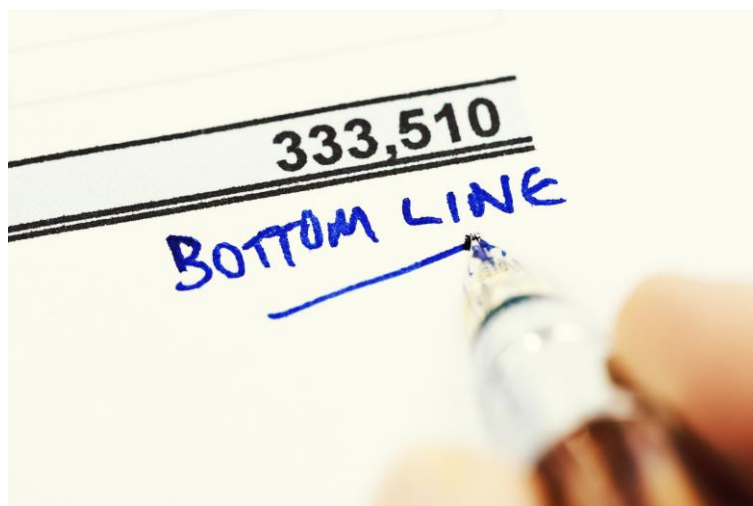




New presenter!
New program!
In-person or Webcast



Financial Concepts for Lawyers

with Ed Adams

Thursday, February 25, 2016

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

Understanding the basics of financial statements and accounting will be helpful to lawyers in a variety of practice areas. It will also help principals of smaller law firms better understand their own financial performance, and better manage their practices.

About the Program

Learn how to understand and communicate financial concepts with ease! Debits and credits. Cash and accrual accounting. Financial ratio analysis. Net present value. Do these terms frighten you? You're not alone! Still, successfully representing your clients, no matter what area of law, requires a foundational understanding of financial concepts. Let lawyer and finance professor Ed Adams give you the confidence and increased value as a lawyer that comes with enhanced financial fluency! Ed focuses on what matters to lawyers most so you can use your new knowledge to your client's advantage during negotiations or litigation.

After attending this seminar you'll be able to:

- Create and interpret the "big three" financial statements
- Understand basic and more advanced accounting principles
- Read and comprehend an annual report
- Leverage your new knowledge to ask penetrating questions during interviews, negotiations, and litigation
- Identify financial and legal red flags

Course Schedule (Eastern)

1:00 - 2:30

Key Business Concepts for Lawyers

Introduction to Accounting

- GAAP, Entity, Cash vs. Accrual, Transaction Definition & Objectivity, Conservatism & Historical Costs, Consistency, Materiality

Advanced Accounting Principles

- Statement of Cash Flows, Depreciation, Audit Letters

2:45 - 4:00

Introduction to Financial Statement Analysis

- Relevant Ratios, Short-term Liquidity, Activity Relationships, Capital Structure. Profitability & Operational Efficiency

Manipulating the Books – What to Look For

- Cash Flow, Revenues and Receivables, Restructuring Charges, Identifying Less-than-pure Motives, Earnings Games, Hiding Debt, Playing with Pensions

Accounting Concepts Applied to Legal Drafting

- What every lawyer needs to know

Praise for Professor Ed Adams:

- “I will recommend this seminar to other litigators I know or anyone who is interested in finance. Very practical knowledge and very informative!”
- “Dynamic presenter - makes complicated concepts easy to understand.”
- “This is the second year in a row I’ve attended this course and speaker. It is informative, good stuff. Best seminar I’ve ever attended.”
- “One of the finest CLE programs I’ve attended for both content and presentation.”
- “This has honestly been the best CLE I’ve ever attended. Mr. Adams was very knowledgeable and entertaining. The material was also very practical and relevant.”
- “This program took complex theory and formulas and made them understandable and relevant to lawyers. Loved it.”

About the Presenter



Edward S. Adams is the Howard E. Buhse professor of finance and law, co-director of the Kommerstad Center for Business Law & Entrepreneurship, and Director of CLE Programs at the University of Minnesota Law School, where he specializes in corporate law, corporate finance, and bankruptcy.

Following graduation *cum laude* from the University of Chicago Law School where he served as managing editor of the law review, Adams clerked for the U.S. Court of Appeals, Fourth Circuit and worked in the Chicago office of Latham and Watkins. An M.B.A. graduate of the Carlson School of Management at the University of Minnesota, he is the author of 15 books on business-related issues, a two-time recipient of the University of Minnesota Law School’s Stanley V. Kinyon Teacher of the Year Award, a past Vance K. Opperman Research Scholar, and former co-holder of the Julius E. Davis Chair in Law. As an attorney and advisor, Adams has more than \$1 billion in transactional experience.



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 other mandatory CPD jurisdictions may count their attendance at this 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.

✓ **Yes, I want to attend Financial Concepts for Lawyers, with Ed Adams**

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

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* 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 January 28, 2016: \$350.00 + \$45.50 (13%) HST* = \$395.50 - Save \$40.00!

After January 28, 2016: \$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.*

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