

CONTINUING LEGAL EDUCATION

THE BAR ASSOCIATION OF SAN FRANCISCO



The Corporate Law Department Section presents

How to Speak the Language of Business to Business Clients

The importance of having a foundational understanding of finance and business to elevate your craft as a lawyer in a corporate law department

Speaker

Chaka M. Patterson

Partner, Alston & Bird

This presentation helps lawyers who work in corporations to understand better the businesses they support, communicate more effectively with the business they support by understanding key financial terms, metrics, and financial statements, and enhancing the value of the legal department by employing the 80/20 rule: spending 80% of their time on the 20% of the legal work that matters to the businesses they support.

Topics

- Understanding the basic financial statements: income statement, balance sheet, and cash flow statement
- Using the Annual Report, Proxy Statement, and Earnings call to identify where to spend 80% of your time on the 20% of legal work that matters to the business.
- Reconciling Non-GAAP to GAAP
- Communicating effectively with your business clients using the language of finance

Section Chair

Joan Haratani, Morgan, Lewis & Bockius

Register online: www.sfbar.org/calendar

Tuesday

April 9, 2024

MCLE Registration: 11:30 a.m.- 12:00 p.m.

Virtual Program: 12:00 - 1:15 p.m.

MCLE: 1 Hour

To receive MCLE credit, you must sign in during the designated MCLE registration period. This activity is approved for Minimum Continuing Legal Education credit by the State Bar of California.

BASF is a certified provider. Provider #103

Pre-registration is required.

Location

Virtual

Zoom link will be provided prior to the program.

Cost

Free for BASF Law Students

\$50.00 Section Member

\$60.00 BASF Members, Government &

Nonprofit Attorneys

\$75.00 All Others

Viewing Options



Live Webcast available, register at www.sfbar.org



Webcast Recording will be available. Register separately on our online platform.

Special Requests:

People with disabilities should contact BASF regarding reasonable accommodations at events@sfbar.org.

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