

# Drafting More Effective & Flexible Contracts

*The competitive edge that all transactional attorneys need*

Drafting effective contracts is a basic function of all transactional attorneys. The goal is to draft a contract that accurately reflects the business deal, properly allocates risk, is readily understood, and stands up to hostile, rigorous post-execution examination—while educating your clients and meeting their aggressive timeline. Learn about best practices in drafting and negotiating processes, key terms and conditions, and common pitfalls. Hear what clients expect from outside counsel during negotiations and in codifying deals. Learn how to make the most effective use of current technologies. Hear the faculty explain tried-and-true techniques to remove impasses and discuss the ins-and-outs—from the initial email to the final executable—using practical, modern-world examples and critical analysis.

In a competitive, increasingly digitized environment with limited resources, the lawyer who efficiently strikes an effective balance between achieving the right level of contractual protection and negotiating to reflect their clients' risk tolerance is most likely to be repeatedly engaged. Bring your questions!

## Agenda

- Massachusetts Professional Ethical Rules of Engagement
- Drafting in the Digital Age and Tools of the Trade
- Use of Artificial Intelligence (AI) Tools
- Contract Models and Flexible Contract Structures
- Modern Software as a Service (SaaS) Agreements
- Key Clauses and Drafting Tips
- Nuisances Under Massachusetts Common Law
- Data Privacy Clauses and Concerns
- Negotiating Archetypes
- “Ask the Experts” Q&A Session

## Faculty

Frank S. Maniscalco, Esq., MBA, *Advocate Mercantile LLC, Boston, Chair*  
Sara J. Lyons, Esq., *Advocate Mercantile LLC, Philadelphia, PA*  
Paul Connors, Esq., *Right Arrow Legal LLC, Boston*

## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Tuesday, April 23, 2024  
1:00 pm–4:00 pm  
Program # 2240163WBC

### REBROADCAST

Wednesday, May 8, 2024  
9:00 am–12:00 pm  
Program # 2240163RB1

### REBROADCAST

Thursday, May 16, 2024  
1:00 pm–4:00 pm  
Program # 2240163RB2

### ON DEMAND WEBCAST

View after Thursday, May 16, 2024  
Program # 2240163WBA

## Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email [scholarships@mcle.org](mailto:scholarships@mcle.org).

## Materials

*Drafting and Negotiating Massachusetts Contracts* ebook, plus speaker materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

## CLE Credits

Earn up to 3 CLE credits



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