

INTENSIVE SHORT COURSE IN STRUCTURING, NEGOTIATING & DRAFTING ENTERTAINMENT CONTRACTS



Join leading entertainment lawyers as they drill down on the key aspects of entertainment contracts. They will cover:

- Key negotiation strategies and techniques
- Best practices for drafting clearer contracts
- Understanding and using boilerplate clauses
- What you need to know about contracting with minors
- Assignment clauses (the why, what and how)

Plus! Don't miss the learn-by-doing **Entertainment Contract Drafting Workshops!** This is a unique opportunity to have your drafting critiqued by an expert faculty of experienced entertainment counsel.

Choose from one of three workshops - *Talent Agreements*, *Licensing/Distribution Agreements* or *Co-production Agreements*.

Do you have the right tools to effectively negotiate and draft a contract in the entertainment industry?

"WE REALLY DRILLED DOWN ON PRACTICAL SPECIFICS - LOVED IT!"

2015 Entertainment Law Certificate

Earn your full
CPD Professionalism
hours for 2015

REGISTER NOW AT
WWW.OSGOODEPD.CA



Chair

Bob Tarantino
Dentons Canada LLP

Location

Osgoode Professional Development
1 Dundas St. W., 26th Floor
Toronto, ON

Date and Time

October 27, 2015
9:00 a.m. - 12:15 p.m. EDT

Optional Workshops (On-site only)

October 27, 2015
1:15 p.m. - 4:30 p.m.

Webcast Available

INTENSIVE SHORT COURSE IN STRUCTURING, NEGOTIATING & DRAFTING ENTERTAINMENT CONTRACTS

When you advise clients in the entertainment industry, your success is contingent on your ability to structure, negotiate and draft effective contracts. Whether it's a licensing agreement or a talent contract, it is crucial that you have the skills, knowledge and insight needed to construct an agreement which meets your client's needs and interests.

In this new, interactive *OsgoodePD* program, our expert faculty of entertainment lawyers will provide you with the key knowledge and practical strategies you need to negotiate and draft successful contracts. In an information packed half day, drill down on the essentials of negotiating and drafting key entertainment law clauses.

Also, don't miss this opportunity to receive individualized feedback on your own drafting skills from our expert faculty in the optional intensive contract drafting workshop.

Choose between three workshops: **talent, licensing/distribution and co-production**. Building on what you learn in the morning sessions, you will draft key clauses pertaining to one of the three types of agreements and then have your work reviewed by experienced entertainment lawyers.

Note: Advance preparation is required for the workshop.

While this program was developed primarily for lawyers practicing in the entertainment field, it will be of significant value to any professional in the industry whose responsibilities include negotiating and reviewing agreements.

Chair

Bob Tarantino, *Dentons Canada LLP*

Faculty

Diana Cafazzo

*Stohn Hay Cafazzo Dembroski
Richmond LLP*

Ken Dhaliwal

Dentons Canada LLP

Tony Duarte

Duarte Spiel LLP

Hilary Goldstein

Buchli Goldstein LLP

Tara Parker

Goodmans LLP

Stephen Selznick

Cassels Brock & Blackwell LLP

Lisa Whynot

Barrister & Solicitor

WHO SHOULD ATTEND

- Entertainment lawyers in private practice
- In-house counsel
- Directors of business development/business affairs
- Contract managers and administrations
- Rights managers and directors
- Policy advisors

**REGISTER NOW BY VISITING WWW.OSGOODEPD.CA,
CALLING 416.597.9724 OR 1.888.923.3394,
EMAILING OSGOODEPD@OSGOODE.YORKU.CA
OR FAXING 416.597.9736**



AGENDA - TUESDAY, OCTOBER 27, 2015

8:30

Registration and Continental Breakfast

9:00

Introduction and Opening Remarks from the Chair

9:05

Negotiating in the Entertainment Industry

Effective negotiation skills are an integral part of creating an agreement that meets your client's needs. You will learn about various strategies and techniques to employ when negotiating all types of entertainment contracts. Whether you work in the television, film or music industry, this session will provide you with insight and practical tools about what's needed to negotiate the right deal for your client. Topics include how to best prepare for a negotiation as well as how to manage your client's expectations.

10:00

Contract Drafting: The Fundamentals

A well-drafted contract is designed to be understood not just by the lawyers who wrote it, but the people who will need to interpret it, apply it and, in the worst-case scenario, litigate it. This session will focus on techniques for drafting clearer, more efficient and just "better" contracts, all with reference to the particular considerations of the entertainment practitioner.

11:00

Refreshment Break

11:15

Navigating the Boilerplate

Gain an in-depth understanding of all those clauses at the back of the contract that no one pays attention to - but should! Topics will include:

- Inducement letters
- Contracting with minors
- Assignment clauses
- Governing law
- Dispute resolution
- Waivers of moral rights

Faculty

BOB TARANTINO, *Dentons Canada LLP*

TONY DUARTE, *Duarte Spiel LLP*

STEPHEN SELZNICK, *Cassels Brock & Blackwell LLP*

Morning session available on-site or by webcast.

