



Pete Hartweger Outlines Full M&A Process for EPI Kansas City

Spencer Fane attorney [Pete Hartweger](#) examined each stage of M&A process from initial discussions through closing and post-closing matters for the Kansas City chapter of the Exit Planning Institute (EPI) on October 1.

During his hourlong presentation, [The M&A Process, Setting Expectations, Typical Frustrations](#), Pete outlined expectations for both business owners and advisors by providing details on the typical timing, items that cause delays, and other issues that may cause frustrations in the process.

At Spencer Fane, Pete is a partner in the firm's Business Transactions group, focusing on mergers and acquisitions. Pete also represents numerous closely held businesses, counseling on business matters, including contracts, employment, tax, licensing, and ownership matters and the various day-to-day issues and problems encountered by these businesses.

Pete has a thriving mergers and acquisition practice, representing both the buy-side and the sell-side on various types of business acquisitions. His clients are in a wide-range of industries, including wealth management, financial planning, manufacturing, broadcasting, engineering, transportation, construction, and technology.

The EPI provides financial advisors, accountants, consultants, and other advisors of business owners with the critical education to differentiate themselves and add value to their existing client relationships through a credential, conference, courses, and content.