

Meet us at the Minnesota CLE Depot and choose from among 14 of our most popular excursions.

With 70 credits offered, you're sure to get your practice back on track and reach your destination.



Minnesota State Bar Association  
2550 UNIVERSITY AVE W #160-S, SAINT PAUL MN 55114

Continuing Legal Education

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DATED MATERIAL - PLEASE EXPEDITE!

## Timetable

### JUNE 2010

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<b>21</b> Non-Profit Law for the For-Profit Attorney	<b>22</b> How to Litigate a Case in Minnesota State Court  Negotiating & Drafting Commercial Credit Agreements	<b>23</b> Ethics: When Bad Things Happen to Good Lawyers <i>1/2 day</i>  Elimination of Bias: The Role of White Men in Diversity Initiatives <i>1/2 day</i>  Distressed Commercial Real Estate 2010 - Mortgage Loan Workout Agreements	<b>24</b>	<b>25</b> Minnesota Probate Practice A to Z
<b>28</b> Ethics: Real-World Issues & Answers <i>1/2 day</i>  Elimination of Bias: Understanding Depression & Bi-Polar Disorder <i>1/2 day</i>  Advanced Contract Issues for in-House Counsel	<b>29</b> Purchase & Sale of a Business - Asset Transactions  Solving the Most Difficult Problems in Divorce Cases	<b>30</b> The Strategic Negotiator  Advanced Issues in Guardianships & Conservatorships	All excursions except elimination of bias begin at 9:00 a.m.  Elimination of bias excursions begin at 1:00 p.m.	

## Ticket Window

### YearEnd CLE

June 21 - 30, 2010 • Minnesota CLE Conference Center

**TUITION FOR EACH FULL-DAY COURSE:**  
\$195 MSBA members / \$195 paralegals and legal assistants / \$245 standard rate

**TUITION FOR EACH ETHICS COURSE:**  
\$115 MSBA members / \$115 paralegals and legal assistants / \$140 standard rate

**TUITION FOR EACH ELIMINATION OF BIAS COURSE:**  
\$95 MSBA members / \$95 paralegals and legal assistants / \$115 standard rate

**PLEASE "✓" APPROPRIATE BOX:**

- MSBA member  
 paralegal or legal assistant  
 standard rate  
 I have a Minnesota CLE Season Pass<sup>SM</sup>. Pass # \_\_\_\_\_

Check here if address below is new.

Name (first) \_\_\_\_\_ (mi) \_\_\_\_\_ (last) \_\_\_\_\_

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Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Attorney License Number \_\_\_\_\_

Profession, if non-attorney \_\_\_\_\_

**PLEASE "✓" THE SEMINARS YOU WISH TO ATTEND:**

- Non-Profit Law for the For-Profit Attorney..... (FULL DAY).....(6/21) ....[486-10-03]  
 How to Litigate a Case in MN State Court..... (FULL DAY).....(6/22) ....[603-10-03]  
 Negotiate & Draft Commercial Credit Agmts..... (FULL DAY).....(6/22) ....[543-10-03]  
 When Bad Things Happen to Good Lawyers..... (ETHICS).....(6/23) ....[706-10-01]  
 The Role of White Men in Diversity..... (ELIM. OF BIAS).....(6/23) ....[702-10-01]  
 Distressed Commercial Real Estate..... (FULL DAY).....(6/23) ....[573-10-03]  
 MN Probate Practice A to Z..... (FULL DAY).....(6/25) ....[491-10-03]  
 Ethics: Real-World Issues & Answers..... (ETHICS).....(6/28) ....[707-10-01]  
 Understanding Depression & Bi-Polar Disorder .... (ELIM. OF BIAS).....(6/28) ....[701-10-01]  
 Contract Issues for In-House Counsel..... (FULL DAY).....(6/28) ....[515-10-03]  
 Purchase & Sale of a Business..... (FULL DAY).....(6/29) ....[512-10-03]  
 Solving Difficult Problems in Divorce Cases..... (FULL DAY).....(6/29) ....[585-10-03]  
 The Strategic Negotiator..... (FULL DAY).....(6/30) ....[528-10-02]  
 Issues in Guardianships & Conservatorships..... (FULL DAY).....(6/30) ....[553-10-03]

**ENCLOSED IS \$ \_\_\_\_\_ BY:**

- Check (payable to Minnesota CLE)  
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# YearEnd CLE

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# Are You on Track?



