

## ATTORNEY PROFILE



### Paul D. Zicarelli

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#### Specialty Areas

Business Law  
Corporate Finance/M&A  
Franchise, Distribution and IP

#### Admissions

Minnesota State Bar

#### Education

University of Wisconsin –  
Lacrosse, B.S., Public  
Administration and Political  
Science, 1981  
William Mitchell College of Law,  
J.D., 1987

A shareholder with the firm, Paul brings more than 25 years of experience as an in-house counsel to his work with small and mid-sized companies seeking practical, cost-effective solutions to their legal needs on an outsourced basis.

Having worked in-house in industries such as insurance and investments, technology and manufacturing, and restaurants, Paul approaches legal issues from an insider's perspective and is attuned to the organizational needs, processes and culture that are specific to each business. Because he understands readily how a legal matter relates to a client's business needs, he is able to craft solutions that help clients execute business objectives within an appropriate legal framework. He combines sound legal advice with a flexible, innovative approach to billing.

The in-house counsel role has also allowed Paul to range across a broad spectrum of legal areas and issues. He offers counsel in the following fields:

- General Corporate Law
- Securities Law Compliance (public companies)
- Securities offerings (equity and debt)
- Real Estate Leasing
- Mergers and Acquisitions
- Corporate Governance matters
- Employment Law (employee benefits)
- Insurance Law (regulatory and coverage)
- Investment Law
- Marketing/Regulatory (FTCA):
  - Telemarketing/DNC rules
  - Email CANSPAM
- Franchising
- Finance:
  - Bank credit agreements
  - Public finance (equity/debt)

Immediately prior to joining the firm, Paul served as general counsel for Famous Dave's of America, where he worked for eight years. His understanding of complex legal issues, acquired in his prior senior in-house counsel positions, proved to be a



valuable asset in handling the day-to-day legal needs of a publicly traded restaurant company.

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