



# Linda Paullin-Hebden

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## Biography

Linda Paullin-Hebden focuses her practice on mergers and acquisitions, venture capital, investment adviser compliance and general corporate matters. She serves as securities compliance adviser to several registered investment advisers and as an adviser to closely held corporations and venture capital and private equity funds. Linda is the Executive Partner in Warner's Detroit and Bloomfield Hills offices and is also a member of the firm's Management Committee.

## Industries

- Automotive
- Financial Services
- Infrastructure and Public-Private Partnerships (P3)
- Aerospace and Defense and Government Services

## Practices

- Business and Corporate Services
- Funds and Investment Services
- Securities and Corporate Governance
- Mergers and Acquisitions
- Business Start-Ups and Early Round Financing
- Cybersecurity and Privacy

## Education

- Wayne State University Law School J.D. 1989 cum laude
- Alma College B.A. 1982

## **Representative Experience**

### **Acquisition Transactions:**

- Representation of an auto supplier in the sale of equity at a purchase price in excess of \$100 million
- Representation of automotive suppliers in connection with the sale of lighting business
- Representation of investment adviser with over \$2 billion in assets under management in a sale to a public Australian company
- Representation of investment adviser with \$1 billion in assets under management in a sale of assets
- Representation of physical rehabilitation centers in connection with a merger into a subsidiary of a publicly traded company and subsequent re-purchase of assets
- Representation of publicly traded steel tubing company in connection with a series of strategic acquisitions
- Representation of technology company in connection with acquisition of technology assets from financially troubled company

### **Automotive Experience:**

- Lead supply chain gap review of worldwide supply chain
- Lead contract review teams supporting automotive suppliers
- Represent automotive joint ventures in an outside general counsel role

### **Investment Adviser and Money Management Experience:**

- Investment adviser and broker-dealer compliance issues
- Advise investment advisers in connection with SEC inspection and enforcement matters
- Compliance and procedure manuals, new account forms, client services agreements and representative agreements
- Contract drafting, reviews, analyses, and negotiations creating and terminating various vendor relationships
- Drafted wide range of service agreements between investment advisers and vendors including, for example, subadviser agreements, solicitation agreements and investment adviser representative agreements
- Formation, registration, and regulation of investment advisers under federal and state securities laws
- Advise firms regarding Regulation S-P, Consumer Financial Privacy and Information Security

### **Venture Capital and Private Equity Transactions:**

- Representation of various venture capital funds in connection with initial, follow on and down round financings
- Representation of a technology company in issuance of \$22 million dollars in secured convertible promissory notes and warrants and over \$30 million in preferred stock

- Representation of a tubing company in connection with the issuance of junior subordinated secured promissory notes and warrants
- Representation of the general partners and managers in connection with the formation of venture capital, angel investment, hedge and private equity funds, including preparation of private placement memorandums, partnership or operating agreements, management agreements, subscription materials and ancillary agreements

#### **Minority- and Woman-Owned Business Experience:**

- Assisting clients in certification as a woman- or minority-owned business enterprise
- Contract drafting and negotiation of joint ventures involving women- and minority-owned businesses
- Preparation of private placement memorandum and ancillary documents in connection with capital raising for women-owned businesses
- Drafted and negotiated buy-sell agreements and third party vendor agreements

#### **Honors and Awards**

- *Best Lawyers in America*, 2014-Present
- Named a Top Lawyer in Mergers and Acquisitions, Securities and Corporate Law by *DBusiness*, 2012, 2013, 2015-21
- Recognized as one of *Michigan Lawyers Weekly* "Leaders in the Law" Class of 2020
- Named one of the "Notable Women Lawyers in Michigan" by *Crain's Detroit Business*, 2017 and 2021
- Named to "100 Most Influential Women" List by *Crain's Detroit Business*, 2016
- Recognized as one of *Michigan Lawyers Weekly's* 2011 "Women in the Law"
- Named to Michigan Super Lawyers, 2010-Present

#### **Publications**

- Back to the Movies: State of Michigan Moves to Permit Gatherings and Events, 9/25/2020
- PLAY ON!, 9/3/2020

#### **Community Affiliations**

- Detroit Historical Society  
Board of Directors (2014-18)
- Skyline Club  
Board of Governors (2014-20)
- Michigan Women's Foundation; Power of 100 Women

## Bar Associations

- American Bar Association  
Business Law Section
- State Bar of Michigan  
Business Law Section

## Speaking Engagements

- "The Modernized Marketing Rule," Virtual CCO Roundtable, March 3, 2021
- "2021 M&A Trends," OESA 2021 Automotive Supplier Legal Hot Topics Virtual Event, February 3, 2021
- "COVID-19 Panel: What Your C-Suite Should Be Thinking About," Warner Webinar, July 21, 2020
- "Opportunities Amid Distress," OESA 2020 Automotive Supplier Legal Trends, Troy, Michigan, February 12, 2020
- "Exploiting Opportunities and Avoiding Pitfalls When Leveraging Startup Technology," OESA Mobility Supplier Forum, Menlo Park, California, May 8, 2018
- M&A Roundtable, presented in multiple locations - Southfield, Grand Rapids, Kalamazoo and Midland, March, 22, 2016
- "M&A Trends," Legal Trends to Watch in 2016, OESA briefing, Troy, Michigan, February 16, 2016
- "M&A Due Diligence?," IP Insights for a New Era of Innovation, Novi, Michigan, June 3, 2015

## Admitted

- 1989, Michigan