



**BENNETT JONES  
ACADEMY**  
PROFESSIONAL DEVELOPMENT

2017

**Calgary and Edmonton Student Seminar Program**

[bennettjones.com](http://bennettjones.com)



Available in person



Live video conferencing

"Learning is like rowing upstream:  
not to advance is to drop back."

- Chinese Proverb



# Bennett Jones Academy Student Curriculum Calgary and Edmonton

## Our Commitment to Continuing Legal Education — Substantive and Professionalism Courses 2017



We are delighted to welcome you to our Bennett Jones Academy (BJA) Curriculum, specifically designed for students, which has been created to highlight our upcoming courses in 2017. At Bennett Jones LLP, we are committed to helping our students and lawyers reach their highest potential as professionals, consistent with the firm's standard of excellence in client service. BJA is a comprehensive, integrated system that provides you with the tools, opportunities and support to excel in the legal profession.

Our student specific courses are delivered in the summer and early fall in order to ensure that our summer and articling students receive continuing legal education seminars that introduce you to the firm, the practice of law and some of the basic principles of law that will support you in your efforts to hit the ground running as a new legal professional.

The student curriculum is one part of our overall, firm-wide, BJA offerings. Our broader BJA offerings, delivered year round, are designed to build the best possible foundation and enhance the skills and knowledge of our lawyers at every stage of their careers. Our orientation and introductory programs provide you with the framework and tools for understanding the legal, business, ethical and practical issues you are likely to encounter in the first years of practice. Our professionalism courses support you as you grow into more senior supervisory and leadership roles and our advanced substantive programs help you keep abreast of developments in your area of practice and continue to hone your skills and expertise.

We believe in providing top-notch, value-added programming for our students and lawyers and are pleased to be offering a wide range of substantive and professionalism courses for 2017.

Our substantive courses range from understanding private equity transactions from both the legal and client perspectives, to trial preparation and mergers and acquisitions. Our professionalism courses include advanced transactional drafting, negotiation ethics and applying science to improve our health and wellness.

As you review this booklet, you will see that we have laid out the 2017 student sessions so you can know specifically what you will be learning and who will be delivering those sessions. We have also outlined a sampling of other courses that were offered previously or are planned for 2017 in order to provide you with a good sense of the overall BJA offerings that are provided to all students and lawyers.

We hope you will enjoy attending our courses, learning about the latest developments and trends in the law and gaining an insight into different areas of professionalism.

**Hugh MacKinnon**

Chairman & Chief Executive Officer



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# Practicing Law – What it Means to be a Corporate, Litigation, Regulatory and Tax Lawyer

Bennett Jones Professionalism Series

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Date: Summer, 2017

Lunch: 11:45 a.m. – 12:00 p.m.

Course: 12:00 p.m. – 1:15 p.m.

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## Course Overview

Each of our department heads will take the opportunity to introduce you to their broad areas of practice, how their practices have evolved over the course of their careers and how all of our different practice areas work together to provide excellence in all client services.

This is also an opportunity to learn, in a casual setting, how each department functions, how work-flows, how teams are formed for particular transactions or advocacy opportunities and to get a sense of the people and culture of Bennett Jones.



## Faculty



### Patrick T. Maguire

Partner, Co-Head of Corporate Department

Pat Maguire, co-head of the firm's corporate department and member of the energy practice group, acts for energy companies on a broad range of commercial transactions, both in Canada and internationally. He is recognized by clients as "a tremendous lawyer", one who "has an excellent knowledge of the technical aspects of commercial deals," and "second to none in terms of his dedication, attitude and responsiveness." (*Chambers Global: The World's Leading Lawyers for Business*)



### Kenneth T. Lenz Q.C.

Partner, Co-Head of Litigation Department

Co-head of the firm's litigation department, Kenneth Lenz focuses his practice on insolvency and restructuring matters, including representing companies, receivers, monitors, acquirors, creditors and financial institutions in managing corporate reorganization and the realization of assets. Ken has in recent years acted in almost every significant restructuring in Alberta, and in many as counsel for the restructuring company under *Companies Creditors Arrangement Act* proceedings where the indebtedness and share structure are modified through a court ordered arrangement. This practice necessarily involves litigation concerning oil and gas industry agreements, lending arrangements, security enforcement and corporate governance matters.



### Brad Gilmour

Partner, Head of Regulatory

Brad Gilmour is head of the firm's regulatory department and co-head of the environmental department. His practice focuses primarily on environmental, energy, regulatory and aboriginal law.



### Darcy D. Moch

Partner, Co-Head of Tax

Darcy Moch is co-chair of the firm's tax and estates department. His practice focuses on the income tax aspects of corporate reorganizations, mergers and acquisitions, takeovers, debt and asset-based financings, the formation and capitalization of income funds, partnerships and other flow-through vehicles, and cross-border financing and leasing transactions.



# The Supreme Court of Canada – A Look Inside

Bennett Jones Professionalism Series

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Date: Summer, 2017

Time: 11:45 a.m. – 1:15 p.m. (small group lunch sessions)

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## Course Overview

Sit down for lunch with the Honourable John C. (Jack) Major C.C., Q.C. It is a great opportunity for all of us to have "Jack" here at Bennett Jones at this stage of his distinguished legal career. These small group lunches provide our students with the opportunity to have a discussion with Jack about what it's like to be a Supreme Court judge, how decisions are "really" made and what it was like to be presiding over matters ranging from assisted suicide to the death penalty to Quebec separation. There's also the opportunity to learn from Jack's 34 years of experience as a Bennett Jones partner, his time as commissioner conducting the inquiry into the bombing of Air India Flight 182 and a host of other life and law experiences.





## Faculty



### Hon. John C. (Jack) Major C.C., Q.C.

Counsel

The Honourable John C. (Jack) Major, retired Supreme Court of Canada judge, rejoined the firm as a consultant in 2006 upon his return to private legal practice.

In that role, he provides strategic and tactical reviews of significant matters for the firm's clients and is a senior mentor to the lawyers and staff of the firm. His present area of practice includes mediation, arbitration, corporate governance and consultation.

