POLSINELLI

Michael C. Gillette

CORPORATE MERGERS & ACQUISITIONS VICE CHAIR

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Michael Gillette is a partner in Polsinelli's Phoenix office, Vice Chair of the firm's national Corporate M&A Practice Group and a member of the firm's Real Estate Industry Group.

Michael's day-to-day mergers and acquisition practice centers on the formation and running of deal teams to explore, structure, negotiate and close complex commercial transactions, and more specifically on the representation of emerging and established companies, investors, funds and founders in connection with a range of strategic buy and sell side acquisitions and divestitures. Given the interdisciplinary approach that Polsinelli employs to provide clients with complete transactional solutions, Michael's role routinely involves the coordination of subject matter experts across the firm's other practice groups in areas such as tax, antitrust, labor and employment, ERISA, environmental, regulatory and litigation to meet transaction specific needs and ensure exceptional client results.

In addition, Michael is an active member of the Real Estate Industry Group, which serves as a nexus point of collaboration among the firm's corporate and real estate transactional groups and resources. In such capacity, Michael regularly collaborates with subject matter experts across the firm's Real Estate practice group in connection with the formation of complex joint ventures for developers, sponsors and investor groups, as well as related acquisition, finance, development and divestiture of commercial, industrial and multifamily projects across the United States.

Education

- Columbia University (J.D., 2006)
  - Stone Scholar
- Quinnipiac University (B.S., *summa cum laude*, 2003)

Bar Admissions

- Arizona, 2011
- California, 2006

Memberships

Capabilities

- Corporate & Transactional
- Mergers, Acquisitions & Divestitures
- Private Equity - Mergers & Acquisitions
- Health Care Mergers & Acquisitions
- Joint Ventures & Strategic Alliances
- Health Care
- Private Equity
- Behavioral Health
- Post-Merger Integration

- Arizona Business Council
- Arizona Association of Providers for People with Disabilities
- Arizona Bar Association
- California Bar Association
- Alliance of M&A Advisors (National Advisory Council Member)

Recognition

- Recognized as a Stellar Performance Lawyer by Thomson Reuters, 2026
- Selected for inclusion in *Best Lawyers in America*® for:
    - Mergers and Acquisitions Law, 2025-2026
    - Corporate Law, 2022-2026
    - Business Organizations (including LLCs and Partnerships), 2020-2026

Matters

Representative Transactions

- Represented numerous health care service providers in connection with acquisitions by strategic and financial buyers across the United States.
- Represented a national physician staffing organization in connection with a sale to a strategic buyer.
- Represented an education industry client in connection with complex domestic and international joint ventures, strategic partnerships, acquisitions and divestitures.
- Represented a real estate investment company in connection with the formation of complex joint ventures with institutional partners, and the related acquisition, financing, development and divestiture of commercial projects across the United States.
- Represented a COVID testing and vaccine services provider in connection with expansions throughout the United States, together with related regulatory and legal matters.
- Represented a REIT in connection with the formation of a complex joint venture to acquire a portfolio of skilled nursing facilities.
- Represented a restaurant operator and food distributor in connection with a leveraged recapitalization and ongoing joint venture.
- Represented a broker dealer in connection with the formation and qualification of a registered investment advisor affiliate.
- Represented numerous high net worth individuals in connection with complex business divorces and related reorganizations.
- Represented a foreign information technology service provider in connection with the creation of U.S. subsidiaries and ongoing regulatory and corporate matters throughout the United States.
- Represented a foreign vehicle manufacturer in connection with the creation of U.S. subsidiaries and ongoing regulatory and corporate matters throughout the United States.
- Represented an investor group with the acquisition of a portfolio of multi-family properties in multiple states, as well as the subsequent syndication of interests relative thereto.

Publications

2022
Middle Market M&A: Handbook for Advisors, Investors and Business Owners, 2nd Edition
Contributor and Reviewer