

RAYMOND J. HORN III | PARTNER

Corporate Law, Mergers and Acquisitions



Ray concentrates his practice in mergers and acquisitions, contract negotiation, drafting and review, owner strategic planning through buy-sell agreements, business fractures, and secured lending.

Pertaining to mergers and acquisitions, Ray has worked with numerous closely-held companies on various aspects of acquisition and sale transactions including, with respect to purchase and sale

agreements, restrictive covenant agreements, and consulting and employment agreements. In the area of business fractures, Ray not only strives to deliver well-crafted documents, but also seeks to advise clients on the best course of action in the midst of challenging circumstances.

In every matter, Ray's goal is to work closely with other trusted client advisors, adopting a team approach so that the client benefits from the full breadth of an advisor's experience and area of focus. He strives to provide responsive and well-balanced advice and ensure there are strong lines of communication among the parties and professionals throughout the process.

Prior to joining MPS over 25 years ago, Ray was an associate at national law firms based in Chicago, Illinois.

CONTACT

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EDUCATION

- J.D., summa cum laude, University of Illinois College of Law, 1992, Order of the Coif, Omicron Delta Kappa
- B.A., summa cum laude, Drake University, 1989, Phi Beta Kappa

ADMISSIONS

- Illinois

"Our mission is as focused as our expertise is broad: to satisfy every client as efficiently and effectively as possible."

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EXPERIENCE

- Handled asset sale for a commercial elevator maintenance firm to a large international competitor in a rollup transaction involving eight affiliated seller entities with rollover interest. In connection with the transaction, coordinated with our client and buyer counsel pre-closing on an F-Reorganization of the affiliated sellers and post-closing related to the tracking, completion, and release of funds related to tax clearance filings in multiple jurisdictions, contract assignments and customer retention, intellectual property assignments, and years-long earn-out and earn-in.
- Handled asset sale for a Chicago area hearing aid center to a larger company acquiring for rollup. In connection with the transaction completed post-closing coordination with client and accountant as to effecting release of tax-related stop order.
- Represented roadway sign manufacturer and installer in an equity sale transaction to P/E firm acquiring for rollup. In connection with the transaction, assisted with an F-Reorganization, obtaining payoff letters, and coordination related to multi-employer plans and union collective bargaining agreements all as a result of third-party due diligence in advance of company sale.
- Represented successful die-cutting and ultrasonic bonding manufacturer in an equity sale transaction to P/E firm acquiring for rollup. In connection with the transaction, assisted with an F-Reorganization and directing the client and advisors in responding to technical due diligence issue raised by potential buyer.
- Represented industrial supplier of underground pipe, wire and cable products in equity sale transaction. In connection with the transaction, assisted review and direction related post-closing adjustments related to future EBITDA and of buyer receiving a WBE certification.
- Handled contemporaneous asset and real estate sale transactions for specialty packaging and shipping services provider. In connection with the asset transaction, assisted the seller with review and direction related to the buyer's post-closing use of seller's tax exemption certificate.
- Managing Editor, University of Illinois Law Review, 1990-1992

MEMBERSHIPS

- Midwest Business Brokers and Intermediaries Association, 2000-Present
 - » Board of Directors, 2003-2008; 2014-Present
 - » Secretary for Board, 2014-2015
 - » Executive Vice President, 2016-2017
 - » President 2018, 2019, 2020
 - » Annual Conference Chair 2017-2018
 - » Executive Committee – 2019-Present
- Schaumburg Business Association (SBA), 2003-Present
 - » Treasurer, 2011
 - » Vice Chair, 2012
 - » Chair, 2013
 - » Executive Committee, 2007-2014
 - » Board of Directors, 2007-2015
 - » Ex-Officio Board Member, 2016-Present
 - » Chair of SBA Challenge Event

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MEMBERSHIPS (CONT'D)

- Business Solutions Network, 2002-Present
- Cornerstone SURGE Group, 2010-Present
- Brain Trust Networking Group, 2014-Present
- NICC Group – 2023-present
- Illinois State Bar Association

AWARDS

- MBBI Member of the Year, 2004
- SBA Co-Volunteer of the Year, 2008
- Today's Young Executives, Daily Herald Business Ledger, 2005
- SBA Leadership Award, 2013

PUBLICATIONS

- "Preparing your Business to Succeed in the M&A Market," Daily Herald Business Ledger, October 2015.
- "Advisor Fit is a Key to Transaction Success," Midwest Business Brokers and Intermediaries Newsletter, September 2016.

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