The Honourable Jack Major has helped shape the legal landscape in Canada through his years as a lawyer, judge and now as counsel. In 1967, he became a litigation partner at Bennett Jones and practised at the firm for 34 years. He was involved in several cases that brought about significant changes in local, provincial and federal policies and legislation. He also served as counsel to the Canadian Medical Protective Association (Alberta); counsel for the City of Calgary Police Service; counsel at the CCB and Northland Bank (Estey Commission) and was counsel for the Province of Alberta at the Code Inquiry into the collapse of Principal Group of Companies, 1987.

On July 11, 1991, the Honourable Jack Major was appointed to the Alberta Court of Appeal. The following year, on November 13, 1992, he was appointed to the Supreme Court of Canada. During his time with the Supreme Court of Canada, he presided over approximately 1000 cases on matters ranging from assisted suicide to the death penalty to Quebec separation.

In March 2006, he was appointed to the Alberta Securities Commission as an independent member and, in May 2006, he was appointed as commissioner to conduct an inquiry into the investigation of the bombing of Air India Flight 182.

The Honourable Jack Major is a member of the Canadian Institute for the Administration of Justice and the Canadian Judges Conference. He was appointed Queen's Counsel in 1972, and was appointed a Companion of the Order of Canada in July 2008.



# Business Etiquette and Professionalism – Getting Along and Getting Ahead: The Professionalism Advantage

Bennett Jones Professionalism Series

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Date: Summer, 2017

Course: 9:00 a.m. – 12:00 p.m.

Lunch: 12:00 p.m. – 1:30 p.m.

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## Course Overview

Designed specifically for summer law students and articling students beginning their careers in the legal industry, this half-day workshop will include interactive exercises and role-playing and will conclude with a luncheon, at which time students will have the opportunity to enhance their understanding and command of dining etiquette.

This Bennett Jones Academy professionalism series course will focus on:

- Showing Up Prepared
- Remembering Names
- Delivering for Clients
- Behavior in Meetings
- Exchanging Business Cards
- Office Consideration
- Phone & E-mail Correspondence
- Cocktail Receptions & Networking
- Social Media Best Practices
- Dining Etiquette



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## Faculty



### Thomas Farley

Manners & Etiquette Expert

Thomas P. Farley is an expert on modern manners and professionalism. His work as a media commentator, author, corporate trainer and professional speaker is empowering individuals nationwide to master habits and behaviors that will enhance their opportunities for success—both in their professional

lives and in their social interactions. His clients are corporations, professional service firms, and universities, and among the companies he has worked with include Walt Disney, Viacom, Wells Fargo, JPMorgan Chase, AAA, Patton Boggs, Venable, Estée Lauder and the New York City Economic Development Corporation.

For almost a decade, Thomas edited *Town & County* magazine's "Social Graces" column, and his book, *Modern Manners: The Thinking Person's Guide to Social Graces*, has enjoyed multiple printings. He is featured contributor to *The Experts Guide to Doing Things Faster*.

Programs such as the *Today Show* and *CBS Early Show* regularly seek his advice, and the *New York Times*, *Los Angeles Times*, and *USA Today* have also relied on his counsel.

A graduate of New York's Fordham University, Thomas advocates an approach to manners and etiquette that is practical, enjoyable and non-judgmental, and his down-to-earth advice is immediately applicable.



# Effective Legal Writing Workshop

Bennett Jones Professionalism Series

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Date: Summer, 2017

Course: 9:00 a.m. - 12:00 p.m.

Lunch: 12:00 p.m. – 1:00 p.m.

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## Course Overview

Learn to write, and therefore, think better (or different, following *Apple's* advice). We use a radical example (comparing a concise, precise, and direct release with a standard version) to show how just two key principles and two key tools will improve your writing—forever. Let readers focus on your ideas, without getting lost in fuzzy language.

This Bennett Jones Academy professionalism series course will focus on:

- Writing more like you speak;
- Writing for your readers;
- Being concise; and
- Using active-voice verbs.



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## Faculty



### John Blois

Writer, Editor, Instructor

With a background in law and communications, John has trained over 2000 professionals (lawyers, accountants, bankers, doctors, engineers, bureaucrats, scientists, and others) across Canada (with forays to America) to write better.

When they can't do that, he also writes and edits for them. Clients include the Canadian Bar Association, the Legal Services Society of BC, law firms, auditors general in Alberta and Manitoba, securities commissions in several provinces, Canadian banks, and federal, provincial and municipal governments.



### Joan Bilsland

Associate

Joan Bilsland is a corporate and research lawyer. She works primarily in corporate law, assisting energy and utility companies on questions of shareholders' rights, directors' duties and responsibilities, partnerships, including limited partnerships, and real estate transactions.

Joan's experience in legal research is complemented by her Master's of Library and Information Science, for which she completed a research project on electronic research needs of lawyers. The program gave her added insight into how people use electronic information for business purposes.

Joan is a member and former President of the Canadian Bar Association Research Lawyers Section (South).



# Corporate Law Overview

Bennett Jones Substantive Series

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Date: Summer, 2017

Lunch: 11:45 p.m. – 12:00 p.m

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview

Join us for a session with our corporate law professionals covering basic corporate law topics including an overview of the process of incorporating and organizing a CBCA corporation, maintaining corporate existence and undertaking fundamental corporate changes.

This Bennett Jones Academy substantive series course will focus on:

- Factors in determining a Canadian jurisdiction for incorporation;
- Attributes of classes and series of shares;
- Meetings and resolutions of Directors and Shareholders; and
- Duties of Directors and Officers.



## Faculty



Kelly R. Ford

Associate

Kelly R. Ford advises on private equity transactions, public and private mergers and acquisitions and corporate and securities matters.

Kelly has experience advising strategic and financial buyers and sellers operating in principally the resource, energy services and technology sectors with respect to public and private merger and acquisition transactions, including unsolicited takeover bids, plans of arrangement and asset and share purchase transactions. Kelly also advises on all aspects of routine and transactional corporate and securities matters, including ongoing business planning and governance issues.

Prior to joining Bennett Jones, Kelly practised in Vancouver, British Columbia, at a major Canadian law firm and a boutique firm specializing in private equity and corporate and securities law.



Kristopher M. Simard

Associate

Kristopher Simard's practice focuses on private equity transactions, public and private mergers and acquisitions (M&A), corporate finance and other corporate and securities law matters.

