

Course Planner



Gabrielle J. Sellei, Esq.
Semanoff Ormsby Greenberg & Torchia, LLC
Huntingdon Valley

Gabrielle Sellei's practice covers a wide range of business-related matters for clients ranging from sole proprietorships and professionals to midsize entrepreneurial businesses, to whom she provides comprehensive legal and business counseling. In addition, Gabrielle represents many clients in the arts, entertainment, sports and affiliated industries, and has successfully negotiated and completed deals for television appearances and video games, documentary film rights, sports exhibition matches and celebrity endorsements, literary rights and the resolution of copyright and other intellectual property infringement claims.

Faculty

James A. Baldwin, Esq.
Fox Rothschild LLP, Pittsburgh

Sally Griffith Cimini, Esq.
Leech Tishman Fuscaldo & Lampi, LLC
Pittsburgh

Rebecca E. Clayton, Esq.
University of Pennsylvania Law School
Philadelphia

Elliot J. Dater, Esq.
Schnader Harrison Segal & Lewis LLP
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Cohen & Grigsby PC, Pittsburgh

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Innovation Practice Institute
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Fox Rothschild LLP, Warrington

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ioCounsel LLC, Villanova

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Radnor

Ronald W. Schuler, Esq.
Spilman Thomas Battle, P.L.L.C.
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Kathleen M. Shay, Esq.,
Duane Morris, LLP, Philadelphia

James M. Singer, Esq.
Fox Rothschild, LLP, Pittsburgh

Deborah L. Spranger, Esq.
Saul Ewing, LLP, Wayne

Michael J. Torchia, Esq.
Semanoff Ormsby Greenberg
& Torchia, LLC, Huntingdon Valley

Additional faculty to be announced.

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Representing the start-up,
from formation to financing

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Representing the start-up,
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Philadelphia • Mon., Dec. 3, 2012
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This program has been approved by the Pennsylvania Continuing Legal Education Board for 5 hours of CLE credit in substantive law and 1 credit in ethics. Ethics information has been integrated throughout this program. To receive 1 hour of ethics credit, you must attend the entire course.

Off to a Good Start (Up)

Representing the start-up, from formation to financing

Learn how to guide your clients from the moment of initial contact through the myriad issues involved in launching a start-up

- Select and form the entity that best suits your client
- Understand the sources and methods of early stage fundraising
- Protect and enhance the value of your client's intellectual property
- Discover how to mitigate risk at each step

Find out what you need to know about

- Financing
- Tax
- Securities
- Employment
- Intellectual Property
- And more

Don't get caught in an ethical quagmire

- Identify your client(s)
- Learn how to avoid conflicts of interest
- Untangle the ethical issues that arise when you counsel multiple founders

Mark Your Calendar

JANUARY 14, 2013 | PHILADELPHIA, LIVE WEBCAST
SIMULCAST TO MECHANICSBURG, PITTSBURGH, WEST CHESTER

Real Life Financial Planning for Lawyers

Hear investing, protecting and saving advice for lawyers at every career stage. Get practical "how to" advice tailored to the lawyer practicing in a large firm to the sole practitioner.

9:00 - 10:00	In the Beginning: Establishing the Attorney-Client Relationship
10:00 - 11:00	Choice of Entity, Formation and Structure
11:00 - 11:15	Break
11:15 - 12:15	Intellectual Property Considerations
12:15 - 1:00	Lunch for faculty and attendees
1:00 - 2:00	Employment Matters
2:00 - 3:00	Financing the Start-Up Part I: Equity Issuance Issues
3:00 - 3:15	Break
3:15 - 4:15	Financing the Start-Up Part II: Sources of Financing

Dates & Locations

► 9:00 am to 4:15 pm; check-in begins at 8:30 am

Philadelphia
Mon., Dec. 3, 2012
The CLE Conference Ctr.
Wanamaker Building
10th Fl., Suite 1010
Juniper St. entrance

Mechanicsburg
Tues., Dec. 11, 2012
PBI Conference Center
5080 Ritter Rd.
Rossmoyne Exit, Rt. 15

Pittsburgh
Thurs., Dec. 13, 2012
PBI Professional
Development Conf. Ctr.
Heinz 57 Center
339 Sixth Ave., 7th Fl.

Registration Policy: We encourage early registration. Save \$25 on registrations received 3 or more business days before the presentation date. Early registration helps us ensure there will be sufficient course materials, seating and refreshment. Walk-in registrations will be accepted on a space-available basis. Pre-registered customers receive priority on the distribution of course materials. Those intending to register at the door should check www.pbi.org or call (800) 247-4724 to ensure that the course has not sold out and that there have been no schedule changes.

Cancellation Policy: In order to receive a refund for cancellation (less a \$25 administrative fee), you must notify PBI by mail or FAX no later than 2 business days prior to the course presentation date for the appropriate site. Otherwise, you will receive the course materials in full consideration of tuition paid.

Weather Related Cancellations: Check www.pbi.org or call (800)-932-4637 ext. 2205.

Registration Transfers: Requests for transfers will be honored if they are received prior to the date of the course.

Services for Persons with Disabilities: If special arrangements are required, please contact Customer Service at (800) 932-4637 at least ten days prior to the presentation date.

Registration Confirmation: Be sure to include your email address on the registration form to receive a confirmation. Expedite your check-in by bringing this confirmation to the seminar, but is not required for admission.

Speaker Substitutions: PBI reserves the right to substitute speakers at all programs.

PBI Scholarships: PBI offers substantially reduced tuition for most PBI seminars to allow attorneys experiencing financial hardship to fulfill their mandatory education requirement. For details and an application, contact Scholarship Administrator at scholarships@pbi.org or (800) 932-4637 Ext. 2284 at least 30 days before the program. (Please note scholarships are not available for Online CLE.)

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Dates & Locations

- Philadelphia • Mon., Dec. 3, 2012**
- Mechanicsburg • Tues., Dec. 11, 2012**
- Pittsburgh • Thurs., Dec. 13, 2012**

Tuition (includes course book and lunch)

Early*	Member — Pa., or any co. bar assn.	Standard
\$249	Member admitted after 1/1/08	\$274
\$229	Nonmember	\$254
\$269	Paralegals attending with an atty.	\$294
\$99	Paralegals attending alone	\$124
\$129	Judges and judicial law clerks	\$154
\$125	Judges and judicial law clerks (admitted after 1/1/08)	\$150
\$115		\$140

*Registrations received 3 or more business days before the presentation qualify for the Early Registration Discount.

Book & Audio CD

- Course Book (2012-7617) — \$69 plus \$6.00 S&H & \$4.50 tax (\$79.50)
- Audio CD (ACD-7617) — \$39 plus \$6.00 S&H & \$2.70 tax (\$47.70)
- Audio CD & Book Set (ACDS-7617) — \$99 plus \$6.00 S&H & \$6.30 tax (\$111.30)

If you are ordering course materials separately, please allow two weeks after the first program for the shipment of books and 4 to 6 weeks for shipment of the CDs and book/CD sets.

Name _____ Atty. # _____

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I have enclosed my discount coupon in the amount of \$ _____ for my 1st 2nd 3rd 4th 5th seminar.

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