

MCLE PROGRAMS

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NEW ENGLAND
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Contract Review, Negotiation & Analysis

Maximize your efficacy and master the art

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, including in-house and outside counsel, 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. Bring your questions to customize your conversation with the experts!

Agenda

- 2:00 - 2:05 p.m. , Welcome and Introduction
- 2:05 - 2:40 p.m. , How Understanding Your Client's Business Needs and Priorities Can Help Structure an Efficient Drafting and Negotiation Process
- 2:40 - 3:20 p.m. , Using Timetables, Term Sheets, and Letters of Intent
- 3:20 - 3:30 p.m. , Networking and Refreshment Break
- 3:30 - 3:55 p.m. . , Negotiation Points in Select Key Provisions: Representations, Warranties, Covenants, and Conditions
- 3:55 - 4:20 p.m. , Key Issues in Commonly Encountered Contracts—Such as Vendor Agreements, and Supply, Sales Representative, Distribution, and OEM Agreements
- 3:20 - 3:50 p.m. , Ambiguity in Business Terms—Whether in the Context of Sales Agreements, Vendor or Supplier Contracts, or Alliance Agreements
- 3:50 - 4:00 p.m. , "Ask the Experts" Q&A Session

Chair

- John F. Cohan, Esq., Gesmer Updegrove LLP, Boston

Faculty

- Kevin J. O'Connell, Esq., Verrill Dana LLP, Boston
- Matthew Sherrill, Esq., RSA Security LLC, Bedford
- Eric M. Sigman, Esq., Ruberto, Israel & Weiner, PC, Boston

Dates

Tuition

- \$245.00
- \$245.00 Members
- \$245.00 New Lawyers
- *FREE* for MCLE OnlinePass Subscribers
- Email scholarships@mcle.org to apply for a need-based scholarship.

Materials Included with Your Tuition

- All presentation materials, including faculty slides and handouts, in electronic format

CLE Credits

- Earn up to 3 substantive

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