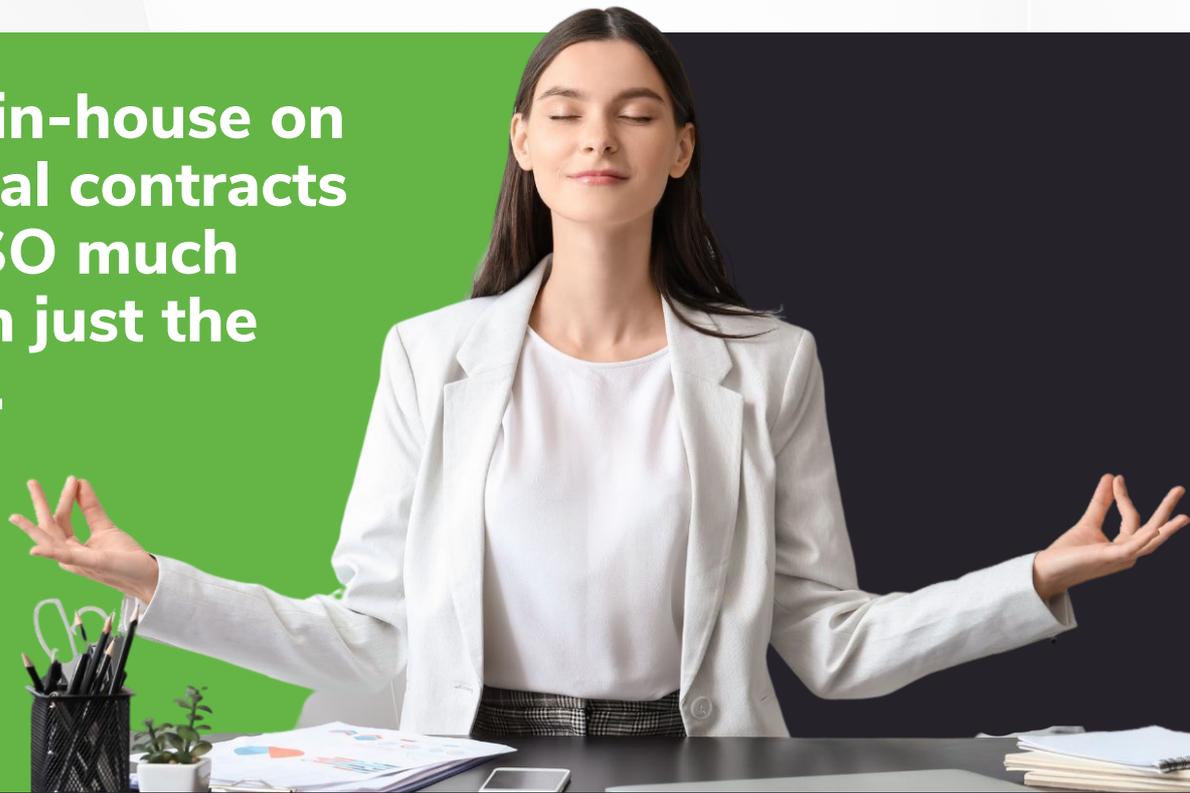


Working in-house on commercial contracts is about SO much more than just the contracts.



Join Laura Frederick's four-hour training program on February 15, 2023 on  
**Mastering Commercial Contracts: What In-House Counsel Need to Know**



## **Learn what it takes to thrive as an in-house lawyer working with commercial contracts**

If you work in-house now or you want to in the future, you know that there's a steep learning curve.

Knowing how to draft and negotiate is only part of it. You have to learn a whole new language, how to make rushed decisions, involve all the internal experts, and make sure you comply with policies.

There hasn't really been a great option for learning all the nuances you need to work on commercial contracts as in-house counsel. Until now.

Laura Frederick created this training program to pass that knowledge along to lawyers who are still figuring it out.

## CHECK OUT THE TOPICS THAT LAURA WILL COVER DURING THIS TRAINING PROGRAM:

**Module 1**  
**Your Role as In-House Commercial Counsel**

**Module 2**  
**Understanding the People and Processes**

**Module 3**  
**Reviewing Documents and Contracts**

**Module 4**  
**Negotiating with Stakeholders + Counterparties**

**Module 5**  
**Execution and Amendments**

**Module 6**  
**Disasters and Disagreements**

### **I'm wondering if I'm a good fit for this training. Who EXACTLY is this training for?**

This training is designed for lawyers who already have some familiarity with contracts, including the following categories

- In-house counsel from other practice areas who expanded their scope to include commercial contracts or just want to understand the landscape and risk management approaches
- Law firm partners and associates who want to learn what their in-house clients handling commercial contracts face in their roles
- In-house counsel with less than three years of experience handling commercial contracts or those with more experience who want to brush up on their expertise following a professional break

### **Then who is this training not for?**

This training is not a Contracts 101 course. It requires a basic understanding of contract concepts. It also is about working in-house at a for-profit business. We believe this training is not suited for:

- Commercial contracts lawyers with robust in-house experience in a business legal department. (This is a fundamentals program. We will offer advanced courses in the future.)
- Law students who have no experience working with contracts in a business.
- Lawyers in government, university, and nonprofit roles.
- Anyone looking to learn about data privacy and security issues. This course is a general discussion of goods and services, not specific to cloud-based services. We recommend taking an IAPP course for this training.

## During this four-hour training program, Laura will explore:

- The different internal business processes and contract-related documentation you'll encounter and how to navigate them while protecting your company
- How to develop business and legal judgment needed to juggle competing demands and make the hard decisions about your commercial contracts when you are juggling too much to do in too little time
- Best practices for reviewing and negotiating commercial contracts
- How to navigate inevitable changes, problems and disputes that occur with the contracts you negotiated
- How to manage risk while making deals happen
- The ins and outs of the commercial contract processes, practices, and approaches that their in-house clients use

1. Alabama  
2. Arizona  
3. California  
4. Colorado  
5. Connecticut  
6. Delaware  
7. Florida  
8. Georgia  
9. Illinois  
10. Maryland  
11. Michigan  
12. Minnesota  
13. Missouri  
14. Nebraska  
15. Nevada  
16. New Jersey  
17. New York  
18. North Carolina  
19. North Dakota  
20. Ohio  
21. Oregon  
22. Pennsylvania  
23. South Carolina  
24. Texas  
25. Utah  
26. Vermont  
27. Virginia  
28. Washington

### Mastering Commercial Contracts: What In-House Counsel Need to Know

**CLE STATES**

**Training program on  
February 15, 2023  
1 to 5:30 pm ET**

### *Pre-Conference Program* **Ticket Price**

**\$595**

#### All tickets include:

- Access to the recordings through March 31, 2023
- CLE credit for four hours pending for 26 U.S. states
- Digital workbook
- Immediate online access to all of Laura's contract tips

[www.howtocontract.com/inhousecourse](http://www.howtocontract.com/inhousecourse)