



Timothy A. Nettesheim

Attorney

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Tim Nettesheim is a Shareholder and Chair of the Capital Markets Group. Tim guides publicly and privately held clients through every stage of the business life cycle, from acquisition to sale. Tim's passion is structuring and negotiating all aspects of buy-side and sell-side M&A deals, including financial analytics and modeling, sourcing financing and capital, tax analysis, and bringing buyers and sellers together to complete their most important transactions. His team provides clients with a turnkey solution that combines all legal aspects of an M&A deal with advisory services traditionally provided by investment banking boutiques.

Professionally trained at the Harvard Negotiation Institute, ENS International and the Mendoza College of Business at the University of Notre Dame, Tim is known for his successful negotiation strategies and his popular in-house training programs for clients that include public companies, banks and closely held businesses. He coaches clients, sales teams and human resource professionals on how to use formal negotiation principles in their day-to-day business activities.

He is a well-known author and speaker for business and professional organizations, including the State Bar of Wisconsin, TEC (The Executive Committee/Vistage), Midwest Business Brokers and Intermediaries (MBBI), and the Wisconsin Institute of Certified Public Accountants. Tim shares his professional knowledge and experience as a trained negotiator, a finance advisor and a tax expert on a variety of practical tax issues, including state and federal income taxation, real estate taxation and executive compensation.

A noted teacher, he is a former adjunct instructor for the highly regarded Graduate Tax Program of the University of Wisconsin-Milwaukee's School of Business Administration, where he taught Corporate Tax Strategies. Tim has also lectured on business law at the University of Wisconsin Law School.

Tim has been recognized in *The Best Lawyers in America*® continuously since 1995 and in *Wisconsin Super Lawyers*® since 2007. Tim has been AV Preeminent® Peer Review Rated by *Martindale Hubbell*®, the highest rating possible. In 2014 he received the Small Transaction of the Year Award from the Turnaround Management Association (TMA) Chicago/Midwest Chapter.

Tim is very active in the business community. He is a member of Association for Corporate Growth, MBBI, and Dairy Business Association. He serves on the Board of Directors of the Waukesha County Business Alliance and the UWM Foundation, as an Advisory Board Member of Marquette University's Commercial Banking Program and on the Development Committee for the UWM Alumni Association.

Practice Areas:

- Business and Corporate Law
- Business Succession Planning
- Capital Markets
- Mergers and Acquisitions
- Tax
- vonBriesenOneSource

Education:

- University of the Pacific, McGeorge School of Law, J.D., *Order of the Coif*, with distinction, 1981
- University of the Pacific, LL.M., Taxation, 1982
- University of Wisconsin-Milwaukee, B.A.

Bar Admissions:

- Wisconsin
- California