

# Katie Zogleman

## Shareholder

Katie Zogleman is a go-getter and knows how to get things done. Prior to her law degree, Katie grew up in western Kansas and earned a degree in psychology and organizational leadership from Fort Hays State University. Based on that foundation, her strengths lie in developing working relationships with businesses and understanding individuals. This framework helps her to work efficiently and assertively on large or critical transactions, manage the many moving parts, work through problems and move deals forward.



**Practical advice for technology, manufacturing and dealer/distributor clients.** Katie's practice is focused on providing outside general business counsel to privately held companies, with particular expertise in technology, manufacturing and dealer/distributor industries. She finds learning about the "big picture" of a client's business (and its people) to be the most rewarding part of the practice and tailors her advice to fit within each client's overall business goals. For many of her clients, Katie works with their CEOs, COOs and CFOs on a daily basis to provide timely and forward-thinking advice in order to keep their business operations running and growing. With the global reach of many clients' operations, Katie has first-hand experience guiding her clients through the process of international expansion.

**A proven track record in mergers and acquisitions.** Beyond general business advice, Katie spends the majority of her time assisting clients with mergers, acquisitions and reorganizations, where she has extensive experience guiding clients through the legal and practical processes of selling a business, transitioning a business to new ownership, or buying another business. She enjoys learning the details about every new business and working for clients to focus on the deal points that provide the most impact.

**Working to identify, protect and monetize intellectual property.** Katie also spends a great deal of time working on intellectual property and information technology issues, including mergers and acquisitions due diligence and transfer matters, software development, licensing and professional services agreements, reseller agreements, data collection, privacy and licensing matters, trademark applications and asserting and defending trademark and copyright infringement and unfair competition claims.

**A dedicated attorney who will move your business forward.** Beyond her expertise, Katie is known for her work ethic and dedication to clients. Katie prides herself on acting quickly and efficiently, and offering individualized solutions to her clients' needs. When unexpected issues arise, she tackles them right away to resolve the problem rather than letting it hang over the deal. She is always focused on a client's overall business and understands that any legal services rendered need to fit within the overall business and goals.

## Representative M&A Transactions

- Private heavy machinery manufacturing company in \$68 million sale to strategic buyer
- Private scrap metal business in \$26 million sale to strategic buyer
- Private hardscape manufacturing company in \$22 million sale to public company
- Franchisor in strategic re-franchising transactions resulting in the sale of over 500 restaurants to multiple franchisees
- Private data collection and licensing company in strategic purchase of Canadian data collection and licensing company
- Private IT consulting company in purchase of United States business and post-closing international expansion

## Professional Affiliations

- Fort Hays State University, Foundation Board of Trustees (2019 to present)
- Lawyers Association of Kansas City, Board Member (2015-17)
- Lawyers Association of Kansas City – Young Lawyers Section (Treasurer, 2011-12, Public Service Chair, 2010, Board Member, 2008-09)
- American Bar Association
- The Missouri Bar
- Kansas Bar Association

## Awards and Accomplishments

- Missouri & Kansas Rising Star, Business/Corporate Law, 2013
- Kansas City Metropolitan Bar Association (2009 Bar Leadership Academy Graduate, 2010 Bar Leadership Academy Steering Committee)

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## Education

University of Kansas, J.D., 2003, Order of the Coif, Rice Scholar (Based upon merit and leadership skills), Articles Editor, Kansas Law Review  
 Fort Hays State University, B.A. Psychology, Emphasis in Organizational Leadership, 2000, summa cum laude

## Admissions

Kansas  
 Missouri

## Services

- [Corporate Law](#)
- [Mergers & Acquisitions](#)
- [Data, Privacy, and Technology](#)
- [Intellectual Property](#)
- [Commercial Lending](#)
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