Representing Startups
2026-2027 Edition

This book was written for practitioners representing startups or small growing companies. It is a guide to the legal problems likely to be encountered throughout the expanding life of a new company. It is a distillation of the authors' observations on the various phases of growth of a small business culled from their collective experiences as practicing lawyers in the field. The authors have applied their experience to the essential legal issues in each such phase.

Many disciplines in addition to law are needed to provide effective counseling to startup or nascent businesses. Given the limited financial and time resources of the entrepreneur, the small business lawyer often finds the need, at times, to be a psychologist, accountant, investment banker, technologist, tax consultant, venture capitalist, management consultant and executive search firm.

Representing Startups is practical guide to help orient the small business lawyer to likely problems. The chapters are organized chronologically to correspond to the typical lifecycle of a small business, from inception through public offering and beyond, to disposition by merger or sale. Each chapter also includes a list of sample forms and checklists that the authors have used in their own practices.

Updates to this edition of *Representing Startups* include, but are not limited to, the following topics and recent developments:

- For an update to the discussion of various topics relating to Initial Public Offerings, including changes to Nasdaq rules and the effects of the Jumpstart Our Business Startups (IOBS) Act, see Chapter 11.
- For an enhanced and updated discussion regarding operating public companies including SEC reporting requirements and insider trading liability, see Chapter 12.