

A General Counsel's Tips for Integrating Post-Merger

"In 2017, Mid-America Apartment Communities Executive Vice President and General Counsel Rob Del Priore was tasked with leading the post-merger integration of his company and Post Properties, Inc. The merger made Memphis-based Mid-America the largest publicly-traded apartment real estate investment trust in the US, with an ownership interest in over 100,000 apartment homes in 17 states. In addition to the various legal issues involved in the merger, Del Priore considered the integration of the two companies' people very carefully. In order for the merger to be truly successful and the transition to go smoothly, Del Priore knew he needed buy-in from nearly everyone. To get that support and effectively integrate the two teams, he focused on three things – communication, planning and follow through," writes Mark P. Henriques in Womble Bond Dickinson's *Articles and Briefings*.

"Communication is at the top of the list," Del Priore said. "It's critical to encourage candid and open communication between both parties from the beginning of the merger."

"He emphasizes the importance of developing trust – cultivating an environment for open dialogue between the management teams of the combining companies."

Read the article.