Kris assists domestic and international private equity firms and public and private companies on a broad range of transactional matters, including public and private M&A transactions and debt and equity securities offerings. Kris also assists clients with general corporate and securities law matters, including corporate governance issues and compliance with continuance disclosure obligations and stock exchange policies.

Kris's practice is complemented by his background in finance, having completed the Level I Chartered Financial Analyst (CFA) exam prior to joining Bennett Jones.

# Litigation Overview

Bennett Jones Substantive Series

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Date: Summer, 2017

Lunch: 11:45 p.m. – 12:00 p.m

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview

The Litigation Department at Bennett Jones is vibrant and diverse. You will have the opportunity to work on a broad range of files at all levels of court in Canada as well as in both domestic and international arbitration forums. The objective of this seminar is to introduce you to the Litigation Department and provide general practice advice for students.

This Bennett Jones Academy substantive series course will focus on:

- Structure of the court system;
- Litigation practice considerations;
- Applications and Chambers practice points; and
- Litigation in practice





## Faculty



David R. McKinnon

Partner

David McKinnon's commercial litigation practice focuses on the resolution of energy, franchise, and shareholder disputes. He regularly appears as counsel before all levels of courts in Alberta, and in international and domestic arbitration proceedings held under the auspices of the American Arbitration Association, the

International Centre for Dispute Resolution, and the Canadian Arbitration Association. David also represents medical professionals sued for malpractice or facing professional disciplinary matters.

David has been an invited speaker to the Canadian Bar Association, Health Law Section, on the topic of damages in medical malpractice claims. While in law school, he oversaw a student legal assistance office in Banff and earned the Lawson Lundell LLP Prize in Aboriginal Law (2007), an Alberta Law Foundation Bursary (2006), and several awards for advocacy.

David is an active volunteer in the community and serves on the board of a non-profit organization.



David J. Wahl

Associate

David Wahl has a general commercial litigation practice with a focus on construction litigation, and domestic and international arbitration. His practice is complemented by his experience in the construction industry before entering the field of law.

Prior to becoming an associate, David was an articling student with the firm.



# Corporate/Commercial Energy Law - Overview

Bennett Jones Substantive Series

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Date: Summer, 2017

Lunch: 11:45 a.m. – 12:00 p.m.

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview

This session will provide students with an overview of the different areas of law and industries in which lawyers in the Energy Group practice, with emphasis on:

- the type of agreements, projects and clients typically involved in each area;
- industry basics and terminology;
- market trends; and
- what it's like to practice law in these areas.

This Bennett Jones Academy substantive series course will focus on:

- Oil & Gas
  - Upstream
  - Midstream
  - Downstream
  - M&A
  - Joint Venture/Co-Ownership
- Power and Renewables
  - Power/Electricity
  - Other Renewables
  - Emissions and Climate Change
- Engineering, Procurement and Construction
  - Types of Energy Related Projects
  - Contracting Models and Strategy
  - Project Execution and Operations



## Faculty



### Geoffrey P. Stenger

Partner

Geoffrey Stenger's practice is primarily focused on project development, energy, infrastructure and construction law as he acts for owners and contractors on a variety of commercial matters relating to structuring, delivery and execution of projects, both in Canada and internationally. Geoff has experience acting for clients negotiating, drafting and advising on large EPC, Design-Build, Engineering, DBFO, maintenance and other construction/project related agreements on energy, infrastructure and commercial projects and Geoff's experience includes structuring, drafting and negotiating project related joint venture and partnership relationships. He has also acted on a number of private-public partnership (P3) projects throughout Canada pertaining to the construction and maintenance of schools, highways, hospitals, and other infrastructure initiatives.

Geoff also advises clients on procurement (RFP/Tender) related matters, builders' liens, service agreements as well as other issues that arise during the execution of work on a project.

Geoff is on the executive of the Alberta Construction Law subsection of the Canadian Bar Association.



### Lucas (Luke) J.C. Morrison

Associate

Luke Morrison acts for energy companies on a broad range of commercial transactions, both in Canada and internationally. He regularly represents clients in the negotiation and drafting of energy contracts relating to the development of petroleum, natural gas, oil sands, and renewable/alternative resources, including joint venture, engineering, procurement, construction, operation, maintenance, service and other project agreements. Luke also assists clients in the acquisition and divestiture of energy-related projects and assets, including general corporate, asset, and title due diligence, and the negotiation of purchase and sale agreements.

Luke articulated with the firm before becoming an associate.

Luke is a member of the Canadian Energy Law Foundation.



# Motions and Appearances

Bennett Jones Substantive Series

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Date: Summer, 2017

Lunch: 11:45 a.m. – 12:00 p.m.

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview

This course provides instruction on the strategy, etiquette and procedures involved in appearing in Masters' and Justices' Chambers at the Courthouse.

This Bennett Jones Academy substantive series course will focus on:

- How to prepare to make an application to the Court;
- How to present an application;
- How to deal with opposing counsel and the Court in the course of the application;
- Dealing with opposed applications; and
- What happens after the application is over?



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## Faculty



### Chris D. Simard

Partner, Co-Head of Restructuring and Insolvency

Chris Simard is co-head of the Restructuring and Insolvency practice group. His practice encompasses all areas of restructuring and bankruptcy as well as energy litigation. He acts for creditors, debtors, court-appointed monitors, receivers and trustees in bankruptcy and in large and complex insolvencies and restructurings.

In the area of energy litigation, Chris has advised energy companies on disputes arising out of CAPL, seismic and security agreements and on various matters related to Crown and Freehold leases.

Clients, according to *Chambers Global: The World's Leading Lawyers for Business*, see Chris as "fantastically clever, practical, easy to work with and aggressive in court."

Chris frequently writes and speaks on bankruptcy and restructuring issues. He has authored papers for the Canadian Energy Law Foundation, Canadian Institute seminars and Canadian Association of Insolvency and Restructuring Professionals seminars.



# Securities Law Overview

Bennett Jones Substantive Series

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Date: Summer / Fall, 2017

Lunch: 11:45 a.m. – 12:00 p.m.

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview

An understanding of fundamental securities law concepts is helpful in all areas of practice. Join us as professionals from the capital markets group provide an overview on concepts, terms, procedures and material documents related to the practice of securities law.

