



Cleveland Partners Co-Publish Article on Employee Benefits Due Diligence in Crain's Cleveland

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Jeff Smith and **Melissa Dials** co-authored an article in Crain's Cleveland titled *Employee benefits due diligence should be at top of M&A Checklist*. In it, Jeff and Melissa outline why employers and investment groups have historically given little attention to personnel and employee benefit issues when contemplating acquisitions, and why they should now.

"Nothing can sour a deal like learning (after the fact) that not only did you acquire a new company, but you also picked up several millions of dollars in liabilities," they wrote. "A due diligence review should be done early on to determine how these issues may impact the buyer's desire to complete the transaction, and how these issues might affect the purchase price."

Read the full article in [Crain's Cleveland](#).

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