



*Draft clearer
contracts in just
60 minutes!*



Achieving Precision in Contract Drafting

with noted transactional skills instructor

Charles Fox

Thursday, February 16, 2017

Live webcast with chat*

includes 30 day replay

9:00 am – 10:00 am (Pacific)

10:00 am – 11:00 am (Mountain)

11:00 am – 12:00 pm (Central)

12:00 pm – 1:00 pm (Eastern)

1:00 pm – 2:00 pm (Atlantic)

**This program features video and 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 webcast will be relevant to transactional lawyers who have at least one to two years of experience working with contracts, and who want to draft clearer and more precise contracts in the future.

ABOUT THE PROGRAM

This information-packed, how-to presentation focuses on the drafting challenges experienced transactional lawyers face in balancing precision and flexibility when drafting corporate documents. Noted transactional skills instructor Charles Fox will address finding the practical balance between perfect precision and clarity, on the one hand, and time pressure, cost considerations and practical necessity on the other. Using over a dozen, real-world, instructive before and after examples, Mr. Fox will show you why precision is important, why precision is sometimes an elusive goal, how and why we sometimes use imprecise terms to achieve agreement, and when precision is absolutely necessary. Plus, you'll learn four outright mistakes lawyers make that lead to imprecision. You'll return to your drafting more confident in your ability to effectively guide your clients through the contract drafting and negotiation process. Lawyers from all areas of transactional practice, including mergers and acquisitions, real estate, corporate, business, finance, and intellectual property, will find this program helpful.

SCHEDULE (Eastern)

12:00 pm - 1:00 pm

Welcome and Introduction

The difference between expository writing and contract drafting

Why precision is important

- Two important functions of precision

Why precision is sometimes an elusive goal

- Time and cost considerations
- Negotiating dynamics and the drafting process
- Strategic considerations
- Errors

How we use imprecise terms to achieve our clients' objectives

When precision is absolutely necessary

- Key performance requirements
- Provisions involving calculation and measurement

Program Evaluation

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PRAISE FOR CHARLES FOX

- “Very helpful; it was sufficiently advanced but also easy to follow and understand...Terrific.”
- “Extremely engaging presenter with a fantastically practical approach. This is one of the best seminars I have attended.”
- “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.”
- “Wonderful program. Practical information on how to not make serious errors.”
- “Would absolutely recommend. Most CPD programs I see are not on point and are aimed at junior lawyers. Not this one – nice change.”

ABOUT THE PRESENTER



Charles Fox is the pre-eminent teacher of transactional law practice knowledge, skills and know-how in North America. He is the author of *Working with Contracts: What Law School Doesn't Teach You* (2nd ed. 2008), the leading book on contract practice for junior lawyers and other professionals involved in the negotiation and review of contracts. He spent 22 years as a lawyer structuring, negotiating and documenting complex debt transactions. In 2005 he launched Fox Professional Development LLC. Since then, he has conducted hundreds of training programs for clients across Canada and the United States, and in Tokyo and Hong Kong. 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.



ON: This program is eligible for up to 1.0 Substantive hour.

BC: This program has been approved for 1.0 CPD hour.

NB & SK: This program has been approved for 1.0 CPD hour.

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 Upper Canada, and a pre-approved CPD Provider of the Law Society of British Columbia.**

✓ **Yes, I want to attend Achieving Precision in Contract Drafting with Charles Fox**

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* Materials will be distributed electronically in advance. Live webcast includes free 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 program attendance.

REGISTRATION FEE (with ON HST*):

On or before January 19, 2017: \$129.00 + \$16.77 (13%) HST* = \$145.77 - Save \$20.00!

After January 19, 2017: \$149.00 + \$19.37 (13%) HST* = \$168.37

**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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