



David A. Johnson, Jr.

partner

David helps owner-led businesses in industries undergoing consolidation turn ambition into executable strategy. He works alongside business owners, management teams, investors and in-house counsel through acquisitions, capital raises, ownership transitions, restructurings, exits and other transformative business events.

David has particular experience advising registered investment advisers, insurance agencies, healthcare businesses and other companies in these consolidating markets. He helps clients build the governance, ownership and capital structures that support growth through acquisition. Whether preparing for a first acquisition, executing a buy-and-build strategy or positioning a business for institutional investment or an eventual exit, David provides practical legal counsel aligned with his clients' long-term objectives.

Because he serves as a long-term advisor to many of his clients, often across multiple transactions and ownership stages, David approaches each transaction as one step in a broader trajectory rather than an isolated legal event. His experience representing clients both before and after closing helps him anticipate issues, develop practical solutions and navigate challenges as they arise.

REPRESENTATIVE MATTERS

Strategic Transactions

- Lead buy-side and sell-side representation in platform, add-on and tuck-in acquisitions across the financial services, healthcare, manufacturing, technology and business services sectors.
- Represented sellers in complex M&A transactions, including transactions requiring Hart-Scott-Rodino antitrust clearance.
- Serve as long-term transaction counsel to clients through a series of acquisitions, dispositions, recapitalizations and other strategic transactions involving registered investment advisers, insurance agencies, physician practices, software companies and other privately held businesses.

CONTACT

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Pronouns: he / him / his

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EDUCATION

Case Western Reserve University
School of Law, J.D., 2009

University of Illinois at Chicago,
B.A., 2005

SERVICES

Mergers & Acquisitions

- Financial institution regulation and corporate governance
- Tax
- Transaction structuring
- Due diligence
- Family office

Business Growth & Operation

- Business transactions
- Organization, planning and financing
- Venture capital and private equity
- Corporate governance
- Executive compensation
- Compliance, including antitrust, licensing and franchising

Capital Formation and Strategic Growth

- Advise clients on acquisition financing, capital formation and business restructurings that support long-term growth.
- Structure ownership and governance arrangements that align management, investors and long-term business objectives.
- Represent borrowers in senior, junior and mezzanine financings and advise companies in private securities offerings and other capital raising transactions.

BAR ADMISSIONS

- Illinois
- Wisconsin
- U.S. District Court for the Central District of Illinois
- U.S. District Court for the Northern District of Illinois (Trial Bar)
- U.S. District Court for the Eastern District of Wisconsin
- United States Tax Court

PUBLICATIONS

- “Five steps for performing due diligence on an acquisition target’s use of generative AI,” *The Counselor (ISBA)*, November 2023
- “Planning required when sale of partnership assets includes deferred compensation,” *The Counselor (ISBA)*, March 2022
- “Expansion of private equity into the accounting industry: Some considerations when representing the seller,” *The Counselor (ISBA)*, December 2022

PROFESSIONAL ASSOCIATIONS

- Chicago Bar Association, Business Transactions Committee
 - Co-Chair, 2025-present
 - Chair, 2023-2025
- American Bar Association
- Illinois State Bar Association, Business Advice and Financial Planning Section, Chair, 2024-2025
- The American Bar Foundation, Fellow, 2023
- Chicago Bar Association’s Young Lawyer Division, Environmental Law Committee, Former Co-Chair/Co-Founder

HONORS | AWARDS

- Illinois Leading Lawyers, Emerging Lawyer in Closely & Privately Held Business Law, 2019-2021
- Illinois Super Lawyers, Rising Stars Edition
- CALI Excellence for the Future Award® in Bankruptcy
- American Bankruptcy Institute Medal of Excellence
- Chicago Bar Association’s Young Lawyer’s Division, David C. Hilliard Award for Outstanding Committee Service, 2010-2021

COMMUNITY

- Kenilworth, Illinois Public Library District, President and Trustee
- Village of East Hazel Crest, Village Trustee, 2003-2007
- East Hazel Crest Library District, Trustee, 2003-2005; Treasurer, 2003-2005
- East Hazel Crest Volunteer Fire Department, Volunteer Firefighter, 2003-2006

SERVICES (CONTINUED)

- Business succession planning
- Family office
- Private fund formation

Entrepreneurships & Startups

- Capital raising
- Entity formation
- Operations, transactions and governance

Banking & Finance

Health care

Technology

- East Hazel Crest Fire Department Association, President, 2003-2005