



New in 2012!

No Webcast or Video Replay Available
Enrolment is limited to 50



Advanced One Day MBA for Lawyers Workshop

April 19, 2012
9:00 am – 4:00 pm
Law Society of Manitoba
219 Kennedy Street
Winnipeg

Who Should Attend

This is a high-level, fast-paced course for lawyers with previous experience in corporate finance and financial analysis. Completion of the *One Day MBA for Lawyers* or comparable training is recommended for participation in this course.

About the Program

The *Advanced One Day MBA for Lawyers Workshop* is designed to give experienced business lawyers a deeper dive into important concepts relating to equity valuation and financial statement analysis, and typical challenges and opportunities that underlie the transactions and business structures that business lawyers design, negotiate, and implement. The workshop is taught by expert faculty - a lawyer and business valuator team - using formal lectures combined with practical and interactive case studies and exercises, and will feature lively debate that will test even the most seasoned transactional lawyers. Emphasis is placed on providing participants with real-world application and engagement – real financials, video illustrations and commentary bring the weight - and provocation - of the world as it really happens, and focuses the discussion on topics that ask “what does this mean for lawyers?” and “how can lawyers more fully participate in and add value to the process?”. Advance preparation is required.

Objectives and Outcomes

As a program participant you will accelerate your practical skill development, be more productive for your firm and clients, and become more successful in the competitive legal world of practicing law. By the end of this workshop you will:

- 1) strengthen your ability to read financial statements and identify issues of concern;
- 2) enhance your knowledge of financial instruments and approaches to resolving financial challenges;
- 3) review valuation methodologies (discounted cash flow and multiple of earnings);
- 4) identify market inefficiencies and opportunities to enhance corporate valuations; and
- 5) understand how different professional advisors contribute to exercising business judgement.

Praise for One Day MBA for Lawyers:

- “*Fantastic... helpful to get information on non-law topics that are relevant to what lawyers do. We need more financial/business courses like this.*”
- “*The very best at a Law Society program in 20 years. Well done!*”
- “*I found the entire program useful - excellent day. Well worth attending. Thanks.*”

Meet Your Presenters

Faculty for the *Advanced One Day MBA for Lawyers Workshop* are Iseo Pasquali and David Conklin.



Iseo Pasquali is a Partner at Deloitte & Touche LLP in Toronto. He has over 20 years' experience in valuation and dispute services, specializing in business and intangible asset valuation. He leads the Greater Toronto Financial Advisory Group and is responsible for the overall market strategy and coordination of all of the service areas making up Financial Advisory; Corporate Finance Advisory, Forensic & Dispute Services, Mergers & Acquisition Transaction Services, Reorganization Services and Valuation Advisory. In addition, he is also the Valuation Advisory Leader for the Americas. Iseo carries out valuation advisory engagements with respect to mergers & acquisitions, fairness opinions, tax planning, purchase price allocations and goodwill impairment studies for both public and private companies in Canada and globally. He has given expert testimony on the subjects of damage quantification and business valuation. Iseo is a Fellow and Past Chair of the Canadian Institute of Chartered Business Valuators, where he is currently an active member of the International Committee of the Board of Directors.



David Conklin serves as counsel at Goodmans LLP in Toronto. He is a commercial litigator with a practice emphasis on corporate governance and business valuation. David has extensive experience appearing before all levels of civil courts in Ontario litigating commercial disputes involving securities act claims of misrepresentation, class actions, shareholder and partnership disputes, oppression claims, breach of confidentiality and other fiduciary duties, secured and unsecured creditor claims, professional negligence claims and other related business law issues. David represents shareholders, boards of directors and entrepreneurs of both private and public companies. Before joining Goodmans in 2007, David was a partner and senior litigator at a leading Toronto litigation boutique, and practiced with one of the most prominent securities and class action firms in the United States. He has an LL.B from the University of Toronto, and an LL.M in Finance from Columbia University. He has taught trial advocacy at the University of Toronto Faculty of Law and also with The Advocates' Society, and currently teaches in the Schulich School of Business MBA program.

√ **Yes, please register me for the *Advanced One-Day MBA for Lawyers Workshop***

Law Society of Manitoba • 219 Kennedy Street, Winnipeg • April 19, 2012

REGISTRATION FEE (includes course materials, breakfast and refreshment breaks):

EARLY BIRD: Register on or before March 2, 2012 and pay \$425.00 + 5% GST = \$446.25

Register March 3, 2012 or later and pay \$475.00 + 5% GST = \$498.75

Registrant Name _____ Firm _____

Address _____ Email _____

Phone _____ Fax _____

Method of Payment: CHEQUE VISA MASTERCARD AMEX

Card No.: _____ Exp. Date: _____

Name on Card: _____ Signature: _____

TO REGISTER: VISA and MASTERCARD registrations and payments are accepted by phone (942-5571), fax (956-0624) or mail. Please make cheque payable to The Law Society of Manitoba and send to The Law Society of Manitoba, Education & Competence, 219 Kennedy Street, Winnipeg, Manitoba, R3C 1S8. **G.S.T. 107604357**

REGISTRATION FEE: Fee includes attendance, program materials, breakfast, and refreshment breaks.

PROGRAM CHANGES: We will make every effort to present the program as advertised but changes to speakers, content, dates and venues may be necessary. In the event of a program cancellation, our liability is limited to reimbursement of paid fees.

REFUNDS: For limited enrolment programs, there shall be a full refund given only if the spot can be filled. If the spot is not filled, materials will be sent to the registrant. If less than 5 working days' notice is given, no refund shall be given and material shall be sent to the registrant. Registration for all programs is transferable.