

Reps & Warranties Insurance: A Game Changer for Business Owners Providing the Opportunity for a Virtually Risk-Free Sale of the Company

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By Ricky Torlincasi and Ladd Hirsch Historically, the sale of a private company carried with it a significant risk of claims by the purchaser. Months or even years after the sale closed, purchasers would frequently contend that the seller's representations and warranties in the purchase agreement had been breached. This claim would support demands by...