This Bennett Jones Academy substantive series course will focus on:

- A general introduction to concepts and terms, and how securities law may impact your practice;
- Procedure and key documents when conducting private placements and public offerings;
- Timelines for securities transactions; and
- Non-compliance with securities laws and enforcement by the courts and regulatory bodies.



## Faculty



### Tessa E.J. Guenther

Associate

Tessa Guenther has a general corporate commercial practice, with a focus on corporate finance, commercial transactions, and mergers and acquisitions.

Prior to becoming an associate, Tessa summered and articulated with the firm.



### Kristopher M. Simard

Associate

Kristopher Simard's practice focuses on private equity transactions, public and private mergers and acquisitions (M&A), corporate finance and other corporate and securities law matters.

Kris assists domestic and international private equity firms and public and private companies on a broad range of transactional matters, including public and private M&A transactions and debt and equity securities offerings. Kris also assists clients with general corporate and securities law matters, including corporate governance issues and compliance with continuance disclosure obligations and stock exchange policies.

Kris's practice is complemented by his background in finance, having completed the Level I Chartered Financial Analyst (CFA) exam prior to joining Bennett Jones.



# Drafting Briefs

Bennett Jones Substantive Series

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Date: Summer / Fall, 2017

Lunch: 11:45 a.m. – 12:00 p.m.

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview

A litigator's first opportunity to persuade the judge comes in the form of a written brief that sets out the relevant facts and law applicable to any contested application. Join us as we provide an overview of how to draft effective and persuasive legal briefs, which can help win our clients' cases before ever stepping foot in a Court room.

This Bennett Jones Academy substantive series course will focus on:

- The Importance of Written Submissions;
- General Rules/Tips for Effective Legal Writing;
- Typical Components of a Written Brief; and
- Partner Pet Peeves/Favourites.





## Faculty



**Brian P. Reid**

Partner

Brian Reid has a diverse commercial litigation practice with a strong emphasis on construction and energy related disputes. Brian assists international and domestic owners, contractors and engineers with the review and drafting of construction and joint venture contracts and tender documents. He also has extensive experience with builder's lien disputes.

Brian represents major institutional clients in complex multi-party litigation and is involved in domestic and international mediation and arbitration with respect to significant commercial disputes. Brian also appears before administrative tribunals and all levels of courts in Alberta.

In addition to extensive commercial litigation experience, Brian has also worked as in-house legal counsel for a TSX-Listed oil and gas drilling company and a large manufacturing company in the State of Qatar.

Brian is an Executive Committee Member for the National Construction and Infrastructure Law Section of the Canadian Bar Association and volunteers with Calgary Legal Guidance and the Student Legal Assistance Society (Calgary).



**Ciara J. Mackey**

Associate

Ciara Mackey has a general commercial litigation practice, with a focus on energy and civil fraud litigation. Ciara is regularly involved in disputes relating to fraud recovery, breach of fiduciary duty, defamation, and complex breach of contract claims. Ciara also represents medical professionals sued for malpractice or facing professional disciplinary matters.

Ciara has appeared before all levels of court in Alberta on civil claims and judicial review of administrative tribunal decisions, and has experience in alternative dispute resolution. In addition, Ciara has served as legal counsel to the Court of Appeal of Alberta.

During law school, Ciara was actively involved with the Health Law Institute at the University of Alberta and has published and presented on issues of health law, technology, and policy. In 2011, Ciara was awarded the George Bligh O'Connor Silver Medal in Law from the University of Alberta.

Prior to becoming an associate, Ciara served as a law clerk to the Court of Appeal of Alberta and articulated with the firm.



# Due Diligence

Bennett Jones Substantive Series

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Date: Summer / Fall, 2017

Lunch: 11:45 a.m. – 12:00 p.m.

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview

Due diligence for mergers, acquisitions, securities offerings and joint venture transactions is a critical part of these transactions and articling students and junior associates play an important role in this process. This Bennett Jones substantive session course will discuss basic corporate due diligence and will highlight what to look for and how to present your findings.

This Bennett Jones Academy substantive series course will focus on:

- What is due diligence and why does it matters to our client?;
- The different types of transactions in which due diligence is conducted;
- What to look for when conducting due diligence;
- How to conduct corporate searches and review minute books and material contracts; and
- How to present findings in a concise form.



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## Faculty



### John Lawless

Associate

John Lawless has a general corporate commercial practice, with a focus on corporate finance, commercial transactions, and mergers and acquisitions.

Before becoming an associate, John summered and articulated with the firm.



### Steve Gow

Associate

Steve Gow has a general corporate commercial law practice.

Prior to joining Bennett Jones as an associate, Steve summered and articulated with the firm.



# Tips for Appearing Before Regulatory Tribunals

Bennett Jones Substantive Series

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Date: Summer / Fall, 2017

Lunch: 11:45 a.m. – 12:00 p.m.

Course: 12:00 p.m. – 1:00 p.m.

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## Course Overview:

The session provides an overview of the primary boards and tribunals that the Bennett Jones regulatory group appears before. We cover the basic jurisdiction, style (degree of formality) and practice points for each tribunal. We also provide insight and context to what it means to be a regulatory lawyer in the Bennett Jones Regulatory Department in terms of expectations, travel and what our legal life is like.

This Bennett Jones Academy substantive series course will focus on:

- Role/Jurisdiction of Canadian/Provincial regulators;
- Degree of formality, types of evidence and expectations of each Board/Tribunal;
- Practice tips for, and “war stories” from, each Board/Tribunal; and
- What it’s like to work in the regulatory department.



## Faculty



### Daron K. Naffin

Partner

With a practice that is directed towards energy, environmental and regulatory law, municipal planning as well as expropriation and surface rights, Daron Naffin acts for oil and gas companies, municipalities, utilities and landowners.

Clients benefit from his experience with matters involving all aspects of energy facility applications. He is also involved in environmental matters concerned with contaminated sites and Alberta power projects.

Daron appears before the Supreme Court of Canada, all levels of the Alberta courts, the Alberta Energy Regulator (formerly, the Energy Resources Conservation Board), the Environmental Appeals Board, the Surface Rights Board, the Land Compensation Board, the Natural Resources Conservation Board, the BC Surface Rights Board, the National Energy Board and various municipal and expropriation tribunals.

Prior to joining Bennett Jones, Daron developed his practice at a prominent regional law firm. He sat on the Nominations and Selections Committee for the Alberta Emerald Awards for Environmental Excellence and is a regular instructor at the Legal Education Society of Alberta's Bar Admission Course.

