



# LAW FIRM PRESENTATIONS AND TRAINING SEMINARS

*Presented by CSC associate general counsel*

Seminars available as of April 2023; all sessions 45-60 minutes

## → BEST PRACTICES FOR CORPORATE TRANSACTIONS

Topics covered include:

- Entity name selection
- Formations and qualifications
- Good standing and tax status certificates
- Authentications, legalizations, and apostilles
- Challenges encountered when filing documents in Delaware and New York (other states can also be included)
- Why Delaware is frequently chosen for entity formation
- The M&A continuum
- Additional CSC resources to help with the formation and qualification process

Recommended audience: newer associates, paralegals, and legal assistants; more experienced attendees are also welcome, as they can share their experiences. This seminar is CLE-eligible.



**Helena Ledic** is associate general counsel for in CSC's Chicago office. Helena is the chair of the Corporate and Securities Law Network of the Association of Corporate Counsel and is a frequent speaker on corporate, technology, and legal ethics.

## → APOSTILLES, AUTHENTICATIONS, AND LEGALIZATIONS (45 MINUTES)

Doing business outside the United States can result in complication or even costly consequences if you don't know what documents are required. Attendees will learn the differences between commonly required apostille, authentication, and legalization documents and the process for obtaining them. This presentation also includes best practices for specific countries.

## → BEST PRACTICES FOR QUALIFICATIONS (45 MINUTES)

This seminar discusses what triggers the need for qualification, considerations for qualifications, and common challenges.

## → UCC FILING BEST PRACTICES

This presentation explains the basic requirements for completing a UCC-1 financing statement, including tips and best practices for due diligence, determining the filing location, and providing the required data in each field. Identifies traps for the unwary filer and offers suggestions for avoiding the most common errors.



**Paul Hodnefield** is associate general counsel for CSC, where he's responsible for advising the company regarding real estate recording, notary, uniform commercial code, and other public record transaction services. Paul is a member of the ABA, the Minnesota Bar Association, and a fellow of the American College of Commercial Finance Lawyers.

## → UCC SEARCH BEST PRACTICES

In this seminar, searchers will learn how to best order a Uniform Commercial Code (UCC) search and interpret the results, and understand the basics about file numbers, through dates, and the effectiveness of various records that may appear on the search results.

## → UCC DEBTOR NAMES – WHAT YOU DON'T KNOW CAN HURT YOU!

Understand what Article 9 really requires for sufficient debtor names. Learn about the statutory standards for debtor name sufficiency, how these interact with standard search logic, and application to the different types of debtors.

## → THE TOP 10 MOST COSTLY UCC SEARCH AND FILING ERRORS

Even the smallest error in the UCC search and filing process can leave the secured party no better off than a general unsecured creditor. Learn how to identify and avoid the most common and costly errors made by lenders and legal professionals.

## → THE TOP 10 MOST COSTLY UCC DEBTOR NAME ERRORS

Explore the most common debtor name errors that filers make and how to avoid them. Please note: this presentation may have substantial overlap with *UCC Debtor Names – What You Don't Know Can Hurt You!* and *The Top 10 Most Costly UCC Search and Filing Errors*.

## → THE ESSENTIALS OF UCC FIXTURE FILINGS

This seminar explains the different methods a secured party may use to perfect a security interest in fixtures, the priority implications of each option, and best practices for filing and searching fixture filings.

## → THE ESSENTIALS OF UCC POST-FILING CHANGES

A secured party's ongoing perfection is not guaranteed after the filing of a financing statement. A number of events can occur post filing that can threaten perfection or priority unless the secured party takes immediate action, even if it was unaware of the change. Learn what events pose the greatest risk for secured parties, the actions required by Article 9, and the best practices for minimizing the risks.

## → THE ESSENTIALS OF TRUST-RELATED UCC FILING

When collateral is held in a trust, the Article 9 financing statement name and content requirements are not always intuitive. This seminar covers the most important issues that arise when preparing a financing statement for a trust-related transaction and offers best practice suggestions to avoid seriously misleading financing statements.



CSC offers a variety of proprietary webinars on industry trends and current legislative and jurisdiction developments. For more information, visit [cscglobal.com/webinars](https://cscglobal.com/webinars).