

A must attend seminar for all Washington business attorneys

Timely and Practical Advice for Lawyers with a Transactional Practice

- Get a review of current deal terms, structures and other trends in M&A transactions
- Participate in a discussion of how recent federal and state legislation affects your practice
- Focus on the ethical issues surrounding alternative fee arrangements
- Get key advice from commercial litigators that will help you draft better contracts
- Find out what in-house attorneys are looking for when they hire outside counsel

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FINAL NOTICE



WSBA-CLE • The Innovator in Legal Education®

Co-sponsored by the WSBA Business Law Section

TIPS FROM THE TRENCHES:

Practical Advice for
Washington Transactional Attorneys



Online
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Option
Available

Friday, May 13, 2011

Join us for this program at

the new **WSBA-CLE Conference Center**
at Century Square
1501 Fourth Avenue, Suite 308
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BUSINESS LAW | For All Levels

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Washington State Bar Association • Continuing Legal Education

Practical advice for all transactional attorneys

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BUSINESS LAW MID-YEAR SEMINAR

Tips From the Trenches: Practical Advice for Washington Transactional Attorneys

MORNING

7:45 a.m.

Check-in • Walk-in Registrations • Distribution of Course Materials • Coffee and Pastry Service

8:40 a.m.

Welcome and Introductions by Program Chair

Erin J. Letey — Riddell Williams PS, Seattle

8:45 a.m.

Negotiating M&A Transactions – Tips from the Trenches

- Learn about current trends in the mergers and acquisitions practice
- Receive practical tips and instructions from experienced M&A practitioners

William H. Bromfield — Fenwick & West LLP, Seattle

Daren H. Nitz — Vandenberg Johnson & Gandara, Seattle

9:45 a.m.

What Every Washington Business Lawyer Should Know About Opinion Letters

- Get experienced advice on preparing and providing opinion letters
- Review the risks and potential liabilities and discuss best practices

Keith A. Trefry — Paine Hamblen LLP, Spokane

David B. Levant — Stoel Rives LLP, Seattle

10:30 a.m. Break

10:40 a.m.

Legal and Regulatory Developments: What Changes will Affect Your Transactional Practice?

- Review recent changes and updates to the Washington Business Corporation Act
- Learn about proposed “Designated Purpose Corporation” legislation

W. Michael Hutchings — DLA Piper LLP, Seattle

11:25 a.m.

Unique Issues in M&A: Selling or Buying a Business with “Deal Breaker” Issues

- Learn to identify red flags that may indicate environmental problems or intellectual property ownership issues
- Get practical tips for conducting due diligence
- Learn how to keep the deal on track

Courtney L. Seim — Riddell Williams P.S., Seattle

Mark H. Wittow — K&L Gates LLP, Seattle

12:15 p.m. Lunch on Your Own

AFTERNOON

1:15 p.m.

Examination of The Dodd-Frank Wall Street Reform and Consumer Protection Act: How will it Affect your Washington Practice?

- Get a review of the Act and the history behind its passage
- Learn the impact of the Act on businesses operating in Washington State

Karl J. Ege — Perkins Coie, Seattle

1:45 p.m.

Views from a Commercial Litigator: What You can Learn about Contract Drafting from the Other Side

- Get tips from a commercial litigator on how to draft better contracts
- Learn which provisions you should not ignore, and which clauses are most likely to lead to litigation

Jessica L. Goldman — Summit Law Group, Seattle

2:30 – 2:45 p.m. Annual Meeting/Break

Benjamin D. Straughan — Outgoing Chair, Business Law Section, Perkins Coie LLP, Seattle

2:45 p.m.

Tips from the Inside: What Do In-House Counsel Look for in Their Corporate Counsel?

- Understand what qualities in-house attorneys most value in their outside counsel and what drives their hiring decisions
- Learn the biggest mistakes outside counsel make and how to avoid them

Steve R. Secrist — VP and General Counsel, Puget Sound Energy, Bellevue

Philip K. Neiswender — General Counsel and VP Legal, BSQUARE, Bellevue

Janene A. Collins — Senior Counsel, The Boeing Company, Seattle

F. Lauren Neiswender — General Counsel, Blue Nile, Inc., Seattle

3:30 p.m.

Ethical Issues with Alternative Fee Arrangements

- Learn the bedrock principles of fee agreements
- Review the different types of alternative fee arrangements
- Ethical considerations for attorneys using these fee models

Jeanne Marie Clavere — Professional Responsibility Counsel, Office of General Counsel, Washington State Bar Association, Seattle

4:30 p.m. Complete Evaluation Forms and Adjourn

Can't join us in Seattle for this program? You can still attend – and get live CLE credit – via the simultaneous webcast, broadcast LIVE over the Internet on Friday, May 13, 2011, starting at 8:40 a.m. Pacific Daylight Saving Time. You may access this event from anywhere with an established Internet connection. The webcast will include video and audio of the speakers and seminar handout materials – all on your computer! Select the “attend online” option (#11203WEB) on the registration panel of this brochure or go to www.wsba.org/seminars and enter #11203WEB in the search box. You will receive a confirmation with instructions for logging onto the webcast prior to May 13.

SEMINAR REGISTRATION

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Phone	Fax	E-mail	

We encourage early registration. On-site registration is on a space-available basis. Coursebook included with price of tuition. I wish to register for the following seminar:

Tips From the Trenches: Practical Advice for Washington Transactional Attorneys

To register online, go to www.wsba.org/seminars and enter seminar # 11203SEA or # 11203WEB

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If special accommodations are needed, please contact Jennifer Small at 206-727-8296 or toll-free at 1-800-945-WSBA, email: jennifers@wsba.org

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I do not wish to register for the seminar, but please send me the following CLE product(s):

SET11203CD Tips From the Trenches: Practical Advice for Washington Transactional Attorneys
seminar CD w/coursebook • \$199 per set + \$9 S&H = \$208 subtotal + applicable sales tax* = \$_____ Total

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seminar coursebook only • \$70 per book + \$9 S&H = \$79 subtotal + applicable sales tax* = \$_____ Total

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