

Using the Law to Both Improve and Defend Your Business ©

Objective: The law is like a football game – it has both offense and defense. This course will explain how the law can be used offensively to make money for the company and improve its competitive position. The law can also be used defensively to better prepare the company for an attack and to minimize its liability exposure. This course will provide numerous tips for business owners, executives and their advisors.

What you will learn:

- How to position a business so it is in a better position to file a lawsuit
- When a company should file a lawsuit, or when it should use arbitration
- What a company can do if it is sued
- The defenses a company might have
- The benefits of having a shareholder agreement
- Pitfalls to avoid in a buy-sell agreement
- What restrictive covenants are, and when they should be used
- How a company can protect its intellectual property, and other valuable assets
- The federal and state laws that must be complied with when a private company sells securities
- The duties owed by officers and directors
- The duties a majority shareholder has to the minority shareholders
- When the "corporate liability shield" can be pierced
- What is a "business tort"?

CPE: 8 hours

Level: Overview

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: ULIB