

How to Write LOIs and Term Sheets

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Executives are often called upon to write letters of intent (LOIs) and term sheets before "bringing in the lawyers." These documents are almost more important than the actual contract, because they establish the framework of the deal. The wrong phrasing or an omitted point can result in a flawed deal, frustrating negotiations, a loss of leverage, and unnecessary legal expense.

How to Write LOIs and Term Sheets, by entertainment and digital media attorney Jonathan Handel, emphasizes the need for precise drafting by the executive and provides guidance for avoiding the pitfalls when drafting these plain-language legal documents.

The book is available at Amazon.com.