



Benjamin Ward

Member

Radnor, PA

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Services and sector groups

- Mergers and Acquisitions
- Corporate and Tax
- Corporate Governance
- Automotive Dealership

Ben advises businesses through all phases of mergers and acquisitions, from early-stage structuring and due diligence to negotiation and closing. He also counsels clients on general corporate matters, including entity formation, commercial contracting, and governance disputes.

With experience across a wide range of industries, including automotive, home services, insurance, and other technologies, Ben brings an intuitive approach to efficiently identifying issues and delivering practical solutions to any business transaction.

While Ben has experience assisting clients with all aspects of corporate law, such as entity formation and general corporate governance, his primary focus is advising Buyers and Sellers through an M&A transaction. Ben immerses himself in each transaction for the client and successfully leads them to closing. Through this process, Ben will generally provide the following services:

- Counseling clients at early stages of a deal to ensure the acquisition or sale structure aligns with the client's goals and the practicalities of potential transaction hurdles that may arise, depending on the nature of the buyer and seller's respective businesses and the ultimate structure.
- Reviewing, analyzing, and providing thorough advice on due diligence matters, such as reviewing the key terms of a commercial contract in the context of the transaction or identifying and resolving third-party issues that will need to be addressed.
- Negotiating, drafting, and revising the ultimate purchase agreement and related disclosure schedules and working with the client to ensure that both key business and legal provisions are addressed to the client's specific needs. This service typically entails numerous calls with the client to discuss payment terms, representations and warranties, and indemnification considerations, among other items.
- Organizing and managing the various moving parts and facets of a transaction so that all parties are working towards the common goal of closing. This service includes preparing and maintaining a detailed closing checklist, working with third parties with an interest in the transaction (such as lenders or key commercial vendors and customers) to address their concerns, and generally maintaining deal momentum by responding quickly to issues that arise and efficiently providing solutions.

Outside of Ben's transactional practice, Ben serves as co-chair of the firm's Legal Equity Advancement Program (LEAP), which is a firm initiative that awards certain underrepresented businesses across Pennsylvania and Maryland with access to free legal services for a year.

Representative experience

- Insurance marketing company: Represented a private-equity backed client in various roll-up acquisitions of differing acquisition structures.
- Home renovation company: Represented client in various acquisitions of similar operators across multiple U.S. regions.
- Telecommunications consulting and engineering company: Represented client in equity sale to a publicly-traded foreign financial services company.
- Vehicle software sales and manufacturer: Represented client in asset sale of four entities to a publicly traded entity in a deal comprised of a consideration mix that included earnout and rollover equity.
- Non-profit internet broadband provider: Represented non-profit client in asset sale to a foreign private-equity backed multinational broadband operator.
- Lumber manufacturer: Represented seller-founders in an asset sale to a national operating entity in a deal that included a related sale of multiple real estate locations.
- HVAC manufacturer: Represented seller-founders in an asset sale to a national HVAC brand.
- Construction and engineering consulting firm: Represented client in an equity sale to a foreign financial services firm.
- Bathtub manufacturer and e-commerce platform: Represented seller-founder in an equity sale to a private-equity backed national operating entity.
- Petroleum products manufacturer and wholesaler: Represented seller-founder in an equity sale to a private-equity backed national operating entity.

Education

- Villanova University Charles Widger School of Law, J.D., *cum laude*
- University of Kentucky, B.B.A., *magna cum laude*

Admissions

- Pennsylvania

Recognitions

- The Best Lawyers in America: Ones to Watch, Best Lawyers, 2027

Professional and community involvement

- Dauphin County Bar Association
- Philadelphia Bar Association
- Pennsylvania Bar Association
- Keystone Mergers & Acquisitions Council