



*Enhance the quality
of the contracts you
draft every day!*



10 Mistakes Experienced Contract Drafters Make

Usually

with Lenné Espenschied

Thursday, January 23, 2020

**Live webinar with chat
includes 60 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)

1:30 pm – 3:00 pm (Newfoundland)

**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

This webinar 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

Are you making some of the most common mistakes in drafting contracts? This new, 90 minute webinar explains ten stylistic and substantive drafting errors commonly found in all kinds of transactions, including mergers and acquisitions, real estate contracts, contracts for the sale of goods and services, settlement agreements, licenses, partnership agreements, and employment and consulting agreements. Lawyer, author, and contract drafting instructor Lenné Espenschied will use real-world before and after examples of typical drafting missteps, including ambiguous terms, grammatical errors, and weak sentence construction to reveal how simple mistakes can damage your credibility and leave your client exposed. You'll walk away with an arsenal of practical tools, tips and recommendations – as well as clear guidance you can immediately apply to improve the quality of the contracts you draft every day. Don't miss this opportunity to get useful insights on how to avoid common drafting errors, improve the quality of your overall drafting, and enhance your personal brand.

SCHEDULE (Eastern)

12:00 pm - 1:30 pm

Welcome & Introduction

Ambiguous terms

Legalese

Provisos

Semantic ambiguity

And/or

Defined terms

Grammatical errors

Repeated statements of agreement

Sentence construction

Program Wrap-up & Evaluation

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PRAISE FROM PAST 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 contains 1.5 Substantive 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.

Seminar Partners is an Accredited Provider of Professionalism Content by the Law Society of Ontario and a pre-approved CPD Provider of the Law Society of British Columbia.

MEET YOUR PRESENTER



Lenné Eidson Espenschied practiced law in Atlanta, Georgia for 25 years, focusing on corporate and transactional representation of technology-based businesses. Now, she is an international 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 10 Mistakes Experienced Contract Drafters *Usually Make* Thursday, January 23, 2020 • Live webinar (slides and audio) with chat and 60 day replay*

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* Materials will be distributed electronically in advance. Live webinars feature real-time audio of the presenter with synchronized presentation slides, and a chat feature that allows for live questions and verbal responses by the presenter. The recording of the webinar is available for 60 days.

REGISTRATION FEE:

- On or before December 20, 2019: \$140.00 + \$18.20 (13%) HST* = \$158.20 - Save \$25.00!
- After December 20, 2019: \$165.00 + \$21.45 (13%) HST* = \$186.45
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*With ON HST. Please 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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