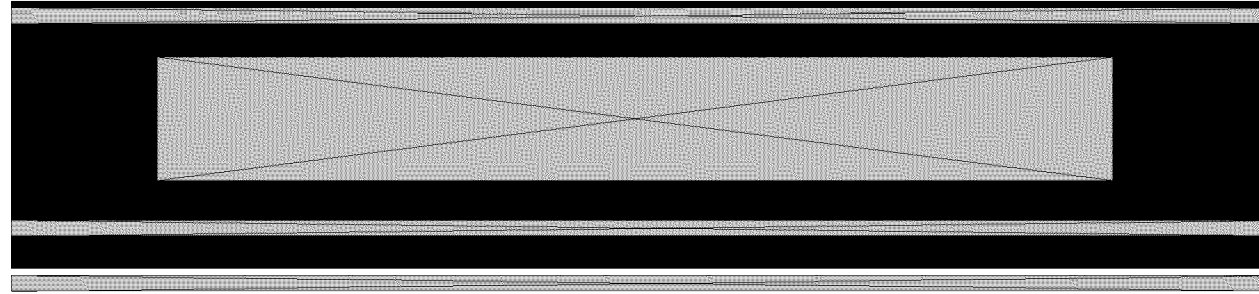


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the changes that have recently been implemented to address the intersection of technology and effective representation. We apply these rules to areas including use of the cloud, encryption of emails, use of public Wi-Fi, and other applications. The session will leave the participants with a better understanding of the importance of taking preventive measures to minimize their exposures to ransomware attacks and hacking.

#### **SEPTEMBER WEBINARS NOW AVAILABLE!**

##### **How to Conduct a Workplace Investigation: Reduce Employer Risks**

**September 6, 2017 @ 1 PM (ET)**

The normal disciplinary process requires an employer to conduct a fair and thorough investigation before disciplining an employee. How the investigation is conducted often becomes the object of legal challenge and possible personal liability for the investigator. Further, the NLRB's recent confidentiality rules represent an additional requirement which employers must now add to their list of the do's and don'ts they need to be aware of when conducting an investigation. Please join us as we take you through the steps for conducting a thorough and lawful workplace investigation that helps you to decide if a disciplinary action is even warranted.

##### **Doing Business in China: Structuring Your Deal and Protecting Intellectual Property**

**September 7, 2017 @ 1 PM (ET)**

Companies often cannot afford not to do business in China. Whether producing goods there or selling to the Chinese market, companies that engage in business with Chinese partners need up-to-date legal advice on how to protect their technology and other intellectual property (IP) interests from being counterfeited, pirated, or otherwise misappropriated. Please join us as we explore the nuts and bolts of constructing a good business deal with a Chinese partner, what your agreements should include, and how to manage the Chinese IP rights framework to minimize your client's IP-related risks.

##### **Indemnifications: Problems and Pitfalls, Advantages and Solutions**

**September 12, 2017 @ 1 PM (ET)**

"Indemnity," quite simply, means a legal duty to make good on any loss, damage or liability incurred by someone else. Effectively, when you or your client assumes an indemnification obligation, the risk shifts from the other party directly onto you or your client's back. It's no exaggeration to state that they are the most common deal breakers in contract negotiations and the most hotly contested clauses when the contract goes south and winds up in litigation. Please join as we delve deep into the risk-management thicket of indemnities, other limitations on liability, and related considerations.

##### **The War Against Fiduciaries: A Growing Trend in Trust & Estate Litigation**

**September 13, 2017 @ 1 PM (ET)**

Since the financial crisis, trust and estate litigation has increased at an alarming rate. The most common targets in these lawsuits are the fiduciaries tasked with maintaining and distributing the trust and estate assets, with many lawsuits contending that fiduciaries are unable to effectively manage the complex trust and estate matters for which they are responsible. Further, plaintiffs can cast a wide net when it comes to individual liability exposure, meaning that any or all of the involved trustees, managers, employers, and even those who may have decided to transfer fiduciary duties to a third party are at risk. This webinar explores the different parties who are charged with a fiduciary duty, the duties and obligations of these fiduciaries, and the tools fiduciaries need to prepare for and fight on this growing battlefield.

##### **The Art and Science of Asking Questions**

**September 14, 2017 @ 1 PM (ET)**

Investigators—especially litigators and trial lawyers—know the importance of asking the right question to a client, a witness, and even a judge. Lawyers are professional investigators because they are paid to investigate by asking questions of witnesses and sources. This webinar offers specific and practical methods and techniques to improve questioning skills. The methods and techniques taught in this session will help you with client and witness interviews, depositions, and questioning trial witnesses or any other situation where you must efficiently and effectively gather facts or extract admissions through questioning.

**Accounting, Financials and Deal Making for Lawyers: Speaking the Language of Business (Three-Session Series)**

**Three Session Series: September 19, 2017 @ 1 PM (ET), October 3, 2017 @ 1 PM and October 17, 2017 @ 1 PM (ET)**

Business leaders often become frustrated with lawyers, whether in-house or external, for not having the ability to be conversant in basic business terms or understanding the financial data on which so many business decisions are made. Attorneys often do not have a working knowledge of the numbers backing those decisions, how those figures were reached, and how to accurately interpret and discuss them. In these three sessions, you will learn accounting terms important to the lawyer; how to read and interpret a financial statement, business terms and other jargon to help you converse with the CFO and other executives in their language; and how to use these critical skills when negotiating a contract, M&A deal, or other agreement.

**Speaking the Business Lingo: Introduction to Accounting for Lawyers**

**September 19, 2017 @ 1 PM (ET)**

This webinar provides the meaning for common terms found in the business environment such as GAAP, balance sheet, assets, and liabilities, and will also provide some resources and suggestions for understanding the client's needs when faced with discussions on these issues. The session will leave the participants with a working understanding of the importance of accounting knowledge and enhance their ability to have a business discussion.

**Keys to Successful Contract Drafting: Four-Session Series on Crafting an Agreement That Protects Your Interests Now and When Something Goes Wrong**

**Four Session Series: September 26, 2017 @ 1 PM (ET), October 10, 2017 @ 1 PM, October 17, 2017 @ 1 PM (ET), and October 31, 2017 @ 1 PM (ET)**

Most business relationships are memorialized by a written contract. Extreme care must be exercised to ensure that what appears on the printed page accurately reflects the wishes of the parties and provides sufficient safeguards for your client should an issue arise. This four-part series covers the common characteristics of many contracts and issues to consider when drafting your agreement to help you ensure that what appears in the written document reflects your client's needs should something go wrong.

**The Foundation of Contract Drafting: The Devil Is in the Details**

**September 26, 2017 @ 1 PM (ET)**

Experienced attorneys know that a well-drafted contract can serve to define the parties' relationship in an agreement in order to avoid conflicts down the road and as the vehicle for conflict resolution when things go south. Ambiguities, omissions and inconsistencies can doom the relationship and complicate any subsequent conflicts. Please join us as we discuss the core principles that should appear in any well-drafted contract to help ensure that the parties' relationship on paper is well-defined and includes the proper safeguards to protect your client's interests.

**See a full list of upcoming webinars.**

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