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DEALMAKERS OF THE YEAR WINNER

GEORGE SAMPAS, GIBSON
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George Sampas, Co-Chair of the M&A Practice Group, Gibson Dunn & Crutcher

What qualities make a great dealmaker?

It's a combination of the following: listening closely to your client and understanding the business goals, doing your best to understand what your counterparty is trying to achieve, understanding your and your counterparty's leverage, consistency in messaging, experience, and judgment.

What recent market factors have been the most challenging in your practice area?

Instability in global politics, tariff volatility, interest rate increases and regulatory uncertainty.

A prospective client calls and asks why you or your team should be retained. What is your response?

Let me hear more about the prospective transaction so I can let you know if we are the right firm.