



In-person Toronto
or
Live Video Webcast
Watch on your computer!



10 Ways to Draft Better Contracts

Wednesday, October 28, 2015

Live in-person

1:00 pm – 4:00 pm (Eastern)

Global Knowledge Training Centre
2 Bloor St. E., 31st Floor • Toronto

Live webcast on your computer

*with free 30 day replay**

10:00 am – 1:00 pm (Pacific)

11:00 am – 2:00 pm (Mountain)

12:00 pm – 3:00 pm (Central)

1:00 pm – 4:00 pm (Eastern)

2:00 pm – 5:00 pm (Atlantic)

This webcast allows for live interaction between attendees and the presenter, including the ability to ask questions by web chat, and receive live answers by video. SK attendees please verify whether you align with Central (MB) or Mountain (AB) time based on season and location.

Who Should Attend

This practical half day seminar is intended for lawyers who have experience in contract drafting, and want to take their drafting and reviewing skills to the next level.

About the Program

Learning to draft effective contracts can often be trial by fire. Unlike expository writing which is designed to persuade or provide information to the reader, the goal of a contract is to describe with precision the substance of the meeting of two minds, in language that will be interpreted by each subsequent reader in exactly the same way. A skillful lawyer is adept at sniffing out issues before the parties have bound themselves to the transaction, and proposing workable solutions, that, when put into words, clearly express the parties' intent. This program will share 10 specific strategies to improve the clarity and overall quality of the contracts you draft and review. Veteran transactional lawyer, author and instructor Charles Fox will untangle common provisions experienced counsel will recognize, and provide practical insights into how you can build on past experiences to get better at writing and reading contracts in the future. Before and after examples, taken from real contracts, will allow you to test and hone your skills.

Program Agenda (Eastern)

1:00 – 2:30 pm

10 Ways to Draft Better Contracts

1. Effective use of defined terms
2. When and how to use materiality qualifiers
3. Avoiding enforceability traps
4. Avoiding legalese
5. Avoiding potential problems with representation bringdowns

2:30 – 2:45 pm Break

2:45 – 4:00 pm

10 Ways to Draft Better Contracts Continued

6. Finding the right balance between completeness and generality in term sheets and letters of intent
7. The beginning and end of the contract: recitals, statement of consideration, signature lines
8. Obtaining recourse against the right parties
9. Effective use of schedules and exhibits
10. Making contracts user-friendly

4:00 *Program wrap-up and evaluation*

Here's what past attendees of Charles Fox's programs have said:

- "Very helpful; it was sufficiently advanced but also easy to follow and understand...Terrific."
- "Wonderful program. Practical information on how to not make serious errors."
- "I literally was able to use the information I learned the next day while reviewing a contract."
- "Excellent ability to explain tough legal concepts in plain English."
- "Most worthwhile CLE I have done. Excellent instruction."



ON: This program is eligible for up to 3.0 CPD hours including 1.0 Professionalism hour

BC, SK & NB: This program has been approved for 3.0 CPD hours

Lawyers in all other mandatory CPD jurisdictions may count their actual attendance at the program towards their CPD requirement/plan. **Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Upper Canada, and a pre-approved CPD Provider of the Law Society of British Columbia.**

Meet Your Presenter



Charles Fox practiced law for 22 years, the last 14 as a partner at Skadden, Arps, Slate, Meagher & Flom LLP in New York. He specialized in complex debt transactions and restructurings. In 2005,

he left Skadden to start up Fox Professional Development LLC, which has become the foremost provider of training on transactional lawyering skills to United States law firms. He is the author of *Working with Contracts: What Law School Doesn't Teach You*, the leading book on contract practice for new lawyers. He is an adjunct professor at Cornell Law School and the University of Alabama Law School, and has presented at Cardozo Law School, Emory Law School, Pace Law School, and Northwestern University School of Law. He loves teaching deal lawyers how to do what they do, and believes it is very important work.

✓ Yes, I want to attend *10 Ways to Draft Better Contracts*

Choose your learning format: **Live in-person** **OR** **Live webcast with replay***

1:00 pm to 4:00 pm (Eastern) • October 28, 2015 • Global Knowledge Training Centre • 2 Bloor St. E., 31st Floor • Toronto

* Materials will be distributed electronically in advance. Live webcast includes free video replay for up to 30 days after the program. Replay link will be made available 2 to 3 working days after the program. Webcasts cannot replicate the quality or rich interaction of in-person attendance.

REGISTRATION FEE (with ON HST*):

On or before September 18, 2015: \$350.00 + \$45.50 (13%) HST* = \$395.50 - Save \$40.00!

After September 18, 2015: \$390.00 + \$50.70 (13%) HST* = \$440.70

*If paying by cheque, adjust tax for attendee's province as follows: 5% in AB, BC, MB, NWT, NU, SK, YK. 13% in NB, NL, ON. 14% in PEI. 15% in NS.

Register online: <http://seminarpartners.ca/register-for-courses/>

Register by mail, fax or phone: Return this form with payment to Jennifer Snoyer, Finance and Communications Coordinator, Seminar Partners, 110 Eglinton Ave. W., Suite 303A, Toronto, ON M4R 1A3 Tel. 1.866.606.4212 or 647.352.8633 Fax 647.352.8533. 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

Name: _____ Firm: _____

Address: _____

City: _____ Province: _____ Postal Code: _____

Telephone: _____ Fax: _____ Email: _____

Payment information

Please charge \$_____ to my VISA/MC

Card #: _____ CVV: _____

Card Expiry: _____ Signature: _____

Billing address (if different than address above):
