



Creating Value For Our Clients

Entrepreneurial Services Group

Turning an idea into a successful company is a challenge. There are many obstacles for a start-up or emerging growth company to overcome and it is often difficult to predict where or when the next hurdle will arise.

The lawyers of Seyfarth Shaw's Entrepreneurial Services Group have traversed this landscape many times before — helping companies launch, overcome obstacles, secure financing, mature, and maximize their value in exit transactions.

Choosing legal counsel is one of the initial challenges that start-up companies and emerging businesses face. How can you retain the top quality legal counsel that you and your investors require while acting within budgetary constraints?

Seyfarth Shaw formed the Entrepreneurial Services Group to answer this question. We are a team of lawyers in the business of helping entrepreneurs and companies effectively launch and grow their businesses.

Breadth. Depth. Results.

Who We Are

Seyfarth Shaw is a full-service law firm with more than 750 lawyers in ten offices. This enables us to provide counseling in virtually every legal area to clients across the United States.

For decades we have embraced entrepreneurial ventures and are sensitive to the needs and challenges of fledgling businesses. The attorneys in our Entrepreneurial Services Group have helped thousands of companies address their legal needs and raise billions of dollars by providing strategic counsel for a reasonable cost.

How We Do It

Seyfarth's Entrepreneurial Services Group provides ventures with high quality legal services while controlling costs. Our services include the following:

Cost Efficiency. The legal fees of our attorneys appropriately reflect Seyfarth's commitment to our early stage and middle market clients. For many legal services we offer fixed prices for discrete projects normally associated with start-up businesses. Being entrepreneurs ourselves, we may enter into other flexible fee structures scaled to the specific needs of our clients.

Partner-Level Attention. Mistakes made and issues missed at the early stage of a company's life can be expensive to fix. We are committed to giving your company the partner oversight and one-on-one attention that it requires to avoid these situations. Many of our competitors bring you in the door and then hand you off to an inexperienced associate who cannot identify or properly address important legal issues and business decisions at the outset. We believe that partner-level attention is crucial. At Seyfarth, a partner with years of experience and deep legal and business knowledge will help you shape your venture.

High Quality Legal Form Documents. Our comprehensive library of legal forms allows us to provide cost-effective, high quality legal solutions. We have the forms necessary to get things started immediately and efficiently for a variety of legal matters, including incorporations, employment agreements, option plans, and bridge loans. Many of our forms are "plug and play" — simply answer our list of questions and your documents are substantially complete.

Adding Value

Once you begin working with Seyfarth's Entrepreneurial Services Group you will find that you are more than just a client — you are an important business partner. This means that our commitment to your business extends beyond answering your telephone calls promptly and being available to you in a crisis. We develop relationships that enable us to assist you with referrals for your business, including potential:

- Financing sources
- Board members
- Executives
- Accountants
- Technology and development resources
- Consultants

We also review your business plan, help identify key strengths and weaknesses, and develop strategies to help you obtain funding and other resources. Our clients rely on our experience to address a broad range of legal and business issues.

Integrated/Company-Specific Approach

We understand that no two businesses are alike. At the start of our relationship, we will learn about your business,

help identify your needs, and provide you with an integrated, company-specific approach to help you achieve your goals. This is where our breadth and depth of experience is invaluable. Seyfarth attorneys practice in every substantive area of the law, including:

- Corporate and securities
- Intellectual property
- Labor and employment
- Employee benefits
- Real estate
- Finance

Our lawyers have years of experience in all major industries, including:

- High-tech (including computer hardware and software)
- Life sciences
- Medical devices
- Pharmaceutical and health care
- Telecommunications
- Retail and consumer products
- Hospitality
- Financial services
- Government contracts
- Manufacturing and distribution
- Energy

This breadth of industry experience allows us to quickly and efficiently build a Seyfarth team tailored to your business and its needs.

We know what you need — high quality legal services at a reasonable price to enable you to establish and maintain business momentum. Seyfarth's Entrepreneurial Services Group provides this blend of efficient and excellent service. Let's grow your business together.



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