



An Introduction to the Mergers and Acquisition Process

TUESDAY, MAY 5, 2026

Approved for 3.0 Law & Legal Procedure CLE credits.

\$159 - Standard/Non-Section Members

\$129 - New Members*

Washington State Bar Association

1325 Fourth Ave., Suite 600 | Seattle, WA 98101

WEBCAST
ONLY

DESCRIPTION

This seminar will provide an overview of the issues to be considered when advising clients on the purchase or sale of a business. Includes a review of the elements involved in conducting a valuation of the business, the transaction timeline and role of advisors for a successful process and the impact of private equity in the M&A marketplace.

CHAIR

Richard Repp - *Witherspoon Brajcich McPhee, PLLC, Spokane*

FACULTY

Sami El Kurdy - *Richey May, Tacoma*

Dan Morrissey - *Gonzaga University School of Law, Spokane*

Richard Repp - *Witherspoon Brajcich McPhee, PLLC, Spokane*

Adam Sweet - *Eide Bailly LLP, Spokane*

Ed Kirk - *Chinook Capital Advisors, Seattle*

SCHEDULE

8:10 a.m. > Webcast Log-In Opens

8:25 a.m. > Welcome and Introductions

- **Richard Repp** - *Witherspoon Brajcich McPhee, PLLC, Spokane*

8:30 a.m. > Understanding the M&A Timeline and the Role of Advisors

90 minutes, 1.5 credit L&LP

A panel of experienced M&A advisors will share their perspectives on the various steps to completing a successful sale or purchase of a business. Includes insights regarding running a process to identify buyers or sellers, conducting due diligence, selecting the appropriate structure to address tax and accounting issues, documenting the transaction, obtaining required approvals and achieving a successful closing.

- **Richard Repp** - *Witherspoon Brajcich McPhee, PLLC, Spokane*
- **Adam Sweet** - *Eide Bailly LLP, Spokane*
- **Ed Kirk** - *Chinook Capital Advisors, Seattle*

10:00 a.m. > BREAK

10:15 a.m. > Value Creation Strategies Before Selling a Business

45 minutes, 0.75 credit L&LP

During this session, participants will explore common value creation strategies in advance of selling a business. Topics will include several avenues covering financial viability, value proposition, customers, and infrastructure.

- **Sami El Kurdy** - *Richey May, Tacoma*

11:00 a.m. > Private Equity and the Public Good

45 minutes, 0.75 credit L&LP

During this session, participants will explore the nature of private equity funds. These large funds that have come to dominate our economy and restructure many businesses. This presentation will ask whether on the whole they are beneficial to society.

- **Dan Morrissey** - *Gonzaga University School of Law, Spokane*

11:45 a.m. > Adjourn • Complete Online Evaluations

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Tuesday, May 5, 2026 • #26290 WEB

REGISTRATION

To register online, please go to the [registration page](#). Click to add to cart and complete your purchase. You may pay by credit card, or via ACH. Alternatively, you may print and mail an invoice seven business days prior to the program along with your check payable to WSBA. Credit card payments by mail or fax are no longer accepted. Note, our service provider will charge you a separate, non-refundable transaction fee of 2.5% on all bank card transactions.

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If special accommodations are needed, please email cle@wsba.org or call toll-free at 1-800-945-9722.

Please omit my name from the networking list made available to exhibitors and/or attendees.

PRICING INFORMATION

#26290 WEB, attend via webcast, 5/5/26

- \$159 - Standard/Non-Section Members
- \$129 - New Members*

*Active members of the Washington State Bar Association will be considered New Members through the calendar end of the tenth year following admittance to practice in the state.

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