

Business BootCamp for Lawyers

Putting finance into perspective

Law school taught you the law—Let MCLE teach you business

MCLE's *Business BootCamp for Lawyers*' objective is clear and simple—to teach business lawyers essential concepts of finance—so they can better counsel their business clients. The *BootCamp*'s effective mix of lecture, small breakout groups, and guided discussion helps you to become fluent with finance concepts, and lets you apply your knowledge to actual case studies.

Business BootCamp features...

- ▶ Lectures and clear explanations of key finance concepts taught by an expert from Boston College
- ▶ Guided discussion of Harvard Business School cases—the type of case studies that MBAs learned in leading business schools
- ▶ Small, dynamic breakout “teams” that immerse you into finance hypotheticals
- ▶ Individualized review of your breakout team’s problem-solving efforts—to reinforce your understanding of practical applications of finance concepts

Business BootCamp benefits...

- ▶ You learn to “speak the language” of the business community
- ▶ You evaluate competing financial concerns of parties to a business deal
- ▶ You learn how to frame your legal advice in a business context—and how to communicate more effectively with your clients
- ▶ You begin to formulate practical solutions to common client problems by combining financial concepts with your legal skills

Business BootCamp agenda...

- ▶ **Financial Statement Analysis and Financial Forecasting**
The income statement and balance sheet; financial ratios; what can and cannot be learned from a company’s income statement and balance sheet; how pro forma forecasts can be used to project future funding requirements over the next several years; the concept of sustainable growth; the link between financial and business strategy; case analysis and discussion
- ▶ **Capital Structure and Choice of Financing Instrument**
Choice of the right mix of debt and equity to finance a company; choosing capital structure for strategic advantage; tax considerations; financing start-ups vs. mature companies
- ▶ **Project and Business Valuation**
The basic tools needed to perform discounted cash flow analysis; the standard method of analyzing investment projects; the mechanics of discounting and a comparison of various methods of investment evaluation (such as return on investment, internal rate of return, payback); identifying the relevant cash flows; determining the appropriate hurdle rate or cost of capital
- ▶ **Application of Project and Business Valuation**
Conduct an in-depth analysis of an investment project and business valuation. The tools developed include discounted cash flow analysis and cost capital estimates. Case analysis and discussion enhance the interactive workshop.



FEATURED SPEAKER

Michael Barry has been teaching at Boston College since 1997. His research focuses on financial

education and he has been published in the *Journal of Financial Education* as well as in the *Journal of Applied Finance*. He has taught introductory finance, corporate finance, investments, and a capstone finance course, and is the recipient of a number of awards for teaching excellence. Professor Barry received a Ph.D. in Finance from Boston College, and holds an MBA from Boston College, as well as an M.S. in Energy Engineering and a B.S. in Nuclear Engineering from the University of Massachusetts–Lowell.

BOSTON

8:30 a.m. – 4:30 p.m., Thursday, March 7, &
8:30 a.m. – 4:00 p.m., Friday, March 8, 2013
MCLE Conference Center,
10 Winter Place, via Winter Street
Program No. 2130341P01

TUITION includes written materials

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- ▶ **WALK UP** on the day of the program or **DROP IN** to MCLE’s bookstore, Monday – Friday, 8:30 a.m. – 5:30 p.m.

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BUSINESS BOOTCAMP FOR LAWYERS





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