

SEMINAR

Contract Review, Negotiation & Analysis

Master the art to maximize your efficacy

Successful commercial lawyers must master the art of helping business people accomplish their goals while minimizing legal risk and liability. Your ability to spot key issues in commercial transactions, understand the potential business impact of the various methods of addressing those issues, and promote practical resolution of the issues is vital to your efficacy. The experienced panelists provide valuable tips and insights on how to help clients accomplish their business objectives, understand legal risks, and make informed decisions when conflicts arise. They update you on recent case law, review select commonly encountered agreements, and address a wide range of time-tested techniques and important topics affecting commercial transactions today. Ask questions to customize your conversation with the experts!

Agenda

- How Understanding Your Client's Business Needs and Priorities Can Help Structure an Efficient Drafting and Negotiation Process
- Using Timetables, Term Sheets, and Letters of Intent
- Negotiation Points in Select Key Provisions: Representations, Warranties, Covenants, and Conditions
- Key Issues in Commonly Encountered Contracts—Such as Vendor Agreements, and Supply, Sales Representative, Distribution, and OEM Agreements
- Impact of Coronavirus on Contract Drafting and Negotiation
- "Ask the Experts" Q&A Session

Faculty

Eugene H. Ho, Esq., *Verrill Dana LLP, Boston, Chair*
Emily D. Ladd-Kravitz, Esq., *Greenberg Traurig LLP, Boston*
Matthew Sherrill, Esq., *General Counsel, RSA Security LLC, Bedford*
Eric M. Sigman, Esq., *Ruberto, Israel & Weiner, PC, Boston*

Dates & Location

LIVE WEBCAST

Thursday, November 4, 2021
2:00 pm–5:00 pm

Register at www.mcle.org
Program Number: 2220029WBC

REBROADCAST

Friday, November 19, 2021
9:00 am–12:00 noon

Register at www.mcle.org
Program Number: 2220029RBC

REBROADCAST

Monday, November 29, 2021
10:00 am–1:00 pm

Register at www.mcle.org
Program Number: 2220029RB1

ON DEMAND WEBCAST

View after Monday, November 29, 2021

Register at www.mcle.org
Program Number: 2220029WBA

Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Sponsor Members
- \$183.75 New Lawyers admitted to law practice after 2018, Pending Admittees, Law Students, and Paralegals

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

The materials for this program include MCLE's practice handbook, *Drafting and Negotiating Massachusetts Contracts*, which, along with any other materials, can be downloaded via the link emailed to you upon registration.

Also, there is no need to take extensive notes. Two weeks after the live webcast, all registrants receive a link to a verbatim transcript of this program.

CLE Credits

Earn up to 3 CLE credits



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