

SPEAKING ENGAGEMENT

The First Bite at the Healthcare Transaction Apple: Negotiating the Letter of Intent | Jason S. Greis

Illinois Association of Healthcare Attorneys - 39th Annual
Illinois Association of Healthcare Attorneys Symposium

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Speakers: [Jason S. Greis](#)

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Through the use of a mock negotiation of a letter of intent, this session will introduce audience members to key terms and components typically included in provider and supplier healthcare transactions. The Presenters will also cover various buy-side and sell-side specific negotiating considerations including exclusivity, financing contingencies, indemnity structures, and rep and warranty insurance.

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