

## **Business Counseling**

Saiber has extensive experience advising clients on a broad range of business matters. We strive to approach these matters comprehensively and with sophistication, while delivering maximum value to our clients. Our clients include closely held businesses, publicly traded companies, partnerships, limited partnerships, limited liability companies, joint ventures, U.S. operations of international businesses, public institutions and for-profit and non-profit corporations. We pride ourselves on being “professionals’ professionals,” representing a significant number of law firms and accounting firms.

As our clients’ businesses evolve, we tailor our representation to meet their specific legal and commercial needs, employing innovative solutions to address their ever changing business challenges.

Saiber is well versed in forming new businesses, and in choosing the best form of entity for our clients’ ventures. In addition, we are uniquely positioned to guide our clients’ growth, and have the depth and expertise to assist with their financing needs, including conventional loans, seed and equity financings, venture capital transactions, private placements, or other financing vehicles.

As ongoing business advisors, we are readily available to respond to our clients’ questions and concerns, and to address their inquiries regarding both business and legal matters. We regularly assist clients with contract formulation and review, employment matters, environmental issues, corporate disputes, business planning and procedures. In the field of executive compensation, we have implemented for clients stock option plans (both qualified and nonqualified), restricted stock plans, and other deferred compensation agreements, including those funded by insurance. We have also been actively involved in counseling clients regarding the complex rules surrounding nonqualified deferred compensation arrangements under Section 409A of the Internal Revenue Code.

We provide advice and documentation concerning the sale and acquisition of businesses, the purchase, sale and financing of commercial real estate and all related aspects of these transactions. Our lawyers have a wealth of experience with multinational and domestic companies regarding commercial matters, real estate and tax issues.

Our attorneys help our clients plan the orderly and tax-advantaged succession of family and closely-held businesses. We are actively involved in preparing shareholders’ agreements, partnership agreements, operating agreements and helping clients deal with the sometimes complex issues surrounding management succession, attracting and retaining non-family executives in family businesses, and bringing children into family businesses. We also help our clients achieve a satisfactory exit from operations when an orderly termination or divestiture is required.