

**PROGRAMS DIRECTORSHIP
REPORT PREPARED FOR THE SEPTEMBER 26, 2006 COUNCIL MEETING**

1. Next Scheduled Meeting of the Directorship

The Directorship is scheduled to meet on the afternoon of September 26 to discuss the schedule of activities for the 2008 Business Law Institute.

2. Council Approval

We would like the Council to authorize the Directorship and ICLE to move forward with securing speakers and finalizing the draft course schedule for the 2007 Business Law Institute (a copy of which is attached). Please note that potential speakers in parentheses in the draft course schedule have not yet been confirmed. Speakers not in parentheses have been confirmed.

3. Membership

Those serving on the Directorship include Tania (Dee Dee) Fuller of Fuller Law and Counseling PC; Greg Schmidt of Warner Norcross & Judd LLP; Dan Minkus of Clark Hill, PLC; and Mark Peters of Dykema.

Tania (Dee Dee) Fuller has taken over the lead role in seeking sponsorships for the 2007 Business Law Institute, with the assistance of Mark Peters.

4. Accomplishments Toward Directorship Objectives

All of the Directorship members actively participate in the planning process.

5. Meetings and Programs

The Directorship met in Lansing on August 23 with ICLE to plan the course schedule for the 2007 Institute. A copy of the draft schedule which resulted from the meeting is attached. The Directorship will schedule future meetings, or communicate via telephone and e-mail, as necessary to finalize the course schedule and secure speakers.

6. Publications

None.

7. Legislative/Judicial/Administrative Developments

None.

8. Miscellaneous

None.

Report Submitted by: Mark Peters

DET01\525968.1
ID\MWP

19th Annual Business Law Institute

Friday, June 1- Saturday, June 2, 2007
Boyne Mountain Resort

Cosponsored by the Business Law Section of the State Bar of Michigan

Course Schedule (DRAFT 3)

Moderators

Mark W. Peters
Dykema

Greg E. Schmidt
Warner Narcross & Judd LLP

Day One

Friday Afternoon Session:

1:00 p.m. - 5:30 p.m.

1:00 p.m.- 1:10 p.m.

Welcome and Introduction to Section Activities

Mark R. High, Chair
Business Law Section, State Bar of Michigan

1:10 p.m. - 1:15 p.m.

State Bar of Michigan

*Available services

(William E. Livingston
Lawyers & Judges Assistance Program)

1:15 p.m. - 1:20 p.m.

(time built in for additional announcements)

1:20 p.m. - 2:05 p.m.

Global Business- Meeting International Compliance Requirements and Expectations

*Navigating US and foreign laws and multinational conventions

*Codes of Social Responsibility- helping companies preserve their reputations and good will with customers, employees, shareholders, suppliers and others

Richard G. Goetz
Dykema

2:05 p.m. - 2:50 p.m.

How to Build Your Practice

*5 new ways to cross-sell

(Vincent A. Romano
Attorney Services Marketing)

- 2:50 p.m. - 3:00 p.m. Questions & Answers**
- 3:00 p.m. - 3:15 p.m. Networking Break**
- 3:15 p.m. - 3:45 p.m. Case Law Update**
 (John R. Marquis
 Warner Narcorss & Judd LLP)
- 3:45 p.m. - 4:15 p.m. Legislative Update**
 (Justin G. Klimko
 Butzel Long PC)
- 4:15 p.m. - 5:15 p.m. The 10 Worst Mistakes the Other Side Makes (& How to Use them to Your Advantage)**
 (James C. Bruno
 Butzel Long PC)
 (Hugh H. Makens
 Warner Norcross & Judd LLP)
- 5:15 p.m. - 5:30 p.m. Questions & Answers**
- 6:30 p.m. - 7:30 p.m. Reception – Sponsored by _____**
 Enjoy the opportunity to meet the seminar faculty, section council, exhibitors, fellow registrants and guests.
- 7:30 p.m. - 9:30 p.m. Annual Business Law Section Banquet**
 (Sean Carter, Humorist at Law)
 [see <http://www.lawhumorist.com/cle.htm> possible topics]

Day Two

Saturday Morning Session:

9:00 a.m - 12:30 p.m.

- 9:00 a.m. - 9:10 a.m. Welcome and Announcements**
- 9:10 a.m. - 9:45 a.m. Business in Michigan: 2007 and Beyond**
 (David G. Sowerby
 Loomis, Sayles & Company, L.P.)
- 9:45 a.m. - 10:20 a.m. Understanding Insurance Coverage**
 *Claims made v. occurrence policies
 *Retentions v. deductibles
 *Additional insured requirements v. certificate of insurance
 *Selecting counsel

Tania E. "Dee-Dee" Fuller
Fuller Law & Counseling PC

10:20 a.m. - 10:30 a.m. Questions & Answers; Move to Track 1 or Track 2

TRACK 1 "IN A NUTSHELL" COURSES:

10:30 a.m. - 11:05 a.m. Read Financial Statements like an Expert

(David E. Duprey
Comerica Inc)

11:05 a.m. - 11:20 a.m. Networking Break

11:20 a.m. - 11:55 a.m. Real Property: What Every Business Lawyer Must Know

*buy/sell agreements
*land use regulation & zoning
*title insurance & surveys

(Gregg A. Nathanson
Couzens Lansky Fealk Ellis Roeder & Lazar PC)

11:55 a.m. - 12:30 p.m. Tax Fundamentals

*initial capitalization
*basis issues
*depreciation

(Gina M. Torielli
Thomas M. Cooley Law School Oakland University)

TRACK II "MERGERS & ACQUISITIONS"

10:30 a.m. - 11:05 a.m. Indemnifications
(David Foltyn
Honigman Miller Schwartz & Cohn LLP)

11:05 a.m. - 11:20 a.m. Networking Break

11:20 a.m. - 11:55 a.m. Structuring & Negotiating Earn-outs
*bridging the gap between buyer's & seller's expectations

Dan Minkus
Clark Hill PLC

11:55 a.m. - 12:30 p.m. Strategies & Techniques for Distressed M&A
*bankruptcy

(John T. Gregg
Barnes & Thornburg LLP)