Daron is a past president of the Alberta Expropriation Association, is a member of the International Right of Way Association (IRWA), a member of the Canadian Association of Petroleum Landmen (CAPL) and sits on the Disciplinary Hearing Panel Roster for the Real Estate Council of Alberta (RECA).



### Cassia J. Prentice

Associate

Cassia Prentice's practice focuses on matters involving energy and utility regulation and environmental law.

Cassia's experience includes assisting clients with matters and proceedings before various regulatory agencies, including the National Energy Board, Alberta Energy Regulator, Alberta Utilities Commission, Alberta Environment and Parks, and the Canadian Environmental Assessment Agency. Cassia also advises on Surface Rights Board and Land Compensation Board matters and proceedings.

In addition, Cassia has experience dealing with regulatory and environmental aspects of commercial transactions, including the transfer of authorizations and approvals.

Prior to becoming an associate, Cassia served as a law clerk to the Alberta Court of Appeal and articulated with the firm.

Cassia sits on the Board of Directors of the Calgary Children's Cottage Society and is a past co-chair of In the Know: Splash of Red, an annual event in support of HIV Community Link Calgary.



# BENNETT JONES ACADEMY 2017 SESSIONS FOR STUDENTS

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Our Academy Leader, Craig Kinsman, and Department Heads have designed the specific Bennett Jones Academy sessions for our summer and articling students that have been detailed in the preceding pages of this program guide. As a firm that is grounded in a "build from the ground up" mentality, we are dedicated to providing our students with the best resources with which to develop a successful and thriving legal career. From introductory substantive courses in Corporate Law and Litigation to professionalism courses on business etiquette, we provide a curriculum that encourages exposure to all of the major areas of law that we practice at Bennett Jones through the practical experiences and war stories of our associates and partners.

In May, and June, we also run intensive, week-long summer and articling student boot-camp training sessions for our incoming student classes. Filled with sessions introducing students to our computer systems, library services and research department, these boot-camps are designed to provide our students with the tools to make your transition from law school to practice an exciting one. Our Academy Leader is here to ensure that you are ready to face your new career with a running start.



The following pages contain a sampling of 2015 and 2016 BJA courses offered to all of our lawyers and students from January through December of each year. Learning does not end the day we graduate from law school. We recognize that our lawyers want and need to keep learning throughout their careers. Our 2017 offerings (currently in the planning stages) will cover a wide array of substantive and professionalism topics designed to provide the ongoing professional development that our lawyers want and that excellence demands.



# The Corporate Olympian: How Science Can Improve Your Health and Wellness

Bennett Jones Professionalism Series

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## Course Overview:

Olympic athletes train and compete at the highest level on a consistent basis over many years. They face the pressure and stresses of setbacks, change, travel, competition, and performance on demand, and still find a way to excel. These are the same challenges that lawyers and business people face on a daily basis in their professional lives.

This Bennett Jones Academy professionalism series course will focus on:

How to achieve peak performance and health through optimal recovery and regeneration. This presentation builds on the Corporate Olympian course that was presented at Bennett Jones Academy previously, and delves into advanced recovery techniques that have been pioneered by elite athletes and can be used with equal effectiveness by lawyers and business leaders. The techniques and strategies include optimizing sleep and nutrition, hormones, and energy.



## Faculty



### Dr. Greg Wells, Ph.D.

Professor, Scientist, Broadcaster, Author

As a scientist, broadcaster, author, coach and athlete, Dr. Greg Wells has dedicated his career to understanding human performance and how the human body responds to extreme conditions.

Dr. Wells is an assistant professor of Kinesiology at the University of Toronto where he studies elite sport performance. He also serves as an associate scientist of physiology and experimental medicine at The Hospital for Sick Children where he leads the Exercise Medicine Research Program. There, he and his team explore how to use exercise to prevent, diagnose and treat chronic illnesses in children. Previously, he served as the director of sport science at the Canadian Sport Institute, and taught elite sport coaches at the National Coaching Institute.

Throughout his career, Dr. Wells has coached, trained and inspired dozens of elite athletes to win medals at World Championships, the Commonwealth Games and the Olympics. He has studied athletic performance in some of the most severe conditions on the planet, like the Andes Mountains and the Sahara Desert.

Dr. Wells has had his own personal experience with the challenges and opportunities of adversity and human extremes. Late in his high school career, he broke his neck in a freak accident while swimming in the ocean and was in a halo brace before undergoing neurosurgery. Told by his doctor that he would never perform as an athlete again, he went on to compete at the international level in swimming. He has competed in events such as the Nanisivik Marathon - 600 miles north of the Arctic Circle - Ironman Canada, and the Tour D'Afrique, a grueling 11,000-kilometre event that is the longest bike race in the world.

Dr. Wells is the author of *Superbodies: Peak Performance Secrets from the World's Best Athletes* (HarperCollins, June 26, 2012), which explores how genetics and DNA, the brain, muscles, lungs, heart and blood work together in extreme conditions.

A sought after speaker on the topic of human performance, Dr. Wells has spoken at top events like TEDx and the Titan Summit, alongside Sir Richard Branson.

Dr. Wells is a frequent contributor to *The Globe and Mail* and has been an expert source to other top media outlets like ABC News, "20/20," The Discovery Channel, TSN, CBC and CTV. He also served as the sports medicine analyst for the Canadian Olympic Broadcast Consortium for the 2010 and 2012 Olympic Games.



# Private Equity Series

Bennett Jones Substantive Series

## Private Equity I – Introduction to Valuation: A Primer for Corporate Lawyers

### Course Overview:

This course sets the stage for both our 2015 / 2016 Private Equity Series and Mergers and Acquisition Series. Valuation affects legal due diligence, negotiation and the structure of corporate transactions. The objective of this session is to understand the methodology and techniques behind various forms of valuation with a view to better serving the needs of our clients and to put us in a position to speak the language of valuation with our clients.

## Private Equity II – M & A Transactions, Buyouts and Treasury Investments

### Course Overview:

In finance, private equity (PE) is an asset class consisting of equity securities in operating companies that are not publicly traded on a stock exchange. This session is designed to serve as an introduction to the practice of PE law and a discussion of our role in buy-outs [both leveraged (LBOs) and management (MBOs)] & Treasury Investments.

