

# STRUCTURING, NEGOTIATING & DRAFTING ENTERTAINMENT CONTRACTS

Do you have the right tools to effectively negotiate and draft a contract in the entertainment industry?

Join leading entertainment lawyers as they drill down on the key aspects of entertainment contracts. They will cover:

- Best practices for drafting clearer contracts
- Understanding and using boilerplate clauses
- Assignment clauses (the why, what and how) and various other key entertainment provisions

Plus! Don't miss the opportunity to apply your enhanced knowledge and gain valuable feedback in the intensive **Entertainment Contract Drafting Workshop!**

Register today at:

[osgoodepd.ca/entertainment-contracts](http://osgoodepd.ca/entertainment-contracts)

## Program Chair

Bob Tarantino  
Dentons Canada LLP

## Program Details

### DATE AND TIME

**Monday, October 30, 2017**

### Morning Sessions

9:00 a.m. – 12:15 p.m. EDT  
(Webcast available)

### Optional Workshop

1:15 p.m. – 4:15 p.m. EDT  
(In person only)

### LOCATION

**Osgoode Professional Development**

1 Dundas St. West, 26th Floor  
Toronto, ON

# Structuring, Negotiating & Drafting Entertainment Contracts

In this unique and interactive OsgoodePD program, our expert faculty of entertainment lawyers will provide you with the key knowledge and practical strategies you need to negotiate and draft successful contracts. In an information packed half day, you'll gain practical insights into the essentials of negotiating and drafting entertainment law clauses.

Also, don't miss this rare opportunity to receive individualized feedback on your own drafting in the afternoon contract drafting workshop. Building on what you've learned in the morning sessions, you will draft key clauses for a **licensing/distribution agreement** and have your work reviewed by experienced entertainment lawyers.

*Note: Advance preparation is required for the workshop.*

## Topics Include

- Understanding how to use boilerplate clauses effectively
- Analysis of the more complicated boilerplate clauses
- Expert insight on how to construct an agreement which best meets your client's needs
- How to avoid the pitfalls that will prevent you from structuring a clear contract free of dangerous ambiguities

## Who Should Attend?

- Entertainment lawyers in private practice
- In-house counsel
- Directors of business development/business affairs
- Contract managers and administrators
- Rights managers and directors

Register today at:

[osgoodepd.ca/entertainment-contracts](http://osgoodepd.ca/entertainment-contracts)

What attendees said about previous offerings of this program:

*“Worth every penny!”*

Julie Berridge, Barrister & Solicitor

*“Very informative and clear. All speakers were great!”*

Liana Di Giorgio, Barrister & Solicitor

*“Probably the most practical, useful, applicable course I've ever taken.”*

# Agenda

Monday, October 30, 2017

8:30 a.m.

## Registration and Continental Breakfast

9:00 a.m.

### Negotiating in the Entertainment Industry

**Stephen Selznick**, Cassels Brock & Blackwell LLP

Whether you work in the television, film or music industry, this session will provide you with insights and the practical tools you'll need to negotiate the right deal for your client. Topics include:

- How to best prepare for a negotiation
- Recognizing the distinction between legal and business advice
- What law applies to your negotiation?

10:00 a.m.

### Navigating the Boilerplate

**Bob Tarantino**, Dentons Canada LLP

Gain an in-depth understanding of all those clauses at the back of the contract that no one pays attention to, but should. Topics will include:

- Identifying the parties
- Inducement letters
- Contracting with minors
- Security interests
- Assignment clauses
- Governing law and venue
- "Further Assurances", "Entire Agreement" and "No Injunctive Relief" clauses

- Dispute resolution
- Time of the essence
- Waivers of moral rights
- Confidentiality
- Counterparts
- Using precedents

11:15 a.m.

## Refreshment Break

11:30 a.m.

### Entertainment Essentials: A Deep Dive on Critical Terms

**Bob Tarantino**, Dentons Canada LLP

This session will provide you with a thorough review of key entertainment contract provisions. These include:

- "Pay or Play" clauses
- Representations, warranties and indemnities
- Termination and remedies for default
- Dealing with bankruptcy and insolvency

12:30 p.m.

## Luncheon

NOTE: Lunch will be provided to participants attending the full day program (morning sessions and afternoon workshop).

1:15 p.m.

### Contract Drafting Workshop: Licensing/Distribution Agreements (on-site only)

**Diana Cafazzo**, Stohn Hay Cafazzo Dembroski Richmond LLP

**Ken Dhaliwal**, Dentons Canada LLP

**Tony Duarte**, Duarte Spiel LLP

**Hilary Goldstein**, Buchli Goldstein LLP

**Bob Tarantino**, Dentons Canada LLP

This intensive workshop will provide you with a valuable opportunity to have your drafts critiqued by our expert faculty. Before the program, you will be provided with a fact scenario and asked to draft various key clauses.

Workshop leaders with many years of contract drafting experience will review and suggest improvements to your clauses, in areas such as:

- How to best organize and structure your agreement
- How to identify critical areas your agreement must address
- How to anticipate issues that are likely to arise in drafting

You will leave with practical tips and strategies which you can apply to every agreement you negotiate and draft.

NOTE: There will be a 15 minute break during this session

4:30 p.m.

## Program Ends



## Chair

**Bob Tarantino**  
Dentons Canada LLP

## Faculty Includes

**Diana Cafazzo**  
Stohn Hay Cafazzo Dembroski Richmond LLP

**Ken Dhaliwal**  
Dentons Canada LLP

**Tony Duarte**  
Duarte Spiel LLP

**Hilary Goldstein**  
Buchli Goldstein LLP

**Stephen Selznick**  
Cassels Brock & Blackwell LLP

**Bob Tarantino**  
Dentons Canada LLP

## Registration Details

### Fee per Delegate

**Full Day: \$595 plus HST**

**Morning Sessions only: \$345 plus HST**

Fees include attendance, program materials, continental breakfast, lunch and break refreshments. Group discounts are available. Visit [www.osgoodepd.ca/group-discounts](http://www.osgoodepd.ca/group-discounts) for details. Please inquire about financial assistance.

### Program Changes

We will make every effort to present the program as advertised, but it may be necessary to change the date, location, speakers or content with little or no notice. In the event of program cancellation, York University's and Osgoode Hall Law School's liability is limited to reimbursement of paid fees.

### Cancellations and Substitutions

Substitution of registrants is permitted at any time. If you are unable to find a substitute, a full refund is available if a cancellation request is received in writing 14 days prior to the program date. If a cancellation request is made with less than 14 days notice, a \$75 administration fee will apply. No other refund is available.



OsgoodePD has been approved as an Accredited Provider of Professionalism Content by the LSUC.



Eligible CPD/MCLE hours:

Full Day Program - LSUC (ON): 6h 30m CPD Hours (5h Substantive, 1h 30m Professionalism)

Morning Sessions - LSUC (ON): 3h 30m (2h 30m Substantive, 1h Professionalism)

*OsgoodePD* programs may be eligible for CPD/MCLE credits in other Canadian jurisdictions. To inquire about credit eligibility, please contact [cpd@osgoode.yorku.ca](mailto:cpd@osgoode.yorku.ca)



[osgoodepd.ca](http://osgoodepd.ca)

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