



Drafting More Effective Contracts

Program dates start January 24. Register today!

6 CLE

Drafting More Effective Contracts

Create superior agreements

Contracts filled with murky provisions or clauses can lead to costly litigation. If you want to avoid disagreement, misunderstanding, and arguments later on, starting with a clear and comprehensive contract is a must.

At *Drafting More Effective Contracts*, experienced practitioners will equip you to handle significant aspects of drafting contracts, including:

- Warranties, disclaimers, and payment terms and conditions
- Indemnity terms
- Noncompete stipulations
- Real estate purchase agreements
- Cybersecurity provisions

In addition, you'll examine the potential benefits and downsides of including arbitration and mediation clauses in your clients' contracts.

Who should attend:

- In-house counsel
- Business law attorneys
- Small-business advisors
- Intellectual property lawyers
- Real estate attorneys
- Dispute resolution lawyers
- Employment law attorneys
- General practitioners
- Lawyers seeking to expand their knowledge of contract drafting concepts

How you'll benefit:

- Discover how to create clear, effective, enforceable contracts
- Know when and how to use key provisions
- Understand the pros and cons of arbitration, mediation, and noncompete clauses
- Learn what should be included in real estate purchase agreements
- Be ready to spot and manage sales-side contracting risks

Register now!

Schedule

8:00 AM Registration

8:30 AM Contract Drafting Toolbox: A Collection of Drafting Style Tips and (Sometimes Surprising) Best Practices

David M. Gorwitz

9:20 AM Smart Contracting: Managing Sales-Side Contracting Risk

- A "battle of the forms" type analysis from the "sales side"
- A discussion of specific terms and conditions such as disclaimers, warranties, and payment

Michael D. Weis

10:10 AM Break

10:25 AM Drafting Indemnity Clauses: Allocation of Future Risk in Commercial Contracts

James E. Bartzan

11:15 AM Recent Developments in Drafting: Material Adverse Effect Terminations and Cybersecurity Considerations

Connie M. Mayer

11:40 AM Commercial Real Estate Transactions

- Provisions that should be included in a real estate purchase agreement to enable a purchaser to adequately perform diligence on a piece of real property, such as:
 - ▶ Seller's obligation to provide a title commitment
 - ▶ Seller's obligation to obtain tenant estoppels for an income-producing property
- Provisions that address seller deliverables for closing

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12:05 PM Lunch (on your own)

1:05 PM Non-Competition Clauses: Employers, Employees, and Other Contractors

Jane C. Schlicht

1:55 PM Drafting ADR Clauses

Mark A. Frankel

2:45 PM Question and Answer

3:00 PM Program Concludes

Following start time, webcast replay schedule will vary slightly from above listed times.

Faculty

Program Chair & Presenter

Jane C. Schlicht

Hinshaw & Culbertson LLP
Milwaukee

Presenters

James E. Bartzan

Boardman & Clark LLP
Madison

Mark A. Frankel

Frankel ADR LLC
Madison

David M. Gorwitz

Neider & Boucher, S.C.
Madison

Connie M. Mayer

Hinshaw & Culbertson LLP
Chicago

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Hinshaw & Culbertson LLP
Chicago

Michael D. Weis

Hinshaw & Culbertson LLP
Chicago

Dates / Location

Live Madison Seminar

Friday, January 24, 2020

State Bar Center

5302 Eastpark Blvd.
Madison, WI
(608) 257-3838

Live Webcast

Friday, January 24, 2020

Webcast Replays

Friday, January 31, 2020

Wednesday, February 5, 2020

Tuesday, February 11, 2020

Friday, February 21, 2020

Thursday, February 27, 2020

Additional webcast replay dates are available for this program. Visit wisbar.org/seminars for more information and to register.

Credits

This program has been submitted to the Wisconsin Board of Bar Examiners for up to **6 CLE credits**. It does not qualify for EPR credits.

Registration

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Registration Cancellations: Please visit wisbar.org/cancellation_policy for information on PINNACLE registration cancellation policies.

Course materials for those attending the seminar: Course materials are provided in PDF format and are downloadable from *myStateBar* on wisbar.org up to four days prior to and 90 days after your seminar. For live seminar attendees who prefer a printed format, please select the tuition option that includes printed materials for an additional \$20.

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Additional Learning Opportunities

Trending Topics in Business Litigation 2019

Expand your arsenal of legal doctrine to assign liability. Command a strong response to your next FRCP 30(b)(6) discovery request. Identify the duties of a fiduciary in corporate and LLC settings. Discuss the latest hot topics involving forensic evidence and proportionality. Address tough ethical situations involving AI, defamation, and litigation finance. **8 CLE/1 EPR**

Webcast Replays: Dec. 26, 2019 | Dec. 30, 2019 | Jan. 8, 2020 | Jan. 14, 2020
Jan. 20, 2020 | Jan. 29, 2020 | Feb. 3, 2020

Complex Commercial Contracts: The Legal Principles You Need to Know for Effective Drafting 2019

Know the principles that govern every type of corporate agreement. Understand how proper drafting can help keep a company out of court. Gain insight on protecting a company's intellectual property. Learn what to include in HIPAA Business Associate Agreements and partnership agreements. Pick up tips for handling government contracts. **6 CLE**

Webcast Replays: Jan. 27, 2020 | Feb. 7, 2020 | Feb. 12, 2020

Commercial and Consumer Transactions in Wisconsin

Keep pace with the ever-fluid world of business, including contracts, consumer rights and responsibilities, collections, letters of credit, bulk transfers, and internet law. (Includes 2017-18 supplement)

Print Book: #AK0248; 784+ pp.; 2nd ed. 2015-16; Member: \$160 | Nonmember: \$200
Books UnBound® Subscription: #AE0248_SUB; Member: \$175 | Nonmember: \$219

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Priority Code: S 3773 B

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<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$249	<input type="checkbox"/> \$229	<input type="checkbox"/> \$259
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Seminar Date/Location:

- Live Seminar:** Friday, January 24, 2020 – Madison
- Live Webcast:** Friday, January 24, 2020
- Webcast Replay:** Friday, January 31, 2020
- Webcast Replay:** Wednesday, February 5, 2020
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