## YearEnd CLE

June 21 - 30, 2010 • Minnesota CLE Conference Center • Minneapolis

14 Quality Minnesota CLE Seminars in a 10-Day Span



# Scheduled Stops

## Monday, June 21

### Non-Profit Law for the For-Profit Attorney

9:00 a.m. – 4:05 p.m.  
6.25 CLE credits applied for

Many attorneys represent or are associated with at least one nonprofit organization. You may not be an expert on nonprofit law, but here is your opportunity to gain specific knowledge about the practical issues faced by nonprofits from two extremely knowledgeable and talented speakers. Nonprofit law topics include: Formation, organization and operation; Mergers and dissolutions; Income tax exemptions; Section 501(c)(3) organizations; and more.

Originally presented November 2, 2009

## Tuesday, June 22

### How to Litigate a Case in Minnesota State Court

9:00 a.m. – 4:20 p.m.  
6.0 CLE credits applied for

A practical, information-packed seminar on a selection of key practice issues facing civil litigators in Minnesota state district court. Designed for new lawyers and for attorneys looking to move into civil litigation as a new practice area. Topics include: Overview of state court rules and how a typical case proceeds from start to finish; 8 critical issues to consider before initiating a lawsuit; Effectively telling your client's story; Using negotiation skills to your advantage; Effective written discovery; Effective motion practice; and more.

Originally presented March 3, 2010

### Negotiating and Drafting Commercial Credit Agreements

9:00 a.m. – 3:35 p.m.  
5.5 CLE credits applied for

This course presents a thorough treatment of new law and major issues involved in commercial credit agreements. Some highlights include: Working with variants; Customizing a credit agreement from both lender and borrower perspectives; Understanding LIBOR in base rate loans; Working with mechanics and pricing issues; Handling defaults; Syndicating the credit; Managing the closing and payoff; and more.

Originally presented February 22, 2010

## Wednesday, June 23

### Ethics: When Bad Things Happen to Good Lawyers

9:00 a.m. – 12:15 p.m.  
3.0 ethics credits applied for

Satisfy your ethics requirement with this half-day course. Seminar content includes: Professional conduct issues that can trip-up even the best-intentioned attorneys presented by a seasoned lawyer with the Minnesota Office of Lawyers Professional Responsibility; How to deal with the unexpected, such as fires and embezzlement; and the realities of closing a file, including how to "fire" a client.

Originally presented May 17, 2010

### Elimination of Bias: The Role of White Men in Diversity Initiatives

1:00 p.m. – 3:00 p.m.  
2.0 elimination of bias credits applied for

Diversity and white men are often viewed as an oxymoron, yet without white men's involvement with women and people of color, most diversity initiatives won't succeed over the long run. This seminar will raise awareness about the role that white men can take alongside white women and people of color in promoting diversity and inclusion.

Originally presented May 17, 2010

### Distressed Commercial Real Estate 2010 – Mortgage Loan Workout Agreements

9:00 a.m. – 4:10 p.m.  
6.0 CLE credits applied for  
6.0 advanced real estate specialization credits applied for  
(May qualify for 6.0 real estate licensing credits)

Loan defaults continue to be an issue for many property owners and this seminar will explain the benefits and limitations of commercial real estate loan workout agreements. Topics include: Effective first steps; Loan default and acceleration notices and forbearance agreements; Negotiating and drafting modification agreements; Deeds in lieu of foreclosure and deeds in escrow; and more.

Originally presented March 24, 2010

## Friday, June 25

### Minnesota Probate Practice A to Z

9:00 a.m. – 3:55 p.m.  
5.75 CLE credits applied for

The experienced faculty will walk you through the necessary steps for both formal and informal probate processes. The course content and written materials will incorporate 2009 law and procedural requirements. Faculty will utilize forms, hypotheticals and frequently encountered issues to provide you with the necessary road map to effectively and competently handle probate proceedings.

Originally presented December 14, 2009

## Monday, June 28

### Ethics: Real-World Issues and Answers

9:00 a.m. – 12:15 p.m.  
3.0 ethics credits applied for

In everyday practice, ethics questions come up suddenly and when you least expect them. In this seminar, Eric Cooperstein tackles some of those questions. Eric and a team of co-presenters will discuss the right answers, the wrong answers, and how to avoid finding yourself in hot water. Topics include: Online social networking; Client referral services; Cloud computing; Dealing with clients who lie; Collecting fees from clients; A run down of new developments in Minnesota ethics; and more.

