

Geoffrey Etherington

Counsel

Stamford

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Jeff brings extensive experience in mergers and acquisitions, particularly within the insurance and financial services sectors.

OVERVIEW

Jeff represents a diverse range of clients, including reinsurers, insurance carriers and brokers, service contract providers, private equity investors, and financial services companies. He coordinates complex, time-sensitive transactions that require multidisciplinary legal teams.

Jeff has a unique perspective, shaped by his tenure as a CEO in the manufacturing industry and his representation of lenders and hedge funds. This background allows him to understand the intricacies of business operations, budgeting, and cash flow management, making him a trusted advisor in high-stakes transactions.

Jeff navigates complex deals with precision and efficiency through a comprehensive approach and dedication to achieving clients' strategic goals.

REPRESENTATIVE MATTERS

- Advised Ambac Financial Corporation on its acquisition of Riverton Insurance Agency and the purchase of the majority interests in All Trans Risk Solutions and Capacity Marine Corporation.
- Represented insurance producer Signers National in a strategic minority investment by CIVC Partners.
- Counseled JM Family Enterprises, Inc., on its acquisition of Futura Title & Escrow LLC.
- Facilitated the sale of PermaPlate Film's automotive protective film business to Xpel, Inc.
- Represented Industrial Alliance Insurance and Financial Services in the acquisition by merger of IAS and its vehicle service contract and aftermarket products business from Genstar and other stockholders, as well as the acquisition of Dealers Assurance Company and its vehicle service contract business.
- Advised Maguire Insurance Agency on the acquisition of the staffing insurance business of World Wide Specialty Programs, Inc.
- Guided 1251 Capital on the acquisition of Pioneer Pacific Insurance Company from its stockholders, expanding its portfolio in the insurance sector.
- Represented Palladium Equity Partners in its sales of DolEx Dollar Express and its money remittance business to a group of investors and Pronto Insurance to Arthur J. Gallagher.

- Oversaw multiple acquisitions by AmTrust Financial Services of producers, insurers, renewal rights transactions, and reinsurance matters, including AmeriHealth Casualty from Independence Health Group, Republic Companies from Delek Group, First Nationwide Title Agency from its stockholders, and renewal rights from Tower Insurance.

TOP AREAS OF FOCUS

- Debt Finance
- Financial Services
- Insurance + Reinsurance
- Private Equity

ALL AREAS OF FOCUS

- Corporate
- Debt Finance
- Financial Services
- Insurance + Reinsurance
- Insurance Transactional + Regulatory
- Mergers + Acquisitions
- Private Equity

PROFESSIONAL/COMMUNITY INVOLVEMENT

- Member, Connecticut Bar Association
- Member, Massachusetts Bar Association

EDUCATION AND CERTIFICATIONS

EDUCATION

- University of Chicago Law School, J.D., 1982
- Harvard University, A.B., 1978

BAR ADMISSIONS

- Connecticut
- Massachusetts

SPEAKING ENGAGEMENTS

- Speaker, “Drafting agreements/website terms and conditions,” ExecuSummit Webinar, July 16, 2020.

PUBLICATIONS

- Co-author, “Delaware Now Permits Exculpation of Corporate Officers,” Locke Lord, August 4, 2022.

- Co-author, “Using SPACs in the Insurance Industry,” *Bloomberg Law*, February 5, 2021.
- Co-author, “Beyond MAE,” *New York Law Journal*, October 16, 2020.
- Co-author, “Payments Charter 1.0,” *Locke Lord QuickStudy*, July 1, 2020.