



**Drafting Skills for the Business Lawyer:  
From Contracts to Opinion Letters  
Agenda  
April 14, 2017**

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| <b>8:00 - 8:30</b>   | <b>Registration</b>  |
| <b>8:30 - 9:00</b>   | <b>Drafting Considerations from 1<sup>st</sup> Year Contracts: What You Should Have Learned About Contracts in Law School</b><br><i>Professor Cathy Lesser Mansfield, Drake University</i>   |
| <b>9:00 - 9:45</b>   | <b>Fundamentals of Contract Drafting: The Role of MOUs, Organizing the Contract, Definitions, Operative and End-Game Provisions, and General Style Considerations</b><br><i>Professors Matthew Doré and Allan Vestal, Drake University</i>       |
| <b>9:45 – 10:00</b>  | <b>Break</b>   |
| <b>10:00 - 10:45</b> | <b>Advanced Contract-Drafting Concepts: Representations and Warranties, the Use of Examples and Formulae, and Provisions Dealing With Contingencies and Unexpected Developments</b><br><i>Professors Doré and Allan Vestal, Drake University</i> |
| <b>10:45-11:30</b>   | <b>Drafting “Back of the Contract,” “General,” or “Boilerplate” Provisions “. . . attention must be paid.”</b><br><i>Professor David S. Walker, Drake University</i>   |
| <b>11:30-12:15</b>   | <b>Special Drafting Considerations When Drafting Third-Party Opinion Letters</b><br><i>Gregory B. Wilcox, Nyemaster Goode PC</i>   |

**Approved by the State of Iowa for 3.5 hours.  
Iowa Activity Code: 254352**