

Drafting & Negotiating Term Sheets

Understand the purpose, scope, application, and key aspects of term sheets

The term sheet and many letters of intent cover the significant aspects of a transaction without detailing every minor aspect and contingency covered by a binding agreement. The term sheet is generally non-binding and lays the groundwork for ensuring that the parties involved in a business transaction have a “meeting of the minds” on most major elements of the deal. Understanding the salient aspects of a transaction and codifying them in the term sheet ensures that expensive legal fees and costs involved in drawing up a binding agreement or contract are not incurred prematurely. Term sheets are the foundation on which deal lawyers base their initial drafts and function as a guide in subsequent negotiations. Attend this new program to better understand how to help your clients most efficiently and effectively launch their next deal.

Agenda

- General Purpose and Utility of Term Sheets and Letters of Intent
- Non-Binding and Binding Term Sheet Provisions
- Various Transaction Types and Use of Term Sheets
- Key Points of the Term Sheet: What’s Included and What’s Not—Gauging Too Much Detail v. Not Enough

Faculty

John F. Cohan, Esq., *Gesmer Updegrave LLP, Boston*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Friday, March 10, 2023
12:00 noon–1:00 pm
Program Number: 2230112WBC

REBROADCAST

Monday, March 27, 2023
4:00 pm–5:00 pm
Program Number: 2230112RBC

REBROADCAST

Tuesday, April 4, 2023
9:00 am–10:00 am
Program Number: 2230112RBI

ON DEMAND WEBCAST

View after Tuesday, April 4, 2023
Program Number: 2230112WBA

Tuition *(includes written materials)*

- \$145
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- \$72.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
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Materials

The materials for this program are available online only and 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 and audio and videorecordings of this program.

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