



David J. Charles
Shareholder
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Since 2007, *Chambers USA* has ranked David one of America's "Leading Lawyers" in mergers and acquisitions in Northern Virginia. He counsels clients on a broad range of business and corporate matters, including:

- Entity formation
- Capital structures
- Employment, non-competition, non-solicitation and confidentiality agreements
- Mergers and acquisitions
- Joint ventures
- Strategic restructuring plans
- Aligning corporate strategies with business goals

David has substantial experience structuring business transactions, negotiating financial and legal deal terms and drafting related documents. He has advised clients on more than 50 M&A transactions involving both public and private companies operating in a variety of industries, such as information-technology products and services, defense, energy, healthcare, e-commerce, financial services, consulting services and aviation services.

Prior to joining Rees Broome, David was a partner with Pillsbury Winthrop Shaw Pittman LLP. David also served as the General Counsel and Vice President of Business Development for thinkXML, Inc, a 50-person privately-held software company. He was responsible for negotiating and documenting all corporate legal matters, including software licenses, OEM agreements, employment agreements and office leases.

David was individually singled out in the 2011 edition of *Chambers USA Client's Guide to America's Leading Lawyers for Business*. The Guide notes that sources describe him as a "very fine practitioner," whose diverse experience includes transactional matters, corporate governance advice and the drafting and negotiation of a variety of business contracts."

Professional Credentials

- Graduate, with honors, The Johns Hopkins University
- Graduate, with honors, Georgetown University Law Center
- Barred in Virginia and the District of Columbia

Publications and Presentations

- "When Opportunity Knocks", Executive Commercial Real Estate Briefing
- Panelist, Virginia Continuing Legal Education Program – *Negotiating the Purchase and Sale of a Business*
- Panelist, Pillsbury/Clifton Gunderson Program – *Moving Ahead, M&A Trends in 2010*
- "Lessons from the Bus Stop in Dispute Resolution" (May 2008 *Washington Technology*)
- "Investment Bankers Help Navigate Tricky M&A Waters" (July 2007 *Washington Technology*)
- Author of chapters on M&A transactions and business governance, *NVTC Executive's Legal Deskbook*, 2011, Northern Virginia Technology Council, General Counsel Committee

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