

Selling Ahead of Availability: Lessons Learned on Funding, Transparency, and Corporate Governance From the Theranos Saga and Elizabeth Holmes Criminal Conviction

Building and funding a life science company in a "move fast and break things" culture brings inherent challenges as the pressure to grow competes with the "do no harm" ethic and legal obligations to investors and customers. The session covered lessons learned from Theranos' meteoric rise and fall, including a review of facts revealed in the Elizabeth Holmes trial and conviction. This panel included emerging company lawyers with in-house experience, who routinely help companies and investors navigate fundraisings, disclosure and due diligence obligations, and corporate governance, as well as a seasoned white-collar litigator who regularly advises on high-stakes criminal, legislative, and regulatory investigations and proceedings, internal investigations, and securities and other litigation.

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