

Commercial Agreements Bootcamp: Building Essential Negotiating and Drafting Skills

Business Law



In-Person



Webcast

Date: November 23, 2016 | 9:00 am to 3:30 pm

Location: Twenty Toronto Street Conferences and Events
20 Toronto Street, 2nd Floor, Toronto

Program Chair: Suhuyini Abudulai, Cassels Brock & Blackwell LLP



This program is eligible for up to 5.5 Substantive Hours

Attend this practical, hands-on program to gain the fundamental knowledge and strategies you need to draft, review and negotiate commercial agreements. This “how to” program is relevant to lawyers entering any area of commercial or transactional practice who are interested in improving their drafting and negotiating skills. Put the skills you have gained to use immediately by participating in valuable negotiating and drafting exercises, and benefit from having your work-product reviewed and critiqued by your peers.

Register now to be a part of this interactive program that is an important primer, or refresher, for lawyers involved in negotiating and drafting key commercial agreements!

8:30 am Registration and Coffee

9:00 am Welcome and Opening Remarks

9:05 am **Drafting Essentials for a Bulletproof Contract**

Allan Ritchie, Loopstra Nixon LLP

Learn how to tackle any contract drafting project from start to finish. Examine specific drafting techniques and strategies that you can implement immediately to draft legal documents with confidence, including:

- The essential components of any good contract
- The ramifications of ambiguous wording and how to avoid ambiguous phrasing traps
- Common ethical errors in drafting contracts

9:50 am **Non-Disclosure Agreements**

Matthew Kindree, Baker & McKenzie LLP

Learn when non-disclosure agreements and MSAs are appropriate, and analyze the different components of non-disclosure agreements, including:

- Defining “confidential information”
- Common exclusions from the definition of “confidential information”
- Use and protection of confidential information

10:20 am Networking Break

10:30 am **Dispute Resolution Provisions**

Estella Muyinda, Estella Muyinda Law

Examine the differences between various dispute resolution mechanisms and the factors that influence the appropriate mechanism for your contract. Review common dispute resolution provisions to understand the key elements involved in reviewing and drafting mediation and arbitration provisions.

11:00 am **Security Agreements and Equipment Finance Agreements**

Carla Potter, Cassels Brock & Blackwell LLP

Learn what it takes to negotiate and draft effective security agreements and equipment finance agreements. Discover the essential terms, various types of agreements and traps for the unwary.

11:30 am **Effectively Using “Boilerplate” Clauses**

Diane Brooks, Blaney McMurtry

Go beyond the boilerplate to gain a stronger understanding of boilerplate clauses. Review and examine standard boilerplate clauses and discuss best practices for avoiding pitfalls by drafting standard clauses to suit the particular circumstances of the transaction.

12:00 pm Lunch (Provided)

1:00 pm **Shareholder Agreements**

Bruce Chapple, McMillan LLP

Wayne Gray, Practical Law Canada

Examine the principle issues that arise or require consideration in drafting and negotiating shareholder agreements. Review the advantages and disadvantages of certain types of provisions and the key conversations you need to have with your client to ensure their interests are protected.

1:45 pm **Drafting Workshop**

Bruce Chapple, McMillan LLP

Gerald (JR) Beaudrie, McMillan LLP

Put to practice what you have learned by participating in drafting exercises with your peers. Draft essential clauses and re-draft sample clauses to make sure they are bulletproof! Receive feedback from your group and walk away with practical strategies and precedents to use in your practice.

3:30 pm Closing Remarks and Program Concludes

	CBA Member	CBA Student Member	Non-Member
In-person	\$340*	\$165*	\$475*
Webcast	\$340*	\$165*	\$475*

Plus applicable taxes * Registration for the Live format closes 1 day before the program. Late registrations and walk-ins not available. Webcast registration will remain open.

PROGRAM REGISTRATION IS ONLINE www.oba.org/pd

Questions? pd@oba.org