



# What the Best Lawyers Know: An Advanced Contract Drafting CLE

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Thursday, January 14, 2021  
Rebroadcast

**North Carolina: 3.00 MCLE Hours**

**Planned by the NCBA CLE Department**

When a lawyer reviews or drafts a contract, he or she may be unsure what a particular provision means, how it impacts the client or how to revise it. One of the drafter's primary responsibilities in drafting a contract is to ensure that the client accepts an appropriate degree of risk for the circumstances.

The purpose of this program is to explain what the best transactional lawyers know about risk- and liability-shifting provisions, including:

- 7 simple steps for analyzing any complicated contractual provision
- 5 things every contract drafter should understand about risk
- How to determine the appropriate degree of risk in a contract
- How to assess risk in the template you're marking up
- How to shift risk from one party to the other
- 6 kinds of indemnification
- 7 negotiable variables in indemnification
- How to draft effective scope, limitation of liability, liquidated damages and indemnification provisions

Explore these advanced contracting elements with this three-hour CLE taught by contracts expert Lenné Espenschied. With more than 25 years of experience focusing on corporate and transactional work, Espenschied teaches on risk, analyzing complicated provisions and indemnification to help you negotiate like a pro in complicated transactions.

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Thursday, January 14, 2021  
8:55 AM–12:25 PM

- 8:55**     **Welcome and Introduction**
  - 9:00**     **What the Best Lawyers Know About Analyzing Any Complicated Provision**
  - 10:00**    **Break**
  - 10:10**    **What the Best Lawyers Know About Allocating Risk in a Contract**
  - 11:10**    **Break**
  - 11:20**    **What the Best Lawyers Know About the Types and Variables of Indemnification Provisions**
  - 12:25**    **Adjourn**
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## **SPEAKER**

- Lenné Eidson Espenschied, Lenné Espenschied Continuing Legal Education, Saint Simons Island, Georgia

Lenné Eidson Espenschied practiced law in Atlanta, Georgia, for 25 years, focusing on corporate and transactional representation of technology-based businesses. She is the author of two books published by the American Bar Association: *Contract Drafting: Powerful Prose in Transactional Practice* (ABA Fundamentals, 3rd Ed., 2019) and *The Grammar and Writing Handbook for Lawyers* (ABA Fundamentals, 2011).

After graduating from the University of Georgia School of Law magna cum laude, Ms. Espenschied began her legal practice at Sutherland, Asbill & Brennan; she also served as senior counsel in the legal department of Bank of America before eventually opening her own law office. As a law professor, Ms. Espenschied taught commercial law, contracts and contract drafting. She is a frequent speaker at continuing legal education seminars and provides private training at law firms and corporate legal departments. Her passion is helping lawyers acquire the skills they need to be successful in transactional practice.