



WORTHINGTON
& ASSOCIATES LTD.

Contracting in

Troubled Times

One-Day, In-House Training for Procurement Professionals, with
Legal Expert **Robert C. Worthington, LLB**

Great news for contract professionals!

COURSE CONTENT: In these times of economic uncertainty, formulating strategies for managing legal risk has become a top priority for business owners. This mandate is especially important for contract managers and purchasers, whose daily work is rife with legal jeopardy. This seminar is designed especially for procurement professionals who need to know how best to navigate these volatile times, making increasingly effective and enforceable contracts while reducing their corporate and personal legal risk.

Contracting in Troubled Times is a pro-active seminar exploring what professionals can, could, must and must not do to avoid liability. Robert offers effective solutions to common contract problems, including those that arise when contractors or suppliers cut corners, reduce services, lower standards and even breach contracts as they endeavour to stay afloat in an uncertain financial climate. The seminar canvasses several critical areas of procurement law, uncovering where potential and likely risks exist, showing you how to handle them now, and most critically, how to avoid them in future. Is your organization protected? This course will help you, the procurement professional, to ensure that you've got your liabilities covered and under control - so you can meet the challenges of today's economic downturn - expecting the best and well prepared for anything the future might bring.

TOPICS INCLUDE: • **Supply Contracts:** Exclusions & limitations of liability, penalties & bonuses, Owner remedies • **Competitive Bidding:** Non-Binding competitions, limiting Owner liability, Owner powers • **Agency Relationships:** Controlling your Agent's authority, enforcing limits • **Employment Relationships:** Constructive dismissal, notice, changes to employment • **Verbal and Electronic Contracts:** Defamation, personal liability, controlling risk • **And more!** • **Bring your questions!**

WHO SHOULD ATTEND: Professional Purchasers and Supply Managers, Materiel Managers, Contract Administrators, Human Resources Directors, Financial Officers, General Managers, business professionals who work with contracting documents and support staff.

WHAT PARTICIPANTS HAVE SAID ABOUT ROBERT'S SEMINARS: • Instructor never missed a beat...gave straight answers to all questions. • Presenter was extremely knowledgeable, with a terrific sense of humour. • One of the best seminars I've ever attended. • The instructor is dynamic, a great speaker. • He makes the law come alive. • The most useful training I've ever taken. • Extraordinary instructor, interesting and informative seminar. • Bob's seminars are an absolute must have. • Terrific class; a very funny guy! • Bob is a wealth of valuable information. • An outstanding course!

THE MOST IMPORTANT SEMINAR YOU'LL TAKE THIS YEAR!

DATES:

We are currently booking for Fall 2010.

LOCATION:

Your Office, Your City.

FEES:

- Fees are based on a flat daily teaching rate + incidental expenses + taxes.
- We can custom-design presentations based on your company's documents.
- Train 12 - 40 staff for the same flat fee!

BOOKINGS:

For a custom seminar proposal and price quote, contact us today!

EML rcworthington@shaw.ca

TEL 604-488-0114.

This is a popular offering; calendar is filling quickly - call now!

All participants receive a detailed set of seminar materials as a desktop reference.

PLEASE NOTE:

The seminar presumes participants have a basic knowledge of procurement law and practice.

ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Bob has taught purchasers and contract managers throughout Canada for over 26 years, specializing in the laws of contract, competitive bidding and procurement. He has written two books on contract and procurement law, designed especially for contracting and procurement professionals. Bob's books, *Fine Print* newsletter and law courses are entertaining as well as informative. For more information on all his products and services, please visit Bob's website at www.purchasinglaw.com.

If you are a contract administrator or purchaser, you need to know the law and you need to keep up-to-date with changes - Bob is your man! He can help you to reduce your legal risk, avoid costly errors and improve your contracting. His seminars are fast, affordable, and best of all ... they're fun!

