

ROCHELLE HAUSER

Attorney, Shareholder

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SERVICES

Business Law

- Business Formation, Structuring and Joint Ventures
- Employment and Executive Compensation
- Entrepreneurs and Emerging Businesses
- Family-Owned Businesses and Succession Planning
- Information Technology, Internet and E-Commerce
- Intellectual Property Registration, Licensing, and Enforcement
- Mergers & Acquisitions (M&A)
- Supply Chain and Distribution Arrangements

CREDENTIALS

EDUCATION

- J.D., William Mitchell College of Law, 2007
- B.A., magna cum laude, Hamline University, 2003

BAR ADMISSIONS

- Minnesota

HONORS

- Featured in Minnesota Monthly Magazine as a Top Lawyer in Minnesota 2024: Mergers & Acquisitions Law
- Listed in Best Lawyers in America® 2024-2025, Corporate Law
- 2023 Top Women in Law Honoree, Minnesota Lawyer
- 2022 Attorneys of The Year, Minnesota Lawyer
- 2020 Notable Women in Law Honoree, Twin Cities Business
- Selected for inclusion in Minnesota Super Lawyers®, 2021–2024
- Selected for inclusion in Minnesota Super Lawyers–Rising Stars® Edition 2013, 2017
- Editor, William Mitchell Law Review
- Phi Beta Kappa
- Sigma Delta Pi

2022
ATTORNEYS
OF THE YEAR

“As a business lawyer and problem solver, I enjoy working in the fine print and embrace the details because precision matters when it comes to delivering exceptional results.”

ABOUT ME

When faced with a challenge that seems impossible, I am determined to find a solution. I keep going. That is my personal commitment to you, and persistence pays off.

I advise a diverse range of businesses of all sizes, and individuals at all levels—at every stage—regarding:

- business formation
- mergers and acquisitions
- reorganizations
- distribution, supply and other commercial transactions
- employment relationships
- general contract matters.

Whether you are struggling with contract issues, crafting an agreement, or making a deal, I help resolve problems, find creative solutions, and avoid surprises. No two transactions are alike, so I adapt to represent each client’s unique challenges.

I am deeply invested in understanding what you do, how you do it, and your priorities. I analyze all aspects of a supply chain; I work to ensure everything lines up so you don’t have unexpected gaps. The same applies when I analyze the nuances of a contract.

I take pride in my responsiveness because when you have a problem, you need an answer. For me, it’s imperative to work diligently and deliver the best result possible. I will move mountains to meet deadlines, and you can trust me to get it done.

CLIENTS SAY:

“Rochelle is able to weed through difficult conversations, analyze complex issues, identify key factors, and resolve matters.”

“She brings dedication to quality with personal commitment to consistently deliver exceptional service and end products.”

“Rochelle is collegial and collaborative; it’s a pleasure having her work with company insiders and outside parties.”

“You can depend on her to meet deadlines because she’s willing to go the extra mile.”

RESULTS

BUSINESS

- In-house counsel for private company, and in-house assistant counsel for publicly traded global company
- Contract review and negotiation, and reorganizations for local and national businesses
- Business formation issues, choice of entity and governance, buy/sell agreements, and redemptions
- Employee and independent contractor relationships
- Confidentiality, license, and other agreements State regulation and taxation, and audit disclosures

SUPPLY CHAIN

- Purchasing, supply, and distribution agreements
- Multinational commercial contracts for diversified manufacturers, and oil and gas industry contracts

MERGERS & ACQUISITIONS

- All phases of strategic transactions: due diligence analysis, document preparation, and negotiation
- Acquisitions and divestitures of businesses (from \$100,000 to over \$100,000,000) for publicly owned and privately held companies
- Merger transactions and asset and stock acquisition transactions ranging in purchase price and complexity
- Shareholder redemptions, and individual shareholder buyouts
- Representation of buyers and sellers for various businesses and in diverse industries, including auto body and glass shops, professional floor finishing, and aquarium sales



HENSON EFRON

INTELLECTUAL PROPERTY

- Ownership and usage provisions in confidentiality, supply, distribution and license agreement contracts for various types of companies, including a diversified manufacturer
- Due diligence of intellectual property and domain name ownership in connection with mergers and acquisitions
- Drafting and negotiating intellectual property and domain name assignments

ASSOCIATIONS

PROFESSIONAL

- American Bar Association, Business Law Section

ADDITIONAL

- Assistant Adjunct Professor, Mergers and Acquisitions, Mitchell Hamline School of Law, Spring 2018
- Assistant Adjunct Professor, Business Organizations Hybrid, Mitchell Hamline School of Law, Spring 2017, Fall 2017
- Assistant Adjunct Professor, Mergers and Acquisitions, Mitchell Hamline School of Law, Fall 2016
- Assistant Adjunct Professor, Mergers and Acquisitions, William Mitchell College of Law, Spring 2014, Spring 2015

THOUGHT LEADERSHIP

ARTICLES & PRESENTATIONS

- Co-Presenter, myLawCLE: "Guiding Your Clients in Preparing Their Business for Sale: Due diligence, process, structures, and pre-deal documentation," 2024
- Co-Presenter: "Introduction to Mergers and Acquisitions: Process, Deal Structures, Acquisition Agreements," 2024
- Presenter, Minnesota CLE: "Getting the Company Ready for Sale," 2024
- Co-Presenter, American Law Institute CLE: "Drafting Asset Purchase Agreements: Standard (and Not-So-Standard) Clauses," 2024
- Co-Presenter, Minnesota CLE: "Asset Sales A to Z: Drafting the Purchase Agreement," 2022
- Co-Presenter: "Representing the Buyer in an Asset Purchase – The Nuts and Bolts of the Purchase Agreement & Closing Checklist," 2022
- Co-Presenter, Minnesota CLE Business Law Institute: "Purchase & Sale of a Business – Key Pre-Deal Matters: Letters of Intent, Non-Disclosure Agreements and Due Diligence," 2021
- Co-Presenter, Minnesota CLE Business Law Institute: "Purchase and Sale of a Small Business," 2020
- Presenter, Minnesota CLE Purchase and Sale of a Business Seminar, 2020
- Co-Author, Purchase and Sale of a Business Deskbook, Minnesota CLE, 2019
- Author, "Protecting Your Security Interest in an LLC Membership Interest: Methods and Considerations for Perfecting", Henson Efron Thought Leadership, September 18, 2018
- Co-Presenter, Minnesota CLE Business Law Institute: "Key Considerations for Supply Chain Risk Management in Contracts," 2017
- Presenter, Minnesota CLE Advanced Contract Issues for In-House Counsel: "5 Top-of-Mind Matters for Supply Chain Risk Management in Contracts," 2017
- Co-Presenter, Minnesota CLE Representing the Ongoing Business Deskbook Series: "How to Prepare and Negotiate Sales and Distribution Agreements," 2017
- Co-Presenter, Minnesota CLE The Complete Lawyer: "Starting a Business," 2016
- Co-Presenter of Legal Seminar Series at WomenVenture, 2013–2015
- Co-Presenter, Minnesota CLE Business Law Institute: "Multinational Commercial Contracts," 2011
- Co-Presenter, Minnesota Chapter the Association of Corporate Counsel Legal Sampler: "Hot Topics in Negotiating Commercial Contracts," 2011