



WORTHINGTON  
& ASSOCIATES LTD.

# ONE DAY COURSES

IN-HOUSE SEMINARS *with* ROBERT C. WORTHINGTON, LLB

## Navigating Agency

### Duties and Liabilities of Principals and Agents

The Principal-Agent relationship is at the heart of modern business and procurement. Yet the legalities behind the Agency relationship are often ignored and misunderstood by both Principals and Agents. Persons with no legal authority act as Agents, Principals allow Agents to act beyond their authority, and Agents presume they are protected, when in law they are not. *Navigating Agency* explores and explains the laws, risks, and liabilities arising from the Agency Relationship and details how both parties can better protect themselves while maintaining a strong working relationship. Whether you're a Principal or you're acting as Agent for a Principal, this seminar is for you!

#### COURSE CONTENT

- The Agency Relationship
- The Perils of Unauthorized Agency
- Duties of the Principal
- Duties of the Agent
- Personal Liability of the Agent
- Corporate Liability of the Principal
- Independent Contractors as Agents
- How to Write an Agency Agreement
- Managing the Agency Relationship
- And more!

#### WHO SHOULD ATTEND

Professional Purchasers and Supply Managers, Contract Administrators, Human Resources Directors, Financial Officers, General Managers, and anyone doing work on behalf of their organization. These types of organizations will find this course helpful:

- Airports, Airlines and Aerospace Engineering ■ Educational Institutions; Universities, Colleges, School Boards
- Federal and Provincial Governments, Crown Corporations, Municipalities and Districts ■ Forest Industry, Pulp and Paper ■ Manufacturing and Distribution ■ Medical Care Facilities, Hospitals and Health Authorities
- Mining, Minerals and Chemicals ■ Oil and Gas ■ Power and Public Utilities ■ Telecommunications
- Private Business and Services ■ Purchasing Organizations ■ Professional Associations.

#### WHAT PARTICIPANTS HAVE SAID ABOUT OUR COURSES

■ *Bob's courses are tops in the industry. Good speaker, excellent seminar!* ■ *Never missed a beat...gave straight answers to difficult questions, very knowledgeable, with a terrific sense of humour.* ■ *An interesting speaker who really knows his material.* ■ *The instructor is dynamic. He makes the law come alive.* ■ *By far the best...I got my money's worth on this one!*

## IN-HOUSE SEMINARS

#### DATES

We are currently booking in-house seminars for 2009

#### LOCATION

Your Office, Your City

#### FEES

- Fees are based on a flat daily teaching rate + incidental expenses + GST
- Fees include a custom-designed course presentation based on your company's documents.
- Train 12 – 40 staff for the same flat fee!
- For a custom seminar proposal and price quote, contact us today!

#### REGISTRATION

To book a seminar for your organization, please contact:

EML rcworthington@shaw.ca

TEL 604-488-0114

*Dates booked are firm.*

*Teaching schedule fills up quickly, contact us today!*

**All participants receive a detailed set of seminar materials to use as a reference.**



### ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, 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. Robert's books and law courses are entertaining as well as informative. For more information, please visit his website at [www.purchasinglaw.com](http://www.purchasinglaw.com).