

**PROGRAMS DIRECTORSHIP  
REPORT PREPARED FOR THE SEPTEMBER 26, 2006 COUNCIL MEETING**

**1. Next Scheduled Meeting of the Directorship**

The Directorship is scheduled to meet on the afternoon of September 26 to discuss the schedule of activities for the 2008 Business Law Institute.

**2. Council Approval**

We would like the Council to authorize the Directorship and ICLE to move forward with securing speakers and finalizing the draft course schedule for the 2007 Business Law Institute (a copy of which is attached). Please note that potential speakers in parentheses in the draft course schedule have not yet been confirmed. Speakers not in parentheses have been confirmed.

**3. Membership**

Those serving on the Directorship include Tania (Dee Dee) Fuller of Fuller Law and Counseling PC; Greg Schmidt of Warner Norcross & Judd LLP; Dan Minkus of Clark Hill, PLC; and Mark Peters of Dykema.

Tania (Dee Dee) Fuller has taken over the lead role in seeking sponsorships for the 2007 Business Law Institute, with the assistance of Mark Peters.

**4. Accomplishments Toward Directorship Objectives**

All of the Directorship members actively participate in the planning process.

**5. Meetings and Programs**

The Directorship met in Lansing on August 23 with ICLE to plan the course schedule for the 2007 Institute. A copy of the draft schedule which resulted from the meeting is attached. The Directorship will schedule future meetings, or communicate via telephone and e-mail, as necessary to finalize the course schedule and secure speakers.

**6. Publications**

None.

**7. Legislative/Judicial/Administrative Developments**

None.

**8. Miscellaneous**

None.

Report Submitted by: Mark Peters

DET01\525968.1  
ID\MWP

## 19<sup>th</sup> Annual Business Law Institute

Friday, June 1- Saturday, June 2, 2007  
Boyne Mountain Resort

Cosponsored by the Business Law Section of the State Bar of Michigan

### Course Schedule (DRAFT 3)

#### Moderators

Mark W. Peters  
Dykema

Greg E. Schmidt  
Warner Narcross & Judd LLP

#### Day One

#### Friday Afternoon Session:

1:00 p.m. - 5:30 p.m.

1:00 p.m.- 1:10 p.m.

#### **Welcome and Introduction to Section Activities**

Mark R. High, Chair  
Business Law Section, State Bar of Michigan

1:10 p.m. - 1:15 p.m.

#### **State Bar of Michigan**

\*Available services

(William E. Livingston  
Lawyers & Judges Assistance Program)

1:15 p.m. - 1:20 p.m.

(time built in for additional announcements)

1:20 p.m. - 2:05 p.m.

#### **Global Business- Meeting International Compliance Requirements and Expectations**

\*Navigating US and foreign laws and multinational conventions

\*Codes of Social Responsibility- helping companies preserve their reputations and good will with customers, employees, shareholders, suppliers and others

Richard G. Goetz  
Dykema

2:05 p.m. - 2:50 p.m.

#### **How to Build Your Practice**

\*5 new ways to cross-sell

(Vincent A. Romano  
Attorney Services Marketing)

- 2:50 p.m. - 3:00 p.m.                      Questions & Answers**
- 3:00 p.m. - 3:15 p.m.                      Networking Break**
- 3:15 p.m. - 3:45 p.m.                      Case Law Update**  
 (John R. Marquis  
 Warner Narcorss & Judd LLP)
- 3:45 p.m. - 4:15 p.m.                      Legislative Update**  
 (Justin G. Klimko  
 Butzel Long PC)
- 4:15 p.m. - 5:15 p.m.                      The 10 Worst Mistakes the Other Side Makes (& How to Use them to Your Advantage)**  
 (James C. Bruno  
 Butzel Long PC)  
 (Hugh H. Makens  
 Warner Norcross & Judd LLP)
- 5:15 p.m. - 5:30 p.m.                      Questions & Answers**
- 6:30 p.m. - 7:30 p.m.                      Reception – Sponsored by \_\_\_\_\_**  
 Enjoy the opportunity to meet the seminar faculty, section council, exhibitors, fellow registrants and guests.
- 7:30 p.m. - 9:30 p.m.                      Annual Business Law Section Banquet**  
 (Sean Carter, Humorist at Law)  
 [see <http://www.lawhumorist.com/cle.htm> possible topics]

**Day Two**

**Saturday Morning Session:**

**9:00 a.m - 12:30 p.m.**

- 9:00 a.m. - 9:10 a.m.                      Welcome and Announcements**
- 9:10 a.m. - 9:45 a.m.                      Business in Michigan: 2007 and Beyond**  
 (David G. Sowerby  
 Loomis, Sayles & Company, L.P.)
- 9:45 a.m. - 10:20 a.m.                      Understanding Insurance Coverage**  
 \*Claims made v. occurrence policies  
 \*Retentions v. deductibles  
 \*Additional insured requirements v. certificate of insurance  
 \*Selecting counsel

Tania E. "Dee-Dee" Fuller  
Fuller Law & Counseling PC

**10:20 a.m. - 10:30 a.m. Questions & Answers; Move to Track 1 or Track 2**

**TRACK 1 "IN A NUTSHELL" COURSES:**

**10:30 a.m. - 11:05 a.m. Read Financial Statements like an Expert**

(David E. Duprey  
Comerica Inc)

**11:05 a.m. - 11:20 a.m. Networking Break**

**11:20 a.m. - 11:55 a.m. Real Property: What Every Business Lawyer Must Know**

\*buy/sell agreements  
\*land use regulation & zoning  
\*title insurance & surveys

(Gregg A. Nathanson  
Couzens Lansky Fealk Ellis Roeder & Lazar PC)

**11:55 a.m. - 12:30 p.m. Tax Fundamentals**

\*initial capitalization  
\*basis issues  
\*depreciation

(Gina M. Torielli  
Thomas M. Cooley Law School Oakland University)

**TRACK II "MERGERS & ACQUISITIONS"**

**10:30 a.m. - 11:05 a.m. Indemnifications**  
(David Foltyn  
Honigman Miller Schwartz & Cohn LLP)

**11:05 a.m. - 11:20 a.m. Networking Break**

**11:20 a.m. - 11:55 a.m. Structuring & Negotiating Earn-outs**  
\*bridging the gap between buyer's & seller's expectations

Dan Minkus  
Clark Hill PLC

**11:55 a.m. - 12:30 p.m. Strategies & Techniques for Distressed M&A**  
\*bankruptcy

(John T. Gregg  
Barnes & Thornburg LLP)