

**INTRODUCTION**

Our client workshops are designed to be a practical guide to commercial legal matters for non-lawyers. The sessions are based on a round-table discussion led by senior lawyers and we target 6-10 attendees for each workshop.

**DATES & TOPICS**

**18 June**

**Public M&A – Takeovers/Schemes/Strategic Stakes**

An overview of public M&A in New Zealand including:

- When to use a Scheme vs a Takeover
- Recent developments and Panel guidance
- How to react as a target company or competing bidder
- Strategic stakes in listed companies

**30 July**

**Contract Essentials – Tricks and Traps**

A practical guide to contract law: what to accept, what to avoid and how to negotiate a good deal, including:

- When is a contract legally binding?
- When can a party terminate?
- Tricks and traps to avoid
- What are the consequences of breach?

**20 August**

**Buying and Selling a Business**

An overview of the legal issues relevant to the sale or purchase of a business, including:

- Tips for an effective and efficient process
- Structure: Shares or Assets?
- Due diligence: Identifying risk and ensuring value
- Managing risk and maximising value
- Transfer of employees

**17 September**

**Joint Ventures/Shareholder Agreements**

We will discuss our experiences establishing and working with joint ventures along with recent legal developments in the area, including:

- Shareholder agreements
- Limited partnerships
- Shareholder disputes
- Case law imposing fiduciary duties on parties to a joint venture

**15 October**

**Competition Law – Spot the Risks**

An overview of how competition law applies to business and how to avoid becoming the subject of an investigation by the Commerce Commission and other enforcement action, including:

- Arrangements that substantially lessen competition
- Non-compete provisions
- Cartel conduct – criminal sanctions
- Dealing with competitors

## IN-HOUSE SESSIONS AVAILABLE

If you prefer, we would be pleased to provide an in-house session tailored for your needs. Please contact John Horner, at [johnhorner@quiggpartners.com](mailto:johnhorner@quiggpartners.com) or (04) 474 0754 to arrange.

### VENUE

#### **Quigg Partners Boardroom**

Level 8  
The Bayleys Building  
36 Brandon Street (Corner Brandon Street and Lambton Quay)  
Wellington

### TIME

12:30pm to 2:00pm (Light lunch provided)

### COST

\$75 (including GST) per person per seminar  
Payment via cheque or direct credit to Quigg Partners  
Account No. 06-0501-0859155-00

### REGISTRATION

To register please email the attached registration form to Theresa Cains at [theresacains@quiggpartners.com](mailto:theresacains@quiggpartners.com), or visit our website [www.quiggpartners.com](http://www.quiggpartners.com) to fill out the online registration form.

## 2019 COMMERCIAL CLIENT LUNCHTIME WORKSHOPS REGISTRATION FORM

To register please complete the details below:

- 18 June**                    **Public M&A – Takeovers/Schemes/Strategic Stakes**  
An overview of public M&A in New Zealand
- 30 July**                    **Contract Essentials – Tricks and Traps**  
A practical guide to contract law: what to accept, what to avoid and how to negotiate a good deal.
- 20 August**                    **Buying and Selling a Business**  
An overview of the legal issues relevant to the sale or purchase of a business.
- 17 September**                    **Joint Ventures/Shareholder Agreements**  
We will discuss our experiences establishing and working with joint ventures along with recent legal developments in the area.
- 15 October**                    **Competition Law – Spot the Risks**  
How to avoid inadvertently breaching New Zealand competition law and ensuring sales staff and others don't cross the line of "fair play" in business.

<i>Name</i>	_____
<i>Position</i>	_____
<i>Organisation</i>	_____
<i>Address</i>	_____ _____
<i>Phone</i>	_____
	<i>Mobile</i> _____
<i>Email</i>	_____