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Mikail Clark is a Senior Associate in Kilpatrick's Corporate Mergers & Acquisitions and Securities (MASC) team. Based out Charlotte, his practice focuses mid-market mergers and acquisitions. He repre private equity firms with platform and add-on acquisitions and financing in a wide variety of industries, including manufacturing, financial services, technology, retail and consumer goods also represents strategic buyers and sellers in c aspects of the deal life cycle. Additionally, Mika represents emerging companies, founders, vent capital firms, and investors in early-stage finan

Mikail was recognized in 2026 and the five year immediately preceding as one of the "Best Law Ones to Watch" for Corporate Law by *The Best Lawyers in America*®. He was also named one o *Business North Carolina* magazine's "Young Gu (Best Under 40)" in 2024.

**What is the focus of your practice?**
My practice has three buckets. The predominar bucket is buy-side, mid-market, M&A work. I represent both strategic and financial buyers. Strategic buyers are often larger companies acquiring smaller companies with the goal of achieving economies of scale or growing the sc their business. Financial buyers are mostly priv equity clients who are either acquiring an initial company in a transaction we call a platform acquisition, or another entity in the same indust their platform, which is an add-on acquisition.

sufficient working capital or what transition services the seller must provide to the buyer and how the seller will be compensated for these services. It is always rewarding to walk a client through these issues and then work together to identify a reasonable solution that both protects our client's interests and moves the deal forward.

**Did you always know that you wanted to do M&A work?**
I knew I wanted to do M&A work before going to law school. Deciding to go to law school, however, wasn't something I was thinking about as I started college. I initially was planning to go into accounting or perhaps investment banking, so my undergraduate degrees were in international business and business marketing, and then I pursued an MBA. During my MBA, I took a business law class which completely changed my trajectory. I always knew that I was going to do something business-related, so once I did decide to go into law,

are very supportive of these efforts. We are provided with significant resources and mentoring. It also helps that Kilpatrick enjoys such a stellar reputation in the business community. The combination of Kilpatrick's resources and my personal efforts have already yielded several clients, and I look forward to growing my practice further.

**What advice would you give to a more junior associate who is looking to build their own practice?**
First, I have to emphasize that that's not the path for everyone. Some people would much rather devote their time to the work itself and not develop business, and that's OK – we need both rainmakers and those who will expertly do the work that is being brought into the Firm. But if you are looking to build a book of business, I think that it's never too early to start thinking about creating and leveraging opportunities to build relationships. For

broadly homogenous. So, we must differentiate ourselves through our attentiveness, thoughtfulness, and creativity – the hallmarks of a great service provider. We also differentiate ourselves by being relatable and easy to talk to – the kind of person a client would feel comfortable trusting.

**You had mentioned that getting involved with a local chamber of commerce is a great way to build relationships. Is it also an important avenue to contributing to your community?**
I believe it is. When I moved to the Charlotte area, made it a priority to find a local chamber because in my previous experience, it is the fastest way to become involved in one's community. So, from the start of my involvement with the Union County Chamber, I made sure to be actively engaged by attending events and volunteering. In 2020, I went through the Chamber's leadership class, then joined the Chamber's board. Being on the board

always knew that I was going to do something business-related, so once I did decide to go into law, I knew I wanted to do corporate work, and in particular deal work.

**What made you join Kilpatrick?**
There were a couple of reasons for choosing Kilpatrick. First, it was the opportunity to do highly sophisticated work and to be exposed to a wide variety of deal structures and industries. Second, it was the opportunity to work closely with Will Joyner, a Winston-Salem-based partner in our group who's an exceptional attorney and an amazing mentor. I would say that the decision to work with Will has been transformative for my career. I've learned so much from him and continue to learn with every new project we work on together. He is also very supportive of my efforts to develop my practice.

**Does Kilpatrick provide a good platform to develop your practice?**
Definitely. While practice development is ultimately up to the individual, the Firm and the MASC team too early to start thinking about creating and leveraging opportunities to build relationships. For the most part, you'll need to make these opportunities yourself by targeting and attempting to make meaningful connections with decision-makers at prospective clients. Ultimately, if you want to grow your practice, it's up to you: you can't and shouldn't rely on anyone else to do so.

Even though your first and foremost task as a junior associate is to develop your core competencies and become a good attorney, you can still devote some time to practice development. For me, this path included getting connected with local chambers of commerce and incubators, and also reaching out to build relationships with other professionals who serve the same type of clients as I do – accountants, investment bankers, and so on.

I think it's also important to note that this process takes time and it can't be rushed. It's a sales proposition where our technical services are through the Chamber's leadership class, then joined the Chamber's board. Being on the board has allowed me to learn about the business needs of the members and also to help implement many changes to serve our members better. While I've been serving on the board, we've changed the dues structure, launched a public policy arm, and revamped policies, articles, and bylaws.

One of the biggest initiatives that I'm involved with in the Chamber is the public policy committee, which is tasked with publishing and updating an annual legislative agenda, so that ou members are aware of federal, state, and local legislation that is likely to impact them. We primarily focus on three areas: workforce development, infrastructure, and tax and regulatory landscape. We also help with advocac on the most pressing issues for our members. My involvement with the Chamber has been a lot of work, but it's very rewarding to see the positive role that the Chamber is playing in the local business community.

03

Related People



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