



Laurie A. Martin Montplaisir

Partner

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Laurie A. Montplaisir concentrates her practice in the areas of finance, secured lending, corporate transactions, participations and workouts, and business acquisition and sales, with an emphasis in the asset based lending and factoring industry. She has significant experience in due diligence, purchase agreements, financing documentation, forbearance and workout documents, and interparty documentation in alternative lending transactions. Montplaisir frequently serves as outside general counsel to her clients on a myriad of legal issues related to business formation and structuring, financing, contract negotiation and drafting, transactional matters, employment matters, general business needs, and litigation.

Montplaisir is the Founder of the International Factoring Association (IFA) Midwest Chapter established October 2018. She often is a lecturer for the IFA, conducting webinars and seminars, and participating as a legal moderator at annual conference legal panels.

Education

- J.D., *Cum Laude with Honors*, Loyola University School of Law
- B.S. in Finance and Minor in Psychology, *with Honors*, Purdue University

Bar & Court Admissions

- Illinois
- New York
- U.S. District Court, District of Northern Illinois

Practices

- Commercial and Real Estate Lending
- Financial Services
- Litigation and Dispute Resolution

- Artificial Intelligence (AI)

Industries

- Financial Services

Representative Experience

- Advised private and publicly traded companies in establishing and maintaining factoring operations, including drafting of all factoring documentation, establishing operations and procedures and compliance with best practices.
- Counseled factoring clients in negotiating and documenting multi-million dollar bank credit facilities.
- Represented a prominent regional bank in negotiating and documenting a credit facility to a factoring customer.
- Advised clients regarding litigation matters related to breach of contract, fraud and the fraudulent transfer of assets.
- Represented a manufacturing client in connection with the acquisition of several businesses, including conducting due diligence, negotiation and drafting of various acquisition documents and employment, consulting and non-competition agreements.
- Negotiated drafts and reviewed client and vendor contracts for various service industries clients.
- Represented a manufacturing client in sale of business to publicly traded foreign company, including the negotiation and drafting of various sale documents and resolution of issues among equity owners related to the sale.
- Represented clients in issuing non-consolidated opinions and true sale opinions in connection with a wide variety of commercial paper and asset securitization programs in diverse types of financial assets.

Professional Associations

- Member, Chicago Bar Association
- Member, American Bar Association
- Member, Catholic Lawyers Guild of Chicago
- Member, International Factoring Association (IFA)
- Founder, IFA Midwest Chapter

Awards & Recognitions

- 2021 Top Women in ABL

Seminars and Presentations

- Panel Speaker, International Factoring Association Lightning Legal Panel", May 2024
- Panel Speaker, "International Factoring Association Lightning Legal Panel", May 12, 2023
- Panel Speaker, "International Factoring Association Roundtable for Women in Commercial Finance", May 6, 2022
- Co-Presenter, "SFNet 2022 Independent Financing Roundtable," April 7, 2022
- Panel Speaker, "Roundtable for Women in Commercial Finance," May 14, 2021
- Webinar, "Serving on a Not-for-Profit Board: What Attorneys Need to Know about Obligations and Potential Personal Liability," March 10, 2021
- Interview, "ABL Advisor's Video Series," August 21, 2020
- Speaker, "IFA COVID-19 Webinar," April 30, 2020
- Speaker, "2020 IFA Conference," March 2, 2020

Publications

- Co-Author, "California Commercial Lenders Beware: UDAP Doesn't Only Apply to Consumer Lending Anymore", October 9, 2023
- Author, "New York DFS Issues Final Commercial Lending Disclosure Regulation," February 13, 2023
- Author, "Don't Volunteer for Trouble: Minimizing Personal Liability When Serving on the Board of Directors for Not-for-Profits", December 29, 2020
- Author, "How to Respond to Requests for Client Overadvances Under the CARES Act", April 10, 2020