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[6] Create a Separate Issues List of All Key Open Legal, Financial and Structural Considerations That Will Need to Be Resolved.


[8] Take the Offensive in Putting Forth Proposals to the Other Side.

[9] Avoid Ambiguities When It Comes to Drafting the Key Legal Obligations and Responsibilities of the Parties.

[10] Consider What Works Best for Both Sides and Be Fair When Drafting Key Terms and Provisions.

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*Stephen I. Glover and Alisa Babitz*

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