## Private Equity III – Private Equity Deal Structuring and Case Studies

### Course Overview:

This course brings Private Equity I and II to life and serves as a lead in to our Mergers & Acquisition Series. Using actual deal examples, this session will dissect why certain deals were structured in certain ways, why we used the agreements we did and why we conducted the due diligence and other legal work we did – all in the context of understanding what our clients were looking to achieve and how we helped them get there.

## Faculty



John M. Mercury

Partner, Head of Private Equity

John Mercury, leader of the firm's private equity practice group and lead director of the firm's partnership board, concentrates on private investments and acquisitions, leveraged buyouts and PIPE transactions, primarily on behalf of Canadian and U.S. financial sponsors. John also spends time advising general partners and investors in the formation of private equity funds and other investment vehicles. John's clients span a variety of industries, including energy, financial services, consumer products and manufacturing.

John joined Bennett Jones after spending eight years in New York, where he practised corporate and U.S. tax law with a leading New York-based law firm and where he worked as an investment banker with Merrill Lynch in its M&A group. In these roles, John provided legal and financial advice to a broad range of U.S., Canadian and foreign companies, primarily in the fields of mergers and acquisitions, private equity transactions, debt and equity financings and corporate governance matters.

John is a member of the firm's board of directors and serves on a number of corporate and not-for-profit boards. He is also a member of the American Bar Association and the New York City Bar.



# Litigation – Expert Evidence

Bennett Jones Substantive Series

## Course Overview:

Expert witnesses are an essential part of every complex litigation case. Cases are won and lost on expert testimony. This presentation will cover best practices for retaining and working with experts, including how to get the most out of your expert at the least cost. Mitigation of problems arising out of the disclosure of working documents will also be addressed.

This Bennett Jones Academy substantive series course will focus on:

- Identifying the experts you need;
- Finding and retaining the expert witness;
- Preparation of expert reports and disclosure of working documents;
- Preparing your expert for trial; and
- Preparing to cross-examine the opposing experts.

## Faculty



### Valerie R. Prather

Partner, Co-Head of Health Law

Valerie Prather's practice focuses on professional negligence and administrative law. She has appeared before various administrative tribunals, the Court of Queen's Bench and the Court of Appeal of Alberta.

Valerie's professional negligence practice concentrates on representing physicians before the courts when they are sued for medical negligence. In addition, she provides assistance to physicians in dealing with professional conduct issues before the College of Physicians and Surgeons and various hospital administrative tribunals. She is a frequent lecturer at the University of Calgary Medical School as well as at Grand Rounds and medical conferences on medico-legal matters.

In addition to her practice, Valerie is actively involved in the Moot Court program at the University of Calgary Law School and teaches advocacy to practising lawyers through the Advocates' Society.

In 2013, Valerie was named a Fellow of the American College of Trial Lawyers. She was also the recipient of the Women in Law Leadership Award for Leadership in Private Practice.



# Financial Concepts and Financial Statements

Bennett Jones Substantive Series

## Course Overview:

Financial statements provide great insight into the financial activities of a corporation. As a lawyer practicing corporate law, tax law or commercial litigation, it is imperative that you have at least a rudimentary knowledge and understanding of how to read and analyze financial statements and how to discuss financial concepts with your clients.

This Bennett Jones Academy substantive series course will focus on:

- Balance sheets, income statements and cash flow statements;
- GAAP and IFRS;
- Identifying the asset, liability and equity sections of a balance sheet;
- Calculating EBITDA and free cash flow;
- The importance of operating cash flow;
- Calculating key ratio and income metrics, including leverage and ratios; and
- Understanding the Notes.

## Faculty



Denise D. Bright

Partner

Denise Bright's practice focuses on financial transactions and securities, where she acts for a variety of public and private companies, partnerships and income trusts in regard to their financing requirements. Denise has also assisted various investment and private equity funds with financing various investments.

She advises clients in public and private equity and debt financings, traditional bank financings, takeover bids, arrangements, amalgamations, private mergers and acquisitions and divestitures by way of either assets or shares. In addition, her practice includes project finance, venture and mezzanine finance, and structured finance transactions, including synthetic leasing.

In addition to having a law degree, Denise is a chartered accountant. Prior to joining Bennett Jones, she worked for an international accounting firm and in the corporate finance department of an oil and gas boutique investment bank.

Denise is a past editor of the University of Calgary Law review. In addition, she is a member of the audit committees for the Law Society of Alberta and Alberta Lawyers Insurance Association and sits on the Bennett Jones Opinion Committee.



# Point Made: Advanced Transactional Drafting

Bennett Jones Professionalism Series

## Course Overview

Legal drafting is legal thinking made visible; it is crucial that it is done well and with precision.

Lawyers are tired of transactional-drafting programs that try to "revolutionize" how they write. Ross Guberman's *Advanced Transactional Drafting* is different. It will help lawyers solve day-to-day drafting problems and avoid common errors and ambiguities.

This Bennett Jones Academy Professionalism series course will focus on:

- Avoiding frequently litigated terms and phrases;
- Resolving common usage problems;

Throughout the workshop, we will review and edit excerpts from well-known transactions, agreements, and disclosure documents.

Participants will receive Ross's book, *Deal Struck: The World's Best Drafting Tips*.



## Faculty



### Ross Guberman

President, Legal Writing Pro LLC

Ross Guberman is the president of Legal Writing Pro LLC, a training and consulting firm. From Alaska and Hawaii to Paris and Hong Kong, he has conducted more than a thousand programs on three continents for prominent law firms, for judges and courts, and for dozens of agencies, corporations, and associations. His workshops are among the highest rated in the world of professional legal education.

Ross is also a Professorial Lecturer at the George Washington University Law School, where he conducts a seminar on drafting and writing strategy.

Ross holds degrees from Yale, the Sorbonne, and the University of Chicago Law School.

In early 2011, Oxford University Press published his *Point Made: How to Write Like the Nation's Top Advocates*, an Amazon bestseller that reviewers have praised as a "tour de force," "a must for the library of veteran litigators," and "an indispensable tool" filled with "practical, trenchant advice." *Point Made* has sold tens of thousands of copies and is now in its second edition. Ross's next book will be *Point Taken: How to Write Like the World's Greatest Judges*.

