF Boot Camp Technical Session



October 17, 2024 | **PRESS RELEASES**

[John J. Koeppel](#), a partner at Lippes Mathias LLP and leader of the firm's [independent sponsor](#) and [private equity](#) practice teams, was a featured speaker at the **Post ISF Boot Camp Technical Session**, hosted by the [Small Business Investor Alliance](#) on Monday, Oct. 21, 2024. The virtual session, titled **"Navigating Pitfalls in LOI & Seller Dynamics,"** covered critical aspects of letters of intent (LOI) and the complexities of seller negotiations.

Moderated by Omar Akbar, the session also featured panelists Thomas Kesoglou and Bryan Bylica.

Together, the panelists explored key topics, including:

- Crafting an effective LOI
- Identifying diligence traps and red flags
- Navigating negotiations and seller dynamics
- Other essential considerations in the deal process

This boot camp followed John Koeppel's participation as a speaker at the **Small Business Investor Alliance's Independent Sponsor Forum Deal Series** in Chicago this past September.

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