12:15

Luncheon

Lunch will be provided to participants attending the full day program (morning session and afternoon workshops)

1:15PM

Optional Contract Drafting Workshops

Choose one of three (*On-site Only*)

Workshop 1

Talent Agreements

TARA PARKER, *Goodmans LLP*

LISA WHYNOT, *Barrister & Solicitor*

Workshop 2

Licensing/Distribution Agreements

DIANA CAFAZZO, *Stohn Hay Cafazzo Dembroski Richmond LLP*

TONY DUARTE, *Duarte Spiel LLP*

Workshop 3

Co-Production Agreements

KEN DHALIWAL, *Dentons Canada LLP*

HILARY GOLDSTEIN, *Buchli Goldstein LLP*

In this intensive workshop, you will have a valuable opportunity to have your drafting critiqued by our expert faculty of entertainment lawyers. Prior to the start of the program, you will be provided with a fact scenario and asked to draft and submit various key clauses.

A workshop leader with years of contract drafting experience will review and critique your clauses. This feedback will address such areas as:

- Contract drafting strategies and best practices
- How to organize and structure your agreement
- How to identify key areas your agreement must address
- How to anticipate issues that may arise in drafting

You will leave with practical tips and strategies which you can apply to the next agreement you negotiate and draft.

NOTE: There will be a 15 minute break during this session.

4:00

Final Wrap-up / Q&A

In this wrap-up session, the group will explore the key issues and questions that arose in the contract drafting workshops. The program chair and expert facilitators will be available for any additional questions.

4:30

Program Concludes

What participants say about OsgoodePD Entertainment Law programs:

"WELL WORTH THE MONEY. GREAT INFO FOR NON-LAWYERS."

Marija Blazanin, *Legal Assistant, Plava Group (2014)*

"LEARNING SOMETHING NEW EVERY DAY. ALL THE SPEAKERS WERE GREAT. SUBJECT MATTER VERY RELEVANT AND INTERESTING."

Alwyn Kumst, *The Picture Man Inc. (2014)*

"SO MUCH INFO FROM AN INCREDIBLE ARRAY OF SPEAKERS"

Brigitte Sachse, *RTR Media Inc." (2013)*

"I'M SO GLAD I ENROLLED, IT CAN BE A BIT ISOLATING AS A YOUNG IN-HOUSE [COUNSEL]. I FEEL SO MUCH BETTER EQUIPPED. THANKS!" (2015)

"THESE PRESENTATIONS WERE ENGAGING AND WELL PITCHED FOR PEOPLE BOTH WITH AND WITHOUT EXPERIENCE IN THESE FIELDS" (2013)

"THE WHOLE SERIES WAS REALLY INTERESTING AND I'M THRILLED TO HAVE ATTENDED. I GO TO MANY OF THESE INDUSTRY SEMINARS BUT NONE HAVE IMPRESSED ME AS THIS ONE. WELL DONE! THANK YOU!" (2013)



OsgoodePD has been approved as an Accredited Provider of Professionalism Content by the LSUC.

Eligible CPD/MCLE hours:

Morning Session:

LSUC (ON): 3.25 CPD Hours (1.5 Professionalism; 1.75 Substantive)

Afternoon Workshop:

LSUC (ON): 3.25 CPD Hours (1.5 Professionalism; 1.75 Substantive)

Full Day - Entire Program:

LSUC (ON): 6.5 CPD Hours (3.0 Professionalism; 3.5 Substantive)

OsgoodePD programs may be eligible for CPD/MCLE credits in other Canadian and US jurisdictions. To inquire about credit eligibility, please contact cpd@osgoode.yorku.ca.



REGISTRATION

Please complete all registrant information.

Intensive Short Course in Structuring, Negotiating & Drafting Entertainment Contracts

I will attend: Full course (on-site)
 Morning only (on-site)
 Morning only (webcast - single viewer)
 Afternoon workshop only (on-site):
> Please choose **one**: Workshop 1 Workshop 2 Workshop 3

Name: _____

Title: _____

Firm/Company: _____

Practice Area: _____

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 Bill my credit card: VISA Mastercard

Card# _____

Expiry: _____

Signature: _____

Payment amount: \$ _____

Fee Per Delegate

Full Course (on-site only): \$725 plus HST

Morning session only: \$395 plus HST

Afternoon workshop only (on-site only): \$395 plus HST

Fees include attendance, program materials and break refreshments. Continental breakfast is included for those attending the morning session and/or full day. Lunch is included only for those attending the full day program (morning and afternoon workshops). Group discounts are available. Visit www.osgoodepd.ca for details. Please inquire about financial assistance.

Dates & Times

October 27, 2015 (on-site or webcast)
9:00 a.m. - 12:15 p.m. EDT/EST

Optional Workshop

October 27, 2015 (on-site only)
1:15 p.m. - 4:30 p.m.

Program Changes

We will make every effort to present the program as advertised, but it may be necessary to change the date, location, speakers or content with little or no notice. In the event of program cancellation, York University's and Osgoode Hall Law School's liability is limited to reimbursement of paid fees.

Location

Osgoode Professional Development
1 Dundas St. W., 26th Floor, Toronto, ON

Please arrive a half hour early for sign-in and material pick-up. Dress is business casual.

Cancellations and Substitutions

Substitution of registrants is permitted at any time. If you are unable to find a substitute, a full refund (less \$75 administration fee) is available if a cancellation request is received in writing 5 days prior to the program date. No other refund is available.



4 Convenient Ways to Register

1. **MAIL** your registration form to:
Osgoode Professional Development
Downtown Toronto Conference Centre
1 Dundas St. W., 26th Floor
Toronto, ON M5G 1Z3
2. **ONLINE** at
www.osgoodepd.ca
3. **FAX** your registration to 416.597.9736
4. **CALL US** at 416.597.9724 or 1.888.923.3394