



*Improve your contract
drafting (and client
service) skills!*



Drafting Effective Contracts: *Balancing Perfect Precision with Cost and Time Constraints* *with Charles Fox*

Thursday, May 3, 2018
**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

This course is a staple in new transactional lawyer development, a convenient refresher for experienced business lawyers, and an essential guide for general practitioners.

ABOUT THE PROGRAM

Lawyers face a difficult challenge when they draft contracts - creating a document that accurately reflects the business deal or relationship while also meeting client timelines and cost constraints. This information-packed, how-to webinar focuses on finding the practical balance between these often conflicting imperatives - 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, noted contract drafting instructor Charles Fox will share key considerations for undertaking this important cost/benefit analysis, and offer advice for when and how to sacrifice perfect precision in favour of other client goals. You'll learn why precision is important, why precision is sometimes an elusive goal, why and how we sometimes use imprecise terms to achieve agreement, and when precision is absolutely necessary. You'll return to your practice more confident in your ability to negotiate and draft effective contracts that meet your clients' needs.

SCHEDULE (Eastern)

12:00 pm - 1:30 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 Wrap-Up and Evaluation

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 are not on point and are aimed exclusively 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 1.5 Substantive hours.

BC: This program has been approved for 1.5 CPD hours. **SK:** This program has been approved for 1.5 CPD hours.

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.**

✓ **Yes, I want to attend Drafting Effective Contracts with Charles Fox**

Thursday, May 3, 2018 • Live webinar (slides and audio) with chat and 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)

* 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 30 days.

REGISTRATION FEE (with ON HST*):

On or before April 6, 2018: \$135.00 + \$17.55 (13%) HST* = \$152.55 - Save \$25.00!

After April 6, 2018: \$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.*

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, 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

Name: _____ Firm: _____

Address: _____

City: _____ Province: _____ Postal Code: _____

Telephone: _____ Fax: _____ Email: _____

Payment information (or cheque payable to Seminar Partners)

Please charge \$ _____ to my VISA/MC

Card #: _____ CVV: _____

Card Expiry: _____ Signature: _____

Billing address (if different than address above):

Register today! • seminarpartners.ca • 1.866.606.4212 • jennifer@seminarpartners.ca