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A Letter of Intent Should Not Spoil the Venture

Letters of Intent, also referred to as Memorandums of Understanding, are often treated as non-binding formalities to the beginning of a business deal. Yet, many courts across the country (and even the world) have found practical and legal reasons to treat them as binding contracts. Barbara Y. Strnad is experienced in the negotiation and drafting of commercial contracts. She ensures that clients realize their business objectives and bring deals to successful conclusion.

In the October 2020 issue of the *ACC Docket*, published by the Association of Corporate Counsel, Ms. Strnad and Jennifer L. Jaskolka, Assistant General Counsel of Xcel Energy, discuss best practices for counsel drafting Letters of Intent.

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