

Drafting specific business contracts. Pointers and pitfalls.

Be equipped with important tools in the principles and drafting of contracts.

About the seminar

This seminar will cover commonly used business contracts and documents, and will provide guidelines on the drafting of these contracts, as well as common pitfalls to be avoided. The seminar covers some of the most common used business contracts which should be part of the “stock-in-trade” of any commercial lawyer.

The contracts covered are some of the most commonly used basic commercial contracts, which all commercial lawyers should be able to draft and in connection with clients frequently seek advice.

Who should attend?

- Commercial practitioners (from small to medium-sized firms)
- In-house/Corporate lawyers
- Attorneys and candidate attorneys in general practice
- Advocates

Registration fees (VAT incl.)

The registration fees are substantially subsidised for practising attorneys and candidate attorneys. Course material and refreshments are included in the fee.

1. Practising attorneys: **R2 900.00 per person**
2. Candidate attorneys: **R2 640.00 per person**
3. Practising attorneys from firms further than 150km from closest venue: **R2 160.00 per person**
4. Non-practising attorneys/others: **R 5 600.00 per person**

How to register?

Click [HERE](#) to download registration form.

Please complete the editable registration form and e-mail it, together with proof of payment to annelle@LSSALEAD.org.za

For more information on this seminar, email:
seminars@LSSALEAD.org.za

Overview of seminar

- **Basic Principles of Contractual drafting**
- **Specific Contracts:**
 - Partnerships;
 - Definition of a Partnership;
 - Commercial Considerations;
 - Legal Considerations;
- **Joint Venture Agreements:**
 - Definition and types of Joint Venture;
 - Commercial Considerations;
 - Legal Considerations
- **Sales of Business**
 - Distinguished from Sale of Shares and other disposals;
 - Commercial Considerations;
 - Legal Considerations;
- **Memorandum of Incorporation**
 - The requirements of the Companies Act;
 - Alterable and Unalterable provisions;
- **Drafting techniques**
 - Partnerships;
 - Joint Venture Agreements
 - Sale of Business Agreements
 - Memorandum of Incorporation

Featured Speaker



Ian Jacobsberg

Ian Jacobsberg is a partner in the Corporate / Commercial practice area of Hogan Lovells' Johannesburg office. He has practised as an attorney in Johannesburg for over 30 years, with some of the leading commercial practices.

He has advised clients in numerous transactions involving mergers and acquisitions and other commercial transactions, as well as competition and regulatory laws affecting such transactions. Ian particularly enjoys working with entrepreneurial clients, start-up and innovative businesses, and has a passion for nurturing and mentoring developing entrepreneurs and practitioners.

He has served as Chairman and a member of the Executive Committee of the Franchise Association of South Africa for several years.

Dates

Midrand: 31 August - 01 September 2017

Cancellation clauses

Cancellation by delegate

To cancel your registration, please e-mail seminar@LSSALEAD.org.za at least 48 hours before the seminar, to avoid being liable for the full rate.

Cancellation by LEAD

LEAD reserves the right to cancel a workshop should the number of delegates not justify the costs involved. Registered delegates will be given reasonable notice of cancellation.



Always desire to learn
something useful
- Sophocles