

# Contract Review, Negotiation & Analysis

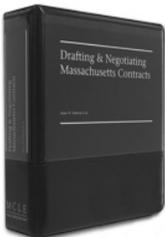
*Maximize your efficacy and master the art*

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, including in-house and outside counsel, 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. Bring your questions to customize your conversation with the experts!

## Agenda and written materials

- ▶ 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—Such as Vendor Agreements, and Supply, Sales Representative, Distribution, and OEM Agreements
- ▶ Ambiguity in Business Terms—Whether in the Context of Sales Agreements, Vendor or Supplier Contracts, or Alliance Agreements
- ▶ “Ask the Experts” Q&A Session

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## *Drafting and Negotiating Massachusetts Contracts*

*Drafting and Negotiating Massachusetts Contracts* provides you with the information you'll need to skillfully negotiate and draft a wide variety of contracts. The book's beginning chapters thoroughly explain the fundamental elements of common types of contracts and focus on providing you with useful drafting skills and information you can adapt to any type of contract. The later chapters delve into the details of drafting and negotiating specific types of contracts that you may encounter in your daily practice. With sample contracts, drafting tips, and step-by-step explanations, this practical book is a valuable resource for both

new attorneys and seasoned practitioners.

*With MCLE's supplementation service, new supplements are mailed automatically with an invoice. If you do not wish to subscribe, please note on order form.*

## FACULTY

John F. Cohan, Esq.  
*Ruberto, Israel & Weiner, PC, Boston, Chair*  
 Kevin J. O'Connell, Esq.  
*Verrill Dana LLP, Boston*  
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*Associate General Counsel, RSA Security LLC,  
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