



Will your settlement agreements stand the test of a challenge?



What Litigators Should Know about Contract Drafting

with Lenne 'Espenschied

Thursday, September 14, 2017

Live webinar with chat

includes 30 day replay*

9:00 am – 10:30 am (Pacific)

10:00 am – 11:30 am (Mountain)

11:00 am – 12:30 pm (Central)

12:00 pm – 1:30 pm (Eastern)

1:00 pm – 2:30 pm (Atlantic)

*This program features real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live Q & A. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.

WHO SHOULD ATTEND

All litigators who draft settlement agreements, waivers, releases and other contracts as part of their litigation practice should attend this course.

ABOUT THE PROGRAM

Why should litigators study contract drafting? Our profession has a tendency to draw a distinction between litigation and transactional law; however, most cases are settled outside of court and settlement usually entails a settlement agreement, which is a contract. In fact, settlement agreements are particularly dangerous drafting projects because the parties are litigious when the drafting begins. Will the terms of the settlement agreements you draft stand the test of a challenge? Take the necessary step to hone your contract drafting skills in this convenient, highly practical webinar. In just 90 minutes, experienced transactional lawyer and noted contract drafting instructor Lenne' Espenschied will show you:

- how drafting differs from legal writing;
- why you need to “draft” differently than you “write”;
- how to avoid all too common drafting errors that cause ambiguity;
- which words to use and which words to refuse;
- how to frame terms of obligation; and
- much more!

SCHEDULE (Eastern)

12:00 pm - 1:30 pm

Introduction

What litigators need to know about contract drafting

Why law schools so often fail to prepare litigators as drafters

What is different about drafting?

What is ambiguity?

What are the three types of ambiguity in contracts?

The objectives of contract drafting: control, standards, risk

Quick Start Guide to Best Practices in Contract Drafting

Program Evaluation

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Praise from past program attendees:

- “Real examples of drafting errors and examples of corrections; articulate and thoughtful presentation.”
- “Very practical and usable advice. Many seminars are not helpful to in-house counsel. This one is. Thanks for offering it.”
- “Very informative. A lot of knowledge and detail that will prove useful in day to day drafting.”
- “Excellent seminar and teacher! I will look at agreements differently going forward.”
- “Really excellent CLE! Informative, useful, well organized and well presented.”



ON: This program is approved for 1.5 CPD hours.

BC, SK & NB: This program has been approved for 1.5 CPD hours.

Lawyers in other mandatory CPD jurisdictions may count their attendance towards their CPD requirement/plan.

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Meet Your Presenter, Lenne' Espenschied



Lenne' Eidson Espenschied practiced law in Atlanta, Georgia for 25 years, focusing on corporate and transactional representation of technology-based businesses. Now, she is a national speaker who has trained thousands of lawyers in

the US and Canada in the art of legal drafting through continuing legal education seminars for bar associations, law firms, and corporate legal departments. She is the author of two books published by the American Bar Association: *Contract Drafting: Powerful Prose in Transactional Practice* (ABA Fundamentals, 2nd Ed. 2015) and *The Grammar and Writing Handbook for Lawyers* (ABA Fundamentals, 2011). In 2013, she developed a series of 17 videos on various contract drafting topics for Thomson/Reuters. As law professor, Ms. Espenschied taught commercial law, contracts, and contract drafting at Charlotte School of Law and at the University of Georgia. Her passion is helping lawyers acquire the skills they need to be successful in transactional practice.

✓ **Yes, I want to attend What Litigators Should Know about Contract Drafting**

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REGISTRATION FEE (with ON HST*):

On or before August 18, 2017: \$135.00 + \$17.55 (13%) HST* = \$152.55 - Save \$25.00!

After August 18, 2017: \$160.00 + \$20.80 (13%) HST* = \$180.80

**If paying by cheque, adjust tax for attendee's province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in ON. 15% in NS, NB, PEI & NL.*

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Register by mail, fax or phone: Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 2300 Yonge Street, Suite 1600, Toronto, ON M4P 1E4 Tel. 1.866.606.4212 or 647.352.8633 Fax 416.549.1619. Email: jennifer@seminarpartners.ca. Registration fee is refundable less \$50 admin fee if written cancellation received 10 working days before the program. No refunds will be made after the cancellation date. Program content, speakers and location may change without notice. See our website for all policies. In the event of program cancellation, our liability is limited to refund of registration fees. GST/HST #848208492

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