## Structure and Organizational Exercises -

Do you think anyone really reads introductions and disclaimers like this?

Huge block paragraphs are not inviting.

Rework this section to make it much more readable, purposeful and clear.

- Break the following statement down into 6 to 8 paragraphs
- Isolate ideas, functions and purposes clearly.
- Add headings to make points or sections stand out.

Also, which is it? An "introduction" or a "disclaimer"? Separate agreements made by recipient. If it's both, separate those elements. Or is it a set of terms and conditions of document use?

## As It Appeared Before Editing

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The Company reserves the right to negotiate with one or more prospective purchasers at any time and to enter into a definitive agreement for sale of the Company without prior written notice to recipient or other prospective purchasers. Also, the Company reserves the right in its sole discretion to terminate, at any time, further participation in the investigation and proposal process by any party and to modify data, documentation and other procedures without assigning any reason therefor. Recipient agrees not to contact the Company's officers, employees, or affiliates, either directly or indirectly, without the Company's or EP's prior written consent. All communications, inquiries and requests for information relating to this Memorandum or to a possible transaction involving the Company must be addressed to:

[548 words]

As it Appeared After Substantive Editorial Revisions:

## **CIM Disclaimer and Terms of Use**

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No Representations or Warranties — Company and EP make no representation or warranty concerning the accuracy or completeness of information contained in this Memorandum or made available regarding any further investigation of the Company, including any estimates or projections. Moreover, they have no liability for any representations (expressed or implied) made here or elsewhere, or for any omissions from this Memorandum or any other written or oral communication transmitted to recipient during any evaluation of the Company. The only documents and information with any legal effect are those specifically presented in a definitive purchase agreement signed by all relevant parties.

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- Should become familiar with its obligations under the nondisclosure agreement.
- Must not copy, reproduce or distribute this Memorandum to any third party, except as permitted by the nondisclosure agreement.
- Shall return or destroy this Memorandum—and any other material relating to the Company recipient receives from EP or the Company—if recipient or the Company does not pursue this matter, consistent with the terms of the nondisclosure agreement.

• Shall secure EP's or the Company's prior written consent for any action inconsistent in any manner with these, or the nondisclosure agreement's, terms.

**No Liability** — Recipient acknowledges and agrees that Company and EP have no liability based on information, errors, or omissions in this Memorandum, whether the Company or EP knew or should have known of any such errors or omissions, or was responsible for or participated in their inclusion in or omission from this Memorandum.

**Rights Reserved by Company** — Company reserves the right to negotiate with one or more prospective purchasers at any time and to enter into a definitive agreement for sale of the Company without prior written notice to recipient or other prospective purchasers. Also, Company reserves the right in its sole discretion to terminate, at any time, further participation in the investigation and proposal process by any party, and to modify data, documentation and other procedures without assigning any reason therefor.

**Communication** — Recipient agrees not to contact Company's officers, employees, or affiliates, either directly or indirectly, without Company's or EP's prior written consent. All communications, inquiries and requests for information relating to this Memorandum or to a possible transaction involving Company must be addressed to: [496 words]