Originally presented June 15, 2010

### Elimination of Bias: Understanding Depression and Bi-Polar Disorder

1:00 p.m. – 3:00 p.m.  
2.0 elimination of bias credits applied for

An expert panel will discuss the signs and symptoms of depression and bi-polar disorder and advise lawyers what to do if they suspect their clients, or colleagues, are suffering from these conditions.

Originally presented June 15, 2010

### Advanced Contract Issues for In-House Counsel

9:00 a.m. – 3:45 p.m.  
6.0 CLE credits applied for

Advanced, practical education tailored for in-house counsel. Topics include: Boilerplate provisions – fine print, big deal; Representations, warranties, remedies; Contractual risk transfer – indemnity, purchase of insurance, limitations of liability; Practice tips regarding negotiation strategy and dealing with non-attorney procurement managers; and more.

Originally presented November 20, 2009

## Tuesday, June 29

### Purchase and Sale of a Business – Asset Transactions

9:00 a.m. – 3:55 p.m.  
6.0 CLE credits applied for

This seminar emphasizes practical advice for structuring the purchase or sale of a business. Our faculty will focus on an asset purchase, but will also address the differences between asset purchases and other types of transactions. Learn what to include in letters of intent and confidentiality agreements. Conducting due diligence and other pre-agreement activities will also be discussed.

Originally presented January 21, 2010

### Solving the Most Difficult Problems in Divorce Cases

9:00 a.m. – 4:35 p.m.  
6.5 CLE credits applied for

This seminar is designed to equip experienced family lawyers with the knowledge to handle difficult issues involving related practice areas that arise in divorce cases. Selected topics include: Bankruptcy and divorce; Handling quit claim deeds; Health care and retirement benefits; Financial issues; Immigration law; Elder law; Child protection; Tribal law; and more.

Originally presented November 17, 2009

## Wednesday, June 30

### The Strategic Negotiator

9:00 a.m. – 3:55 p.m.  
6.0 CLE credits applied for  
6.0 continuing education in ADR credits applied for

The strategic negotiator is one who understands the negotiation process, and nobody teaches it better than Nina Meierding. Topics include: How to maximize your negotiation skills; How to develop vital listening and tactical questioning skills; How to use competitive and collaborative negotiation techniques to your advantage; How to recognize and respond to common negotiation tactics; and more.

Originally presented January 19, 2010

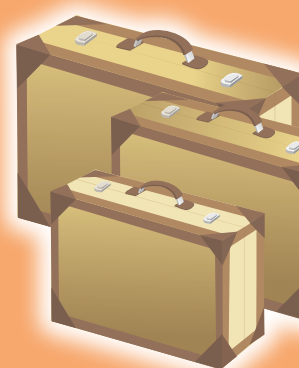
### Advanced Issues in Guardianships and Conservatorships

9:00 a.m. – 4:00 p.m.  
6.0 CLE credits applied for, including 1.0 ethics credit and 2.0 elimination of bias credits

Join us for a workshop that will take you beyond the basics. Our faculty will address such issues as: Creditor claims in conservatorships; Surety bonds; Civil commitments and how they relate to guardianships; Tips for communicating with incapacitated persons; Ethical obligations of revealing conflicts of interest and the illegal conduct of the guardian/conservator client; and more.

Originally presented February 24, 2010

# Travel Information



## Station Location

Minnesota CLE Conference Center  
Seventh Street & Nicollet Mall  
Third Floor City Center, Minneapolis

## Check-In and Continental Breakfast

Check-in begins 30 minutes prior to the start of each course. A continental breakfast will be provided each morning.

## Credits

Minnesota CLE will apply to the State Board of CLE for the number of credits shown. In every case, the number of credits applied for is the maximum number of credits attendees may claim for attending each seminar.

## Accommodation

If you have a disability and need an accommodation in order to attend these seminars, please contact Minnesota CLE as soon as possible at 2550 University Avenue West, Suite 160-S, Saint Paul, MN 55114. Or call us at 651-227-8266 or 800-759-8840.

## Cancellation Policy

Paid registrants who cancel at least 72 hours before the program will receive a full credit on their account; if fewer than 72 hours a \$25 administrative fee will be deducted.

## Questions?

If you have any questions, call Minnesota CLE at 651-227-8266 or 800-759-8840. Or, visit our website at [www.minncle.org](http://www.minncle.org).

## 4 Ways to Book Your Excursions!

MAIL TO:  
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