

Learn the Skills to Become a Successful Contracts Lawyer

▶ LLC Formations and Startup Operating Agreements

Understand the business structures your clients will actually use

▶ Contract Drafting Principles

Write agreements that are clear, enforceable, and built to last

▶ Clauses That Trigger Litigation

Spot the red flags before they become costly disputes

▶ Using AI

Leverage the latest technology to work smarter and stay competitive

▶ Career Paths and Defining Success

There are many paths to success, however you define it

▶ Real-World Business Ethics

Find your way through the grey areas with confidence and integrity

▶ Handling Difficult Clients and Opposing Parties

Develop the people skills that separate good lawyers from great ones

▶ And More!

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DATED MATERIAL – PLEASE EXPEDITE!



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your mobile device or
register online.



COURSE INFORMATION

LIVE IN PERSON

Thursday, April 16, 2026
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAYS

Friday, May 1, 2026
Monday, May 11, 2026
View online at www.minncle.org
A moderator will be available to answer questions by email.

COURSE MATERIALS

In-person attendees will receive the course materials in hard copy as well as electronic access via their Minnesota CLE website account.
Online replay attendees will receive electronic access via their Minnesota CLE website account.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, contact Minnesota CLE as soon as possible at **800-759-8840** or customerservice@minncle.org.

CREDITS

Minnesota CLE is applying to the Minnesota State Board of CLE for **6.0 CLE credits, including 1.0 ethics credit**. The maximum number of total credits attendees may report for this seminar is 6.0.

SCHOLARSHIPS AVAILABLE

Minnesota CLE maintains a scholarship program for those with a financial need. Contact customerservice@minncle.org for details or to obtain an application.

CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel before the seminar will receive a refund. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their Minnesota CLE website account.

How to Become a Successful Contracts Lawyer

Thursday, April 16, 2026
Minneapolis



MINNESOTA CONTINUING LEGAL EDUCATION
Your Success Is Our Goal

How to Become a Successful Contracts Lawyer

What I Know Now That I Wish I Knew Then

Ready to launch your career in contracts law?

Success in this field goes beyond knowing the law – it takes business savvy, sharp communication skills, and real-world experience – and that's exactly what this program delivers.

Our experienced faculty will give you what you need to hit the ground running –

- ▶ Practical tools
- ▶ Insider tips
- ▶ Honest career guidance

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Can't Attend In Person? View an Online Replay!
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SCHEDULE & FACULTY

8:30 – 9:00 a.m.
CHECK-IN & CONTINENTAL BREAKFAST

9:00 – 9:05 a.m.
Welcome and Introduction
– Jennie A. Clarke, Course Chair
Rubric Legal, LLC; Minneapolis

9:05 – 9:35 a.m.
Building Your Foundation: Drafting LLC Formations and Operating Agreements
– Allison M. Plunkett
Henson & Efron, P.A.; Minneapolis

9:35 – 10:35 a.m.
What Really Matters in Contract Drafting – Drafting Principles and Enforceability
– Jennie A. Clarke
Rubric Legal, LLC; Minneapolis
– Michael H. Frasier
Rubric Legal, LLC; Minneapolis

10:35 – 10:50 a.m. BREAK

10:50 – 11:20 a.m.
How to Use AI to Draft Better Contracts
– Mark D. Stignani
Barnes & Thornburg LLP; Minneapolis

11:20 a.m. – 12:20 p.m.
Battle-Tested: Practitioner Insights on Handling Tough Negotiations and Difficult Parties
– Michael C. Flom
Factory Motor Parts; Eagan
– Jeffrey C. O'Brien
Husch Blackwell LLP; Minneapolis
– John R. Remakel
Monroe Moxness Berg PA; Minneapolis
– Jennie A. Clarke (moderator)

12:20 – 1:05 p.m. LUNCH BREAK (on your own)

1:05 – 1:50 p.m.
What Goes Wrong When Deals Go to Court: Drafting Lessons Learned from Litigation
– Faris A. Rashid
Greene Espel PLLP; Minneapolis

1:50 – 2:05 p.m. BREAK

2:05 – 3:05 p.m.
Own Your Journey: Defining Success and Finding Your Career Path
– Scott M. Hagel
Barna Guzy & Steffen LTD; Coon Rapids
– Rochelle L. Hauser
Henson & Efron, P.A.; Minneapolis
– K. Davis Senseman
Davis Law Office, PLLC; Minneapolis
– Jennie A. Clarke (moderator)

3:05 – 3:20 p.m.
Helpful Resources for Contracts Lawyers
– Holly L. Garland
Minnesota Continuing Legal Education; Minneapolis

3:20 – 3:30 p.m. BREAK

3:30 – 4:30 p.m.
Real-World Ethics for Business Lawyers
1.0 ethics credit applied for
– Chad A. Snyder
Rubric Legal, LLC; Minneapolis

Register today at www.minncle.org

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TUITION:

\$295 MSBA member
\$295 paralegal
\$345 standard rate

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- **Super Passholders** may attend the in-person seminar or an online replay at no charge.
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NEW LAWYER DISCOUNT!

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SCHOLARSHIPS AVAILABLE

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QUESTIONS?

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