

# Lisa M. Schultes

NONPROFIT ORGANIZATIONS CHAIR

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Utilizing her experience as a certified public accountant, Lisa Schultes brings great depth and business acumen to her practice in the areas of nonprofit organizations law, corporate law, succession planning, and mergers and acquisitions.

She counsels clients in the intricacies of forming new business entities, joint ventures, and nonprofit and tax-exempt organizations. For her nonprofit clients, Lisa serves as primary outside legal counsel and trusted advisor, representing national public charities, private foundations, health care organizations, trade associations and social welfare organizations. Lisa advises clients on governance issues, complex business structures, strategic alliances, and the protection and licensing of intellectual property. She also works closely with nonprofit clients on annual legal reviews and strategic planning.

Because of her 30 years of successfully negotiating and closing transactions, clients seek Lisa's representation in the purchase and sale of existing businesses through asset purchase transactions, stock purchase transactions, mergers and member substitution agreements. She has been the lead counsel and negotiator in numerous large, complex transactions in a variety of industries, including transactions involving tax-exempt organizations ranging from \$10 million to \$1 billion. Her experience also includes the filing of necessary notification forms and documents with the Federal Trade Commission and Justice Department in large transactions to comply with the Hart Scott Rodino Act.

Corporate, educational and institutional clients from a variety of fields benefit from Lisa's assistance in developing and forming new entities to license or commercialize technological breakthroughs. She also works closely with family-owned businesses to provide a full array of legal services, including annual legal reviews and succession planning.

## Education

- University of Kansas (J.D., 1985)
  - Order of the Coif
- University of Kansas (B.S., *summa cum laude*, 1980)
  - Accounting

## Capabilities

- Nonprofit Organizations
- Corporate & Transactional
- Antitrust
- Joint Ventures & Strategic Alliances
- Mergers, Acquisitions & Divestitures

## Bar Admissions

- Missouri, 1985
- Kansas, 2005

## Court Admissions

- United States Supreme Court
- U.S. District Court, Western District of Missouri

## Memberships

- Co-founder and Instructor of the Polsinelli Transactional Law Center at the University of Kansas Law School
- The Missouri Bar
- Kansas Bar Association
- Kansas City Metropolitan Bar Association
- University of Kansas School of Law
  - Board of Governors
- Swope Health Foundation
  - Past President, Director
- Caritas Clinics, Inc.
  - Past Vice President, Director
- Centurion Leadership Program of the Greater Kansas City Chamber of Commerce, Alumnus
- Leadership Northeast Johnson County, Kansas Alumnus

## Recognition

- Selected for inclusion in *Best Lawyers in America*® for Non-Profit/Charities Law, 2025-2026
- Named as a 2018 BTI Client Service All-Star by BTI Consulting Group, 2018
- Named to the Registry of Preeminent Women Lawyers by Martindale Hubbell, 2011
- Recipient, Junior Achievement's and *Kansas City Business Journal's* Up and Comers Award for Community Involvement
- Recipient, Estate Planning Award, Kansas Bankers Association
- AV Rated Martindale Hubbell
- Certified Public Accountant