

NOTE TAKING OUTLINE

Creative Ways to Increase the Pot and Manage Your Odds in Bankruptcy Sales

Monday October 9, 2017
12:00 – 1:00pm

By Judge Christopher M. Alston (United States Bankruptcy Court for the Western District of Washington), Omar J. Alaniz (Baker Botts L.L.P.), David Peress (Hilco Streambank), and Melinda Teter (BMS)

I. Setting the Stage

- A. Overview of Section 363 Sales
- B. Key Players in Asset Sales

II. Finding Value in Unusual Assets

- Litigation
- Intellectual Property
- Customer Lists
- Over-encumbered Property
- Other Assets

III. Practical Side of Liquidating Assets

A. Bid Procedure and Sale Process

- Notice Issues
- Stalking Horse
- Approval of Bid Procedures
- Contract Assignment
- Auction Procedures
- No Auction
- Jilted Bidders and No Bidders
- Sale Hearing

B. RealAssist™

IV. Closing Remarks