

**PROGRAMS DIRECTORSHIP  
REPORT PREPARED FOR THE SEPTEMBER 23, 2010 COUNCIL MEETING**

**1. Next Scheduled Meeting of the Directorship.**

The Directorship holds meetings, and communicates via telephone and email, as necessary, to discuss course speakers and other matters regarding the Institute and the Annual Meeting, as appropriate. Planning for the 2010 Annual Meeting began soon after the 2010 BLI concluded and planning for the 2011 Business Law Institute is underway.

**2. Council Approval**

N/A

**3. Membership**

Those serving on the Programs Directorship include Dee Dee Fuller, Eric Lark, Christopher Maeso, Dan Minkus (Chair), and Mark Peters.

**4. Accomplishments Toward Committee Objectives**

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

The Directorship will schedule meetings, or communicate via telephone and email, as necessary to finalize course schedules and secure speakers.

**5. Meetings and Programs**

The 2010 Annual Meeting will be held on September 23, 2010. The Annual Meeting event will consist of a one-hour program beginning at 3 p.m., followed by the Annual Meeting, Council Meeting, presentation of the Schulman Award, and a reception.

The 2011 Institute will be held on May 6 and 7, 2011 at the Inn at St. John's in Plymouth.

**6. Publications.**

N/A.

**7. Methods of Monitoring Legislative/Judicial/Administrative Developments and Recommended Action**

N/A.

**8. Miscellaneous**

N/A.

**Report submitted by:**

Daniel H. Minkus

# Business Boot Camp I

Basic Training for Every Business Lawyer

Sponsored by  
Business Law Section of the State Bar of Michigan

## Are You Ready for Business?

This award-winning program will help you:

- Develop confidence, attract clients, and impress partners
- Meet the lawyers doing the deals you want to do
- Learn the secrets of Michigan's most successful business practitioners—our faculty describes the work they do day in and day out
- Take home time-tested, proven forms and explanatory materials you can put to use immediately

## Basic Training for Every Business Lawyer

Business practice is varied and complex. Your success requires broad knowledge, the right tools, and knowing the right people. Sign up for the award-winning course that has given hundreds of Michigan business lawyers an advantage. Learn the ropes from experts at Michigan's top firms. Take home practical tools you can put to use immediately. In just two days you will receive grounding in eight key areas of business practice with guidance from the leaders who handle them every day.

### Day One

Choice of Entity—Answering the Most Common Questions  
factors to consider • nuts and bolts • tax considerations • practical advice to clients

*Jeffrey S. Ammon, Miller Johnson, Grand Rapids;  
John R. Marguis, Warner Norcross & Judd LLP, Holland*

### Supply Agreements

terms and provisions in sales contracts • understanding Article 2  
• provisions in commercial transactions

*John R. Trentacosta, Foley & Lardner LLP, Detroit*

### Shareholder Buy/Sell and Voting Agreements

whom do you represent? • funding • transfer restrictions  
• ethical considerations

*Justin G. Klimko, Bulzel Long, Detroit*

### Legal Drafting

getting the most out of your words • writing effectively and clearly  
• avoiding common bad practices

*Edwin J. Lukas, Robinson LLP, Detroit*

### Day Two

#### Business Valuations and Appraisals

how to work effectively with business valuation professionals  
• understanding alternative methods of valuation • how to critically review  
a valuation report • perils and pitfalls

*Jeffrey M. Rivins, ASA, CPA, Managing Director, Valuation & Financial Opinions,  
Stout Rivins Ross Inc., Southfield*

#### Commercial Loan Transactions

loan documents • Article 9 issues

*Dawn P. Singer, Dickinson Wright PLLC, Bloomfield Hills*

#### Forming an LLC—Including Operating Agreements

forming • drafting • capital structure • management • tax

*Daniel H. Minkus, Clark Hill PLC, Birmingham*

#### Insurance and Coverage Issues

understanding different types of policies • recognizing different types of coverage  
• subrogation and indemnity issues

*Jay D. Sawmiller, Johnston Lewis Associates, Troy;  
Stanley A. Prokoj, Plunkett Cooney, Detroit*

## Directors of Training



Timothy R.  
Damschroder  
Rodman T.T.P.  
Ann Arbor

Plymouth



Daniel H.  
Minkus  
Clark Hill PLC  
Birmingham

Plymouth



Jeffrey S.  
Ammon  
Miller Johnson  
Grand Rapids

Grand Rapids

## West Michigan

Grand Rapids  
Amway Grand Plaza  
187 Monroe Ave. NW  
Grand Rapids, MI 49503

November 8-9, 2010  
9:00 AM – 5:00 PM

## Metro Detroit

Plymouth  
The Inn at St. John's  
44045 Five Mile Rd.  
Plymouth, MI 48170

January 27-28, 2011  
9:00 AM – 5:00 PM

# REGISTER TODAY!

# **BUSINESS BOOT CAMP I REGISTRATION**

NAME \_\_\_\_\_  
MI BAR # \_\_\_\_\_  
FIRM \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_  
PHONE \_\_\_\_\_ FAX \_\_\_\_\_  
E-MAIL \_\_\_\_\_

## **Business Boot Camp I Locations (choose one):**

- GRAND RAPIDS                      NOVEMBER 8-9, 2010  
(SAVE \$20: REGISTER BEFORE SEPTEMBER 20, 2010)
- PLYMOUTH                              JANUARY 27-28, 2011  
(SAVE \$20: REGISTER BEFORE DECEMBER 15, 2010)

## **Fees:**

\$220 – INDIVIDUAL

\$1000 – FIRM  
(UP TO 15 PARTICIPANTS)

## **Payment Information:**

CHECK # \_\_\_\_\_ (CHECKS PAYABLE TO  
AMOUNT \$ \_\_\_\_\_ STATE BAR OF  
MICHIGAN)

PLEASE BILL MY:     VISA  
                                  MASTERCARD

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CREDIT CARD #

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EXP. DATE

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PRINT NAME AS IT APPEARS ON CREDIT CARD

\_\_\_\_\_  
AUTHORIZED SIGNATURE

**MAIL** YOUR CHECK AND COMPLETED  
FORM TO:

DANIEL H. MINKUS, DIRECTOR OF TRAINING  
CLARK HILL PLC  
151 SOUTH OLD WOODWARD AVENUE  
SUITE 200  
BIRMINGHAM, MI 48009

**FAX (ONLY IF PAYING BY  
CREDIT CARD) THE COMPLETED FORM  
AND CREDIT CARD INFORMATION TO:**

ATTN: SEMINAR REGISTRATION @  
248-988-1835

FOR INFORMATION REGARDING BUSINESS BOOT CAMP I, CALL THE BUSINESS LAW SECTION  
ADMINISTRATOR AT 248-953-9022.

**THINK GREEN!** THE BUSINESS LAW SECTION WILL MAIL YOU A THUMB DRIVE CONTAINING WRITTEN  
MATERIALS IN ADVANCE OF THE SEMINAR. PAPER COPIES OF THE MATERIALS WILL NOT BE PROVIDED.

**CANCELLATION POLICY:** IN ORDER TO RECEIVE A REFUND YOU MUST NOTIFY THE BUSINESS LAW SECTION  
ADMINISTRATOR NOT LESS THAN 30 DAYS BEFORE THE SESSION DATES.