

Contract Review, Negotiation & Analysis

Master the art to maximize your efficacy

Successful commercial lawyers must master the art of helping business people accomplish their goals while minimizing legal risk and liability. Your ability to spot key issues in commercial transactions, understand the potential business impact of the various methods of addressing those issues, and promote practical resolution of the issues is vital to your efficacy. The experienced panelists provide valuable tips and insights on how to help clients accomplish their business objectives, understand legal risks, and make informed decisions when conflicts arise. They update you on recent case law, review select commonly-encountered agreements, and address a wide range of time-tested techniques and important topics affecting commercial transactions today. Ask questions to customize your conversation with the experts!

Agenda

- How Understanding Your Client's Business Needs and Priorities Can Help Structure an Efficient Drafting and Negotiation Process
- Using Timetables, Term Sheets, and Letters of Intent
- Negotiation Points in Select Key Provisions: Representations, Warranties, Covenants, and Conditions
- Key Issues in Commonly-Encountered Contracts
- Drafting and Negotiation Pet Peeves
- "Ask the Experts" Q&A Session

Faculty

Eugene H. Ho, Esq., *Verrill Dana LLP, Boston*, Chair
John F. Cohan, Esq., *Gesmer Updegrave LLP, Boston*
Benjamin Schwartz, Esq., *Verrill Dana LLP, Boston*
Eric M. Sigman, Esq., *Ruberto, Israel & Weiner, PC, Boston*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Monday, November 18, 2024
1:00 pm–4:00 pm
Program # 2250008WBC

REBROADCAST

Tuesday, December 3, 2024
9:00 am–12:00 pm
Program # 2250008RB1

REBROADCAST

Wednesday, December 11, 2024
12:00 pm–3:00 pm
Program # 2250008RB2

ON DEMAND WEBCAST

View after Wednesday, December 11, 2024
Program # 2250008WBA

Tuition *(includes written materials)*

- \$245
- \$220.50 MCLE Members
- \$122.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

Drafting and Negotiating Massachusetts Contracts ebook, plus speaker materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

CLE Credits

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