



## LIVE PROGRAM

**June 10, 2011**

9:00 am – 4:00 pm

Law Society of Manitoba  
219 Kennedy Street  
Winnipeg

**No Webcast or  
Video Replay Available**

## Who Should Attend

Lawyers involved in cases where one or both parties own a business, must often conduct a preliminary review of the business's financial statements prior to calling a valuation expert. This seminar will provide business, corporate, family law lawyers, and litigators with fundamental level knowledge to read and analyze basic financial statements. No previous accounting or finance experience is required.

## About the Program

Business, corporate, family law lawyers, and litigators routinely find themselves trying to decipher financial statements to explain their meaning to clients, prove a case, or discredit a witness. More than ever before, knowing how to read financial statements and understand what those statements mean for your clients is a key lawyer competency. This one-day seminar will cover the principles involved in constructing, and the tools needed to decode financial statements. Presenter Shawn Wilson goes beyond a simple review of how to read financial statements, to teach you the key areas to focus on, and how to recognize accounting anomalies. Red flags do not always mean misrepresentation or poor future performance, but they do signal a need to dig deeper on behalf of your client. Which flags are significant enough to warrant attention? How do balance sheets conceal waste and inefficiency? How do accounting policy choices affect earnings? Does an absence of debt represent hidden assets?

What are the limitations of the expert engagement? While reviewing these items will not take the place of seeking expert opinion, they will provide a basis to conduct a preliminary review of a business' financial status. Whether you represent a party in family proceedings, a business client acquiring or selling a business, or a claimant or insurer in personal injury litigation, you will learn questions every lawyer should ask the opposing party, opposing counsel, and both sides' financial experts. Attend this seminar and develop financial proficiency that will help you win your case, and enhance your credibility as a legal practitioner.

## Topics Include

- Reading and understanding basic financial statements: balance sheets, income statements, and statements of cash flow
- How company structure affects financial statements
- Basic accounting principles, net income vs. cash flow, depreciable assets, capitalizing vs. expensing, and inventory
- Putting it into practice: analyzing and interpreting a business' financial statements to generate a valuation
- How to spot red flags - misrepresentation versus error
- Meaningful due diligence – what to look for
- What the different accountant's reports mean: compilations, reviews, and audits

***Here's what Manitoba lawyers said about Shawn Wilson's January 2011 presentation, 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."
- "Engaging speaker...very informative, great written material."
- "Great program - excellent material. Very useful to increase general accounting knowledge."
- "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."
- "Loved the topic. Dynamic presenter - can communicate complicated issues, provided good anecdotal examples."

**About the Presenter**

Shawn Wilson is a business executive and entrepreneur with over 18 years' experience managing start-up and growth companies from inception to sale. In his role as Co-Founder, Chief Financial Officer and Corporate Controller of multiple corporations, he has been responsible for all financial aspects of the company including external reporting, financial controls and acting as principle liaison between the company and its shareholders, creditors and regulatory bodies. Most recently as Chief Financial Officer for Multi-Channel Communications Inc., he raised over 10MM in equity and 12MM in debt. Shawn managed a two year revenue growth of over 35,000% earning the company Profit Magazines' No. 1 rank on their 2005 list of Canada's Emerging Growth Companies. In less than 5 years from founding he led negotiations to sell the company to a multi-national corporation. Shawn holds a Chartered Accountant designation from the Ontario Institute of Chartered Accountants. He is a frequent presenter to lawyers and other professionals on the subject of corporate finance, and is well-known for his down to earth, engaging style, and making complex concepts easy to understand. Presentation and take-away materials for this program were developed in conjunction with Lois King, MBA, Lecturer of Finance at York University in Toronto.

√ **Yes, please register me for Financial Statements for Lawyers • June 10, 2011**

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

EARLY BIRD: Register on or before May 26, 2011 and pay \$250.00 + 5% GST = \$262.50

Register May 27, 2011 or later and pay \$300.00 + 5% GST = \$315.00

Registrant Name \_\_\_\_\_ Firm \_\_\_\_\_

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Method of Payment:  CHEQUE  VISA  MASTERCARD  AMEX

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**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.

*\*Seminar Partners and the Law Society of Manitoba do not share personal information relating to attendees of our programs with anyone else.*

*\*\*Please note that the CPD Discount Certificate issued to newly called members cannot be used for this program.*