



LAW360

2017 MVP

Daniel Wolf

Kirkland & Ellis LLP's Daniel Wolf has spent the last year handling back-to-back billion-dollar deals in a variety of industries, including healthcare, real estate, private equity and technology, earning him a spot among *Law360*'s 2017 Mergers & Acquisitions MVPs.

His biggest accomplishment this year:

For Wolf, working on six large deals is a good year on its own, but handling that many deals in August alone made the normally slow month the busiest of his career, he said.

At the start of August, Wolf helped guide private equity firm Vista Equity Partners on a \$1.2 billion deal to sell off the communities and sports divisions of software-as-a-service company Active Network LLC to financial technology solutions company Global Payments Inc.

That same day, Kirkland represented Grubhub in a \$287.5 million cash deal for Yelp's Eat24 business.

Kirkland advised Vista again later that month, this time on the firm's \$1.55 billion bid to buy Advisory Board Co.'s education business.

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Wolf said he couldn't have made it through the record-breaking month without his team at Kirkland.

"There's no way any lawyer, I don't care who you are, could have successfully navigated six deals within a month," he said. "You know it's really just a credit to everyone here that I was able to do it without spreading myself too thin, and [I was] able to deliver great results for my clients on all of those deals."

His proudest moment:

While helping companies ink deals is the bread and butter of his work, Wolf said his work building Kirkland's M&A practice has been what he's proudest of.

After joining Kirkland from Skadden Arps Slate Meagher & Flom LLP in 2009, Wolf said he spent the past near-decade working to bolster the M&A practice at the firm historically known as a private equity powerhouse.

"To come to a place, which didn't historically have a significant public M&A practice, and build something from scratch, and now it's one of the premier M&A practices on the street, really is a very fulfilling part of the job," he said.

Why he became an M&A attorney:

Wolf said teachers would always tell his parents he should be a lawyer.

Rather than take it as an insult, he took the advice to heart and found a practice that he called a happy marriage of cooperation, competition, negotiation and argument.

He even likened his work to the attorney equivalent of a diplomat.

“Ultimately, the goal is to reach a treaty, not to go to war,” he said.

His advice for young M&A attorneys:

For new attorneys looking to succeed in the M&A space, Wolf said it’s crucial for them to dig into any opportunity they can.

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“The opportunity to grow, learn and develop in the M&A space depends on keeping your eyes, ears and mind open to everything that’s going on around you,” he said. “The more you watch it, the more you listen to it, the greater understanding you’re going to have, and you’ll really have a chance to succeed.”



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