



## LINDSAY B. FATHALLAH

*Partner, Milwaukee*

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### PRACTICE GROUPS:

Business, Finance & Real Estate

### EDUCATION & TRAINING

University of Wisconsin Law School,  
J.D., 2006

University of Wisconsin – Madison, B.A.,  
Journalism and Political Science, 2003

### ADMISSIONS

Admitted to practice in all state courts in  
Wisconsin

Admitted to practice in Eastern and  
Western Districts of Wisconsin

License Date: 6/20/2006

### PROFESSIONAL MEMBERSHIPS

Justinian Society of Lawyers

Milwaukee County Bar Association

State Bar of Wisconsin

***“I was drawn to transactional law because  
it brings people together in a common goal.  
Celebrating a mutual success at the end of  
a deal is always rewarding.”***

Lindsay practices law with professionalism and integrity and keeps a calm perspective when dealing with challenging issues or adversity.

Lindsay was drawn to transactional law because it brings people together in a common goal – buying or selling businesses or real estate or completing an important contract. For her, celebrating mutual success at the end of a deal is always rewarding.

Working in private practice, Lindsay appreciates the opportunities to learn about her clients’ businesses and the industries in which they operate. She believes being an attorney is about helping others, so understanding a client’s business, their goals, and what they want to accomplish in their industries informs and shapes the counsel she provides. Lindsay also finds the variety of clients and issues they face fascinating. She recalled one memorable transaction in which she negotiated a contract to (ethically) source shed cat hair for allergy testing. Throughout her practice, Lindsay has had an opportunity to represent major retailers and wholesalers in the beauty industry- another area she finds unique and exciting.

Lindsay has extensive experience representing public and private companies in preparing and negotiating a full range of commercial agreements, including in the areas of manufacturing, supply and distribution, consulting, licensing, information technology, and confidentiality. She also has significant experience representing business clients with mergers and acquisitions, including negotiating deal terms and structures, drafting purchase agreements, due diligence review, financing, and closings. She also represents her clients in business combination transactions, corporate formation, reorganizations, and corporate governance matters.

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*(continued)*

Lindsay's real estate practice is focused on acquisition and sale transactions, development, leasing, and financing for all types of commercial properties. Her experience includes negotiating and preparing hundreds of commercial leases for retail, office, industrial and warehouse space; drafting purchase and sale agreements, easements and restrictive covenants; and reviewing and resolving title and survey issues. Lindsay regularly works with clients with a national real estate portfolio and provides counsel for projects throughout the U.S.

She also represents borrowers and lenders in structuring, negotiating and implementing secured and unsecured financing transactions, including real estate loans secured by borrower mortgages, term loans, revolving loan and letter of credit facilities, asset-based financings, and senior and subordinated debt transactions.

### **A MATTER OF INTEREST: A GOOD RAPPORT CLOSES A HIGH-STAKES DEAL**

Recently, Lindsay worked on a complicated real estate transaction that included significant zoning and environmental issues, including [add issue keywords here, for SEO]. The stakes were high for her client because they needed to complete the transaction before the end of their reporting quarter. By taking a professional and collaborative approach to negotiations, Lindsay was able to help bring both sides together and complete the transaction in the compressed timeframe. Both her client and the other side were grateful for her perseverance in getting the deal done."