An active member of the bar and a former attorney at a top firm, Ross has also worked as a translator, professional musician, and award-winning journalist. After the federal takeover of Fannie Mae, *Slate* magazine called his 2002 article about the company "totally brilliant and prescient." In her bestseller *Reckless Endangerment*, *New York Times* business columnist Gretchen Morgenson wrote that "the article was groundbreaking and made even the most jaded Washingtonian take note."

Quoted in such publications as *The New York Times* and *American Lawyer*, Ross often comments on business, law, writing, training, and lawyer development. He has also addressed several major international conferences, including the American Society of Training and Development, NALP's Annual Education Conference, the Professional Development Consortium, the Professional Development Institute, and the Association for Continuing Legal Education. And he has been invited to speak at several judicial conferences as well.

Ross also immerses himself in the best practices for adult learning. He is a member of The American Society for Training & Development, which has awarded him its Certified Professional in Learning and Performance™ credential for passing a rigorous eight-part test and for creating a standardized writing assessment that he has since administered to thousands of lawyers worldwide.



# Litigation – Trial Preparation

Bennett Jones Substantive Series

## Course Overview

As a litigation associate at Bennett Jones, you will have the opportunity to observe many different approaches to arguing a client's case at trial. While courtroom styles will differ, the fundamental aspects of trial preparation will be common to most cases. The objective of this seminar is to identify the key things to consider when preparing a case for trial, and to identify areas where a junior at trial can provide the most value.

This Bennett Jones Academy substantive series course will focus on:

- Presenting documentary evidence at trial and issues to consider in preparing Agreed Exhibit Books;
- Preparing Agreed Statements of Facts and Damages;
- Anticipating evidentiary issues at trial;
- Effectively preparing your witnesses; and
- Issues to consider in pre-trial communications with the trial judge.

## Faculty



**Rose M. Carter Q.C.**

Partner

Representing medical practitioners and individuals, Rose Carter practises general litigation, administrative law and corporate/commercial litigation and participates in public inquiries and medical malpractice actions.

To complement her practice, Rose is an Adjunct Professor of the Faculty of Medicine and Dentistry at the University of Alberta. As well, she frequently lectures at local, domestic and international seminars and meetings for physicians and medical students regarding medical negligence and bioethics issues.

Rose is a member of the advisory board of the Medico-Legal Reporter (Preventative Law for Effective Health Care Management).

A frequent writer, she has written articles published in medical peer review journals, authored *Interaction Between Lawyers and Physicians in Litigation*, now in its 6th edition, and co-authored *Further Duties of Directors with Respect to Not-For-Profit Organizations for Directors' Duties in Canada*, 4th Edition, published September 2006. Rose also wrote the section entitled, "Information Technology Risk Management" in Chapter 19 of the 2009 book, *Directors' Duties in Canada*, 4th Edition, edited by Barry Reiter, published in Canada by CCH Canadian Limited.

Rose is a recipient of a certificate for meritorious service by the College of Physicians and Surgeons of Alberta. Rose is also a Bencher of the Law Society of Alberta.



**Andrea L. Froese**

Partner

Andrea Froese's litigation practice focuses on energy and commercial litigation and professional negligence law. She has argued cases before the Court of Queen's Bench and Court of Appeal of Alberta and represented clients at mediations and arbitrations.

Andrea has assisted major and junior oil and gas companies, oil sands facilities and offshore oil companies with a diverse range of issues, including disputes concerning operating procedures, contaminated sites, offshore oil processing agreements and natural gas marketing issues.

Andrea's professional negligence practice focuses on defending physicians in medical malpractice cases, representing physicians in disciplinary proceedings before the College of Physicians and Surgeons and assisting physicians with hospital matters.

Prior to joining Bennett Jones, Andrea clerked at the Court of Queen's Bench and Court of Appeal of Alberta in Calgary.

## Course Overview

What distinguishes an "energy" transaction from a general corporate transaction?

A discussion of transactions involving energy assets, energy project development and providing advice on legal matters relating to unique industry conditions.

This Bennett Jones Academy substantive series course will focus on:

- Distinguishing between upstream, midstream and downstream;
- Commodities trading and marketing;
- Power Generation;
- Project structuring (Wind, Biomass, Solar, Coal fired/NG fired Cogeneration); and
- Operational Agreements.

## Faculty



### Thomas W. McInerney

Partner, Co-Head of Climate Change & Emissions Trading

Thomas McInerney acts for energy companies on a broad range of commercial transactions, both in Canada and internationally.

Tom assists with asset and share purchase and sale transactions, corporate/commercial reorganizations and restructurings, new project development, structuring joint ventures and partnerships, marketing arrangements and licensing, and the use of proprietary technology. He also has considerable experience with large engineering procurement and construction projects particularly within the oil sands industry and also advises clients with respect to power generation projects, including those which employ alternative sources of energy such as co-gen biomass facilities.

Co-head of the firm's climate change and emissions trading practice, Tom also advises clients with respect to compliance issues and strategies in respect of climate change and emissions legislation in respect of both existing and new projects.



### Vivek T.A. Warriar

Partner

Vivek Warriar practises primarily in the areas of infrastructure project development and private mergers and acquisitions in the energy industry. His practice encompasses the entire petroleum and natural gas value chain, from upstream exploration and production, to midstream transportation and processing solutions and the marketing of energy products. Recently, Vivek has been engaged as primary counsel on projects at the forefront of emerging trends in the Canadian oil and gas industry, including the development of liquefied natural gas export facilities on both the west and east coasts of Canada, joint ventures in emerging resource plays in Alberta, British Columbia and Saskatchewan and the development of crude oil rail transloading facilities throughout western Canada. He is consistently sought out by clients for the negotiation, conduct and completion of complex purchase and sale transactions and frequently advises clients in the structuring, ownership and operation of energy infrastructure projects. He also advises clients on all types of contractual issues arising from construction, procurement, participation, joint operating and service-related agreements.

Vivek is a frequent contributor to the Rocky Mountain Mineral Foundation quarterly newsletter, the *India Business Law Journal* and Canadian Energy Law Foundation conferences on emerging legal developments in the oil and gas industry. He is co-author of the Canada chapter of the *Oil and Gas Law Review* and teaches Oil and Gas Contracts Law at the University of Calgary Faculty of Law. Vivek is extensively involved in the Calgary community, including as a member of the Board of Directors of the Center for Newcomers and as a United Way volunteer.



