

A graphic on the left side of the slide shows a stack of legal documents. The top document is white with blue horizontal lines and a blue circular seal at the bottom right. Behind it are several other documents of different colors (yellow, orange, grey) and orientations, suggesting a stack of papers.

# Complex Commercial Contracts: The Legal Principles You Need to Know for Effective Drafting 2021

Program dates start February 24. Register today!

6 CLE

# Complex Commercial Contracts: The Legal Principles You Need to Know for Effective Drafting 2021

## Write rock-solid agreements

Your clients want airtight corporate contracts. No sweat, right?

Make the drafting process less intimidating by attending *Complex Commercial Contracts: The Legal Principles You Need to Know for Effective Drafting*. Presenters will break down the complexities of creating strong, enforceable contracts and provide tips that you can easily incorporate whether you're trying to negotiate terms or determine what to include in a subscription agreement to sell stock in a privately-owned business.

## How you'll benefit:

- Understand what information should be included in a subscription agreement
- Gain strategies for licensing intellectual property
- Learn how to draft and negotiate purchase price terms
- Find out what to include in a business associate agreement under HIPAA
- Pick up tips for handling government contracts

## Who should attend:

- Business lawyers
- Intellectual property lawyers
- In-house counsel
- Health lawyers
- Government lawyers

**Register now!**

## Schedule

**8:30 AM** **Drafting Indemnification Caps, Baskets, Carveouts, and Scrapes in M&A Purchase Agreements**  
*David M. Gorwitz*

**9:20 AM** **Drafting and Negotiating Purchase Price Terms, Including Working Capital Provisions**  
*Connie M. Mayer*

**10:10 AM** **Break**

**10:25 AM** **Drafting Subscription Agreements and How They Relate to Private Placement Memoranda**  
*Andrew May*

**11:15 AM** **Licensing of Intellectual Property: Principles and Strategic Case Law Summary**  
*Stephen A. Kobza, Joseph A. Kromholz*

**12:05 PM** **Lunch Break**

**1:05 PM** **HIPAA Business Associate Agreements for the Health Law Novice**  
*Lora L. Zimmer*

**1:55 PM** **Municipal Government Contracts**  
*Eric J. Larson*

**2:45 PM** **Question and Answer**

**3:00 PM** **Program Concludes**

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

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## Faculty

### Program Chair

#### Jane C. Schlicht

Hinshaw & Culbertson LLP  
Milwaukee

### Presenters

#### David M. Gorwitz

Neider & Boucher, S.C.  
Madison

#### Stephen A. Kobza

Ryan Kromholz & Manion, S.C.  
Brookfield

#### Joseph A. Kromholz

Ryan Kromholz & Manion, S.C.  
Brookfield

#### Eric J. Larson

Municipal Law & Litigation Group, S.C.  
Waukesha

#### Andrew May

Hinshaw & Culbertson LLP  
Chicago

#### Connie M. Mayer

Hinshaw & Culbertson LLP  
Chicago

#### Lora L. Zimmer

McCarty Law LLP  
Appleton

## Dates

### Live Webcast

Wednesday, February 24, 2021

### Webcast Replay

Friday, March 5, 2021

Thursday, March 11, 2021

Wednesday, March 17, 2021

Tuesday, March 23, 2021

Monday, March 29, 2021

Wednesday, April 7, 2021

Thursday, April 15, 2021

## 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 credit.

## Registration

**Online:** [www.wisbar.org/seminars](http://www.wisbar.org/seminars)

**Phone:** (800) 728-7788

**Fax:** (608) 257-5502

**Mail:** State Bar PINNACLE Registrations  
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### State Bar CLE/PINNACLE Passbook Registrations:

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### Registration Cancellations:

Please visit [wisbar.org/cancellation\\_policy](http://wisbar.org/cancellation_policy) for information on PINNACLE registration cancellation policies.

### Course materials for those attending the seminar:

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## Additional Learning Opportunities

### CLE OnDemand

#### Drafting More Effective Contracts 2020

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. **6 CLE**

**Webcast Replay:** February 22, 2021 | March 3, 2021 | March 9, 2021

**CLE OnDemand Seminar:** #CA2988D; **Member:** \$259 | **Nonmember:** \$339

#### COVID-19: Hot Topics in Navigating Contracts Amid Crisis 2020

Discover potential legal ways a party can (or can't) escape liability. Know what proof may be necessary in order to invoke relevant provisions. Get tips for strengthening future agreements. Find out which insurance policies may cover loss of business. Discuss potential legislative changes to the legal rights and obligations of contracting parties. **1.5 CLE**

**CLE OnDemand Seminar:** #CA3066D; **Member:** \$109 | **Nonmember:** \$159

### Books/Books UnBound

#### 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 and 2019-20 supplements)

**Print Book:** #AK0248; 784+ pp.; 2nd ed. 2015-16 | **Member:** \$166 | **Nonmember:** \$210

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Priority Code: S 3 9 6 4 B

### WEBCAST DATES:

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