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
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.

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
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
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:  
Address:  
City:  Prov:  Postal Code:  
Telephone:  Fax:  
Email:  
☐ Add me to your mailing list  
☐ Delete me from your mailing list  
☐ I do not wish to be contacted by e-mail

Payment Options
☐ Cheque enclosed (payable to York University — HST# R119306736)  
☐ 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.

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)


“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)