



contact

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I develop strong, trusting relationships with clients. They ultimately have confidence in my ability to provide sound, applicable advice, and I focus on being candid with them as we work through challenges together. Many lawyers worry so much that they'll be blamed if something goes wrong that they become too risk-averse. I always outline the possible risks my clients face, but I also take ownership of advising them to go forward with deals when a cost-benefit analysis justifies the risks.

With a focus on helping clients refine, document, and close transactions, dealmaker Bryan Hall advises strategic and financial buyers and sellers in negotiated mergers, acquisitions, joint ventures, investments, and restructurings. Bryan counsels many medical device, pharmaceutical, information technology, and other companies on private M&A matters and on commercial contracting issues.

In providing this guidance, Bryan enjoys determining clients' objectives and constraints and plotting a course to get the deal to "yes." Operating at the crossroads of law and commerce, he takes a businessperson's approach to the legal issues that arise, crafting practical, step-by-step solutions to problems and acting as a sounding board for those he represents to air their ideas and concerns.

Bryan always looks for ways both to save clients money and increase their financial takings. Although he possesses an in-depth understanding of bargaining

power and how transactions play out, he is endlessly intrigued by the challenge of ascertaining the unique quirks and motivations of the different personalities involved in these handshake transactions. Bryan brings a candid, calm, cordial, and professional style to each matter, but if he encounters an opponent who warrants a modulated approach he doesn't hesitate to push back and become aggressive if that's necessary to best accomplish his clients' goals.

In his commercial contracting work, Bryan advises clients in supply and distribution agreements, consulting agreements, and licenses. In addition, he counsels the owners of closely held businesses, including founders, families, and private equity sponsors, on structuring the governance and economic affairs of their businesses.

Across practice areas, Bryan has substantial experience in the medical device, pharmaceutical, information technology and financial services industries and with inbound and outbound cross-border transactions. In this capacity he assists overseas companies and individuals in establishing U.S. operations and entering into agreements with local partners and service providers.

Experience

- **Medical Device Company:** Acquisition of privately-held medical device company.
- **Medical Device Company:** Acquisition of product line in hybrid asset purchase/license transaction.
- **Medical Device Company:** Disposition of product line in asset sale.
- **Medical Device Company:** Domestic and offshore supply and distribution agreements.
- **Financial Services Company:** Acquisitions and dispositions of broker-dealer and investment advisory businesses in stock purchase and asset purchase transactions.
- **Information Technology Solutions Provider:** Acquisition of customer relationship management solutions provider.
- **Israeli Security Systems Company:** Acquisition of U.S. security systems company.
- **U.K. consumer product company:** Acquisition by U.S. consumer product company.
- **Family-owned supplier:** Advice concerning shareholders' agreement and other matters related to the relationship among the owners of the business.
- **U.K. mobile app developer:** Establishment of U.S. operations.
- **Italian Media Company:** Recapitalization and migration of business to the U.S.
- **New York-based Real Estate Developer:** Funding and construction of single-family and apartment projects in Central America.
- **Italian Family Group:** Establishment of joint ventures to acquire, renovate and sell properties in New York City.
- **Family Foundation:** Structuring joint venture to acquire and lease land for organic agriculture.

Additional Publications

"Structuring Commercial Mortgage Securitization Special Purpose Entities After General Growth Properties," *Committee on Structured Finance*, July 2010

Presentations

- "Seventh Circuit Addresses "True Sales" to Bankruptcy Remote Vehicles: Paloian v. LaSalle Bank, N.A.," *2010 Fall Legal Opinion Seminar*, ABA Business Law Section, October 19, 2010

Outside the Office

I'm a pilot and own an airplane, which I enjoy flying, and I'm an avid skier.

Practices

U.K. and Australia Cross-Border Securities

Admissions

Bar Admissions

New York

Education

Cornell Law School (JD, *magna cum laude*, 2009)

- Order of the Coif
- CALI Excellence for the Future Awards for highest class standing in: Contracts, Civil Procedure, Administrative Law, International Mergers & Acquisitions, Law and High Growth Business, and Environmental Law
- Dean's List

Cornell University (BS, *magna cum laude*, 2006)

- Tau Beta Pi (Engineering Honor Society)
- Alpha Epsilon (Biological and Environmental Engineering Honor Society)
- Dean's List

Awards/Honors

Super Lawyers® – "Rising Star," 2015-2023

M&A Advisor's Emerging Leader Award, 2018