



Sussan P. Harshbarger

Partner

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Location

6070 Poplar Avenue
Suite 300
Memphis, TN 38119

Honors

Highest Professional AV Rating by *Martindale-Hubbell Law Directory*. Peer references stated that, "Sussan is an excellent advocate for her clients and she is prompt in her communication with all parties. She has a clear understanding of the law and is willing to diligently pursue any avenue necessary to achieve the outcome best suited for her client." "She quickly became the "go to" attorney on real estate and business transactional matters. I would not hesitate to refer clients to Ms. Harshbarger."

Education

1990 - J.D., with honors,
University of Memphis (formerly
Memphis State University);
Articles Editor, University of
Memphis Law Review

1987 - B.A., cum
laude, University of Memphis

Admissions

Tennessee

United States Court of Appeals,
Sixth Circuit

Sussan Harshbarger concentrates her practice in the areas of financial transactions, mergers and acquisitions, hotel transactions, commercial and real estate acquisition, development and disposition and general corporate matters. She is a member of the Firm's Real Estate & Lending Service Team.

Born in Mexico City, Mexico and raised in a multi-cultural environment, Sussan is fluent in the Latin American Culture and can speak, read and write Spanish fluently. Using her unique background, Sussan has advised clients doing business in Puerto Rico and Latin America as well as foreign clients doing business in the United States.

Sussan has experience in negotiations, transactions, title and survey evaluations, corporate, general business matters and international business matters. She also regularly acts as local counsel on multi-state loan transactions, advising on Tennessee indebtedness tax and providing local counsel guidance and opinions.

Representative Matters

- Representing clients in multi-state commercial real estate acquisitions.
- Advising and representing clients in hotel acquisitions, hotel management, financing and dispositions.
- Representing and advising clients in the acquisition and leasing of shopping centers.
- Representing borrowers and lenders in hundreds of commercial lending transactions, most often involving commercial real estate.
- Advising companies doing business with Latin American companies or Spanish speaking entities using her fluency in Spanish and her cultural understanding of Latin America.
- Representing publicly held and private companies in the acquisition of assets and companies for growth and new business enterprises.
- Advising and representing numerous entrepreneurs in the growth and sale of their businesses.
- Advising business executives of a long term care company in analyzing, negotiating, documenting and closing numerous purchases and sales of health care facilities.
- Representing clients in day to day corporate matters including, acquisitions and sales of goods, service agreements and software and other intellectual property agreements.
- Representing entities in numerous acquisitions and disposition of business units including preparation and negotiation of asset purchase and sale agreements, stock or membership interest purchase and sale agreements, joint venture agreements and licensing agreements.
- Representing numerous business executives for service industries including preparation and negotiation of contracts, non-compete agreements, confidentiality agreements, dispute settlement agreements and other general business services.
- Advising individuals and entities on considerations of entity structure including creation of entities.
- Representing corporate clients in international business transactions.

Professional Experience

- General Counsel and Vice President to Boatmen's National Mortgage, Inc.
- Corporate Counsel, Vice President and Assistant Secretary to BEP Services, L.P. f/k/a ServiceMaster, Diversified Health Services

Professional Activities and Memberships

- Memphis and Tennessee Bar Associations
- Association for Women Attorneys
- Tennessee Bankers Association

Civic Involvement

- Mid-South Latino Chamber of Commerce
- Leadership Memphis Executive Class 2015

Interests

- World travel

Languages

- English and Spanish: fluent (reading, writing and speaking)