# Negotiation Ethics: Winning Without Selling Your Soul

Bennett Jones Professionalism Series

## Course Overview

National negotiation expert Marty Latz in this program will present a series of ethically challenging negotiation scenarios from a variety of legal negotiations and will lead a discussion/debate on each that will highlight three levels of analysis, all of which impact your reputation.

- **Morality** - *Is it right to engage in certain behavior?*
- **Ethics** - *Is it ethical and/or legal under the Rules of Professional Conduct and the laws of your jurisdiction*
- **Effectiveness** - *Does it work?*

Interspersed with your comments will be the insights provided – on video - by veteran business executives, lawyers and politicians, including former CEO and President of Dial Corp. Mal Jozoff, Vice President of AT&T Mary Upchurch, and Arizona Attorney General Terry Goddard.

This Bennett Jones Academy professionalism series course will focus on:

- Ethically avoid answering certain questions and sharing strategic information
- Skillfully and ethically play your leverage cards
- Use agents to insulate yourself
- Maintain objectivity and professionalism in difficult negotiations
- Solidify current and future relationships

## Faculty



### Martin Latz

Founder and CEO of Latz Negotiation Institute and  
ExpertNegotiator Planning & Management Software

Martin Latz is one of the nation's leading experts and instructors on negotiating techniques. Since 1995, he has taught over 85,000 lawyers and business professionals how to more effectively negotiate and his programs have consistently received the highest praise. A Harvard Law honors graduate, Marty will help make you a better negotiator.

An Adjunct Professor – Negotiation at Arizona State University College of Law since 1995, Marty also advises and negotiates on behalf of a wide range of private and public entities. From 1993–1995, he negotiated for the White House nationally and internationally on the White House Advance Teams.

Marty is the author of *Gain the Edge! Negotiating to Get What You Want* and has appeared as a negotiation expert on CBS' *The Early Show* and such national business shows as *Your Money* and *Fox Business*. He also writes a monthly negotiation column for *The Arizona Republic*.



# Mergers & Acquisitions Series

Bennett Jones Substantive Series

## Mergers and Acquisitions I – Private Acquisitions

### Course Overview:

At Bennett Jones, our lawyers are fortunate enough to work on some of the largest and most complex merger and acquisition transactions in the world. With over 60% of our lawyers engaged in transactional work on a daily basis, it is imperative that our professionals are kept abreast of developments in corporate law and new rules and procedures. This Bennett Jones substantive series course will discuss asset and share purchase and sale transactions involving private entities and will highlight what to look for and how to be an effective associate on these files.

## Mergers & Acquisitions II – Public Acquisitions

### Course Overview:

Following on the material covered in M&A I – Private Acquisitions, we will now turn our minds to the roles and responsibilities of corporate counsel in the purchase and sale of entities that are listed on a public stock exchange. Join Brent Kraus and Harinder Basra for a discussion on recent developments in public M&A law, including changes to stock exchange and securities commission rules, and how to effectively advise your clients on issuer bids, takeovers and arrangements.



## Faculty



**Bryan C. Haynes**

Partner

Bryan Haynes has over 22 years of experience in commercial transactions and business law, with a focus on private mergers and acquisitions including cross border transactions.

Bryan represented RTL-Westcan Limited Partnership, a leading hauler of bulk commodities in Western and Northern Canada, in connection with the sale of its operating business to Kenan Advantage Group and its industrial properties to Edgefront Realty Group. Bryan also represented Apex Distribution Inc., a leading oilfield service and supply company based in Western Canada, in connection with its sale to Russel Metals Inc. for \$225 million plus earnout. Bryan also advised EnCana Corporation in connection with its division into two independent publicly traded companies (EnCana Corporation and Cenovus Energy Inc.).



**Christopher R. Skelton**

Partner

Chris Skelton's practice relates primarily to commercial transactions, with a specific focus on private investments and acquisitions, and project joint ventures, construction and procurement. Chris' practice also includes the formation of private equity funds and related corporate structuring.



**Brent W. Kraus**

Partner, Co-Head of Capital Markets and M&A

Brent Kraus focuses on public and private mergers and acquisitions and capital market transactions involving clients in the upstream and midstream energy and oilfield services industries.



**Harinder S. Basra**

Partner

Harinder Basra practises corporate and securities law, with a particular emphasis on advising public and private companies on mergers and acquisitions, securities offerings, corporate governance and general corporate matters.

## How to find us

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### Seminar Locations

All courses will take place in the 45th Floor Boardrooms in Calgary and the MacKinnon or Jones Boardrooms in Edmonton.

#### **Calgary Office:**

4500 Bankers Hall East, 855 - 2nd Street  
S.W., Calgary AB T2P 4K7

#### **Edmonton Office:**

3200 Telus House, South Tower, 10020 -  
100 Street, Edmonton AB T5J 0N3

## How to register

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Respond to Meeting Requests  
sent out for the sessions.

## Academy Leader

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### Craig M. Kinsman

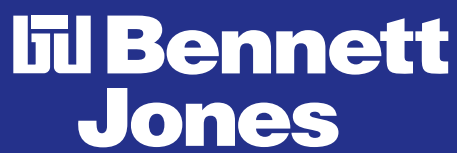
Director, Professional Development & Student Programs (Alberta)  
[kinsmanc@bennettjones.com](mailto:kinsmanc@bennettjones.com)  
403.298.3211

Craig Kinsman is responsible for the professional development of associates and the recruitment and training of law students at Bennett Jones' Calgary and Edmonton offices.

Prior to joining Bennett Jones, Craig was a Mentor in Residence at the University of Calgary's Faculty of Law. He has also been Executive Director of the Alberta Lawyers' Assistance Society and Executive Director of the Canadian Bar Association (Alberta).

While actively practising, Craig was Staff Lawyer (Practice Review) at the Law Society of Alberta, in-house counsel in Yemen for a large, Calgary-based oil and gas company, and an associate at another Calgary-based law firm.

For more information about our courses, or if you would like to suggest any additional topics, please contact us at your convenience.



Your lawyer. Your law firm. Your business advisor.  
[www.bennettjones.com](http://www.bennettjones.com)



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