Be ready when you're called on to provide counsel on financial matters.

Having a modest understanding of the key elements of finance is important in helping your clients with their problems and in meeting their objectives and goals. The more you understand, the better you'll be able to counsel clients with confidence and use your financial understanding to their advantage during negotiations or litigation.

Learn to listen like an accountant.

Like it or not, lawyers need to worry about their clients' money. They don't have to be accountants or financial analysts, but they must know how to listen like accountants and financial analysts in order to have a thorough understanding of their clients' financial situations.

Are you able to understand and analyze financial transactions?

This seminar will introduce you to the language involved. Once you understand accounting principles, you'll be able to understand a financial statement, formulate successful inquiries, and communicate effectively with business and financial colleagues.

The goal of this seminar is to provide you with a solid understanding of the basics of finance. A case study of an existing public company is used to illustrate financial concepts in an easy-to-understand way.

- You'll learn to identify and use financial accounting information relevant to a wide range of legal matters.
- You'll gain a competitive edge in negotiation or litigation with an increased understanding of financial matters.

ABOUT THE INSTRUCTOR

Joseph Novello, CPA MBA, began his career in accounting and management consulting at Ernst & Young in New York City. He obtained his CPA license in New York and his MBA in Finance from New York University. He’s gained a wealth of experience from working in both domestic and foreign Fortune 500 companies as Controller, CFO, Director of Planning and Analysis, and Director of Sales Operations.

Mr. Novello’s goal is to present lawyers with an easy-to-understand program that will make dealing with a client’s financial matters more manageable.

Veteran CPA and financial trainer JOE NOVELLO takes complex concepts and breaks them down in a simple, easy-to-follow format. He uses humor, intrigue, and real-world examples to highlight key takeaways for lawyers.

CONCEPTS COVERED:

- The Basic Equation of Finance
- Financial Statements
- Accounting Methodologies and Principles
- Who’s Who in Financial Reporting
- Key Numbers and Ratios
- Present Value Concepts
- Business Valuations
- Fundamentals of Financial Investment
- Fraud Schemes
- And much, much more!
8:30 – 9:00 a.m. CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 10:45 a.m.
- Foundations of Modern Accounting and the Basic Equation of Finance
- Financial Statements (Part 1)
  - Understanding balance sheets
  - Learn about income and cash-flow statements

10:45 – 11:00 a.m. BREAK

11:00 a.m. – 12:15 p.m.
- Financial Statements (Part 2)
  - Notes to financial statements
  - Statement of equity and other comprehensive income
  - Auditor’s report
  - SOX certifications
- Accounting Methodologies and Principles
  - Difference between accrual vs. cash basis
  - Overview of other main principles
- Who’s Who in Financial Reporting
  - Role of government and non-government regulators
- Private Company Accounting
  - Big company vs. small company GAAP
  - Role of finance in a company and related legal support
  - Private companies and the CPA
  - Alternative services – reviews and compilations

12:15 – 12:30 p.m. QUESTIONS & ANSWERS

12:30 – 1:30 p.m. LUNCH (on your own)

1:30 – 3:00 p.m.
- Key Numbers and Ratios
  - Earnings per share (EPS)
  - Price/earnings (P/E) ratio
  - Revenue and earnings growth
  - Financial ratios – liquidity, solvency, profitability
- Present Value Concepts and Business Valuations
  - Simple present value
  - Why do you need to value a business?
  - Business valuation methodologies
  - Resources geared toward lawyers

3:00 – 3:15 p.m. BREAK

3:15 – 4:15 p.m.
- The Lawyer’s Role in Financial Audits
  - Grasping the ABA and AICPA joint process
- Basic Concepts of Financial Investment
  - Risk vs. return
  - Modern portfolio theory and diversification
- Financial Fraud Schemes

4:15 – 4:30 p.m. QUESTIONS & ANSWERS

THE PROGRAM

Friday, April 3, 2020
Minnesota CLE Conference Center, Minneapolis

PLEASE “✓” APPROPRIATE BOX BELOW:

IN-PERSON LIVE – 4/3/20
☐ $295 MSBA member
☐ $295 paralegal
☐ $345 standard rate

IN-PERSON REPLAY – 4/30/20
☐ $255 MSBA member
☐ $255 paralegal
☐ $305 standard rate

NEW LAWYER DISCOUNT!
☐ I have been admitted to the bar for fewer than 3 years and am deducting 50% from the fee marked above.

Join the MSBA and pay less for Minnesota CLE seminars!
To join, go to www.mnbar.org
Or for more membership advantages call 1-800-882-6722.

SCHOLARSHIPS AVAILABLE!
Minnesota CLE maintains a scholarship program for those individuals with a financial need. To obtain a scholarship application, contact Grant at gdavies@minncle.org or 651-254-2111.

PAYMENT:
☐ I have a MN CLE Season Pass™.
☐ Enclosed is a check for $
☐ Check here if address below is new.

NAME (first) (mi) (last)
Firm
Address
City/State/Zip
Phone
Email
Attorney License No. (if applicable)
Profession, if non-attorney

MAIL TO: 2550 University Avenue West, Suite 160-S
Saint Paul, MN 55114

FINANCE for Lawyers

Friday, April 3, 2020
Minnesota CLE Conference Center, Minneapolis

IN-PERSON LIVE
Minneapolis – Friday, April 3, 2020
Minnesota CLE Conference Center; 600 Nicollet Mall, Suite 370

IN-PERSON REPLAY
Register at least one week in advance to secure your copy of the materials.
Minneapolis – Thursday, April 30, 2020 (Check-In 8:30; Replay 9:00)
Minnesota CLE Conference Center; 600 Nicollet Mall, Suite 370

CREDITS
Minnesota CLE is applying to the State Board of CLE for 6.0 standard CLE credits.

QUESTIONS?
651-227-8266 • 800-759-8840 • www.minncle.org

CANCELLATION / NO-SHOW POLICY
Paid registrants who cancel before the seminar will receive a full credit on their account, or refund upon request. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their website account.

ACCOMMODATION
If you have a disability and need an accommodation in order to attend, contact Minnesota CLE at 2850 University Avenue West, Suite 160-S, Saint Paul, MN 55114 or call us at 651-227-8266 or 800-759-8840.