

Accounting & Finance for Lawyers

What the numbers really mean

Business lawyers, corporate lawyers, family law practitioners, and litigators often find themselves challenged to decipher financial statements and explain their meaning to clients, or use accounting information to prove a case or impeach a witness.

While engaging an accounting expert is sometimes an option, there is often not the time or availability to access that advice. Whatever their specialty, lawyers must understand financial concepts to understand their client's goals, and the interests of other parties to the deal. Every lawyer must be able to spot accounting issues and provide fast and practical counsel.

This program helps you aid your clients by understanding accounting terms, financial statements, accounting concepts, and basic finance. The faculty provide clear financial information and practical advice about how to apply it in common client situations. The panelists explain basic concepts of accounting, generally accepted accounting standards, and basics of financial statements. You receive a pro forma set of financial statements and the faculty give you a detailed explanation of the various components. They teach you to recognize "red flags" in financial statements, discuss mistakes made by attorneys when advising clients, and teach you how to avoid them. Attend this program and get clear explanations and answers to common questions that your clients ask, so that you can advise your clients with confidence.

Agenda and written materials

- ▶ Commonly Used Accounting Terms
- ▶ Accounting Concepts Underlying Financial Reporting
- ▶ Basic Financial Statement Overview: Including Income Statements, Statements of Financial Position, and Statements of Cash Flow
- ▶ Accountants Reports: Compilation, Review, and Audit
- ▶ Financial Statement Footnotes: Deciphering the Language Used When Creating Financial Statement Footnotes; Despite the Information Being Relegated to Footnotes, Many of These Disclosures Are Crucial to Understanding the Financial Statement Red Flags
- ▶ Bank Financing
- ▶ Budgets and Cash Management
- ▶ Common Client Questions—and the Answers
- ▶ How to Work Effectively with the Accountant
- ▶ "Ask the Experts" Q&A Session

FACULTY

John D. Colucci, Esq., Chair
McLane, Graf, Raulerson & Middleton, PA, Woburn

Paul E. Costantino, CPA, MST
Costantino Richards Rizzo LLP, Wakefield
Debra J. Drapalla, Senior Vice President
Webster Bank, Boston

Jill E. Libby, CPA
Costantino Richards Rizzo LLP, Wakefield

BOSTON

9:00 a.m. – 4:00 p.m.,
Monday, June 18, 2012
MCLE Conference Center,
10 Winter Place, via Winter Street
Program No. 2120178P01

LIVE WEBCAST

9:00 a.m. – 4:00 p.m.,
Monday, June 18, 2012
Register at www.mcle.org
Program No. 2120178WBC

PRERECORDED WEBCAST

9:00 a.m. – 4:00 p.m.,
Monday, July 16, 2012
Register at www.mcle.org
Program No. 2120178RBC

TUITION includes written materials

- ▶ \$245
- ▶ \$225 MCLE Sponsor Members
- ▶ \$165 New lawyers admitted to law practice after 2007, pending admittees and law students

Earn up to 6 CLE credits

CAN'T ATTEND?



View the webcast—live or later, or download the mp3 recording at www.mcle.org

Available after Monday, June 25



Written materials

▶ \$105

▶ \$95 MCLE Sponsor Members



Audio CD

▶ \$135

▶ \$125 MCLE Sponsor Members

Choose from 5 easy ways to register and order!

- ▶ **ONLINE** enter your credit card order at www.mcle.org.
- ▶ **MAIL** this order form with payment to MCLE, Inc.,
Ten Winter Place, Boston, MA 02108-4751.
- ▶ **FAX** your credit card order 24 hours a day to 617-482-9498.
- ▶ **CALL IN** your credit card order to 800-966-6253,
Monday – Friday, 8:30 a.m. – 5:30 p.m.
- ▶ **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.

1 CUSTOMER INFORMATION

Year Admitted to MA Bar _____ Title (if any) _____ BBO# _____

Last Name _____ First Name _____ Middle Initial _____

Firm/Agency _____

Street Address _____ Suite/Floor _____

City _____ State _____ ZIP+4 _____

Telephone _____ Fax _____

Order confirmation? Enter your email address: _____

2 ORDER DETAILS

- ☐ **Sign up** for an annual membership and receive 10% off programs,
webcasts, books, mp3 downloads and more! \$ _____
- MCLE SPONSOR MEMBER DUES—JUST \$95 FOR ONE YEAR** \$ _____
- ☐ **BOSTON, JUNE 18:** Accounting & Finance for Lawyers; 2120178P01 \$ _____
- ☐ **LIVE WEBCAST, JUNE 18:** Accounting & Finance for Lawyers; 2120178WBC Register at: www.mcle.org
- ☐ **PRERECORDED WEBCAST, JULY 16:** Accounting & Finance for Lawyers; 2120178RBC Register at: www.mcle.org

PROGRAMS SUBTOTAL . . . \$ _____

PROGRAM MATERIALS & AUDIO CDs





- ☐ **PROGRAM MATERIALS:** Accounting & Finance for Lawyers; 2120178PMA \$ _____
- ☐ **AUDIO CD:** Accounting & Finance for Lawyers; 2120178PCD \$ _____

Shipping & handling \$ 7.50

PROGRAM MATERIALS & AUDIO CDs SUBTOTAL . . . \$ _____

3 PAYMENT METHOD

GRAND TOTAL \$ _____

- ☐ Check payable to MCLE enclosed ☐  ☐  ☐  ☐ 
- Card number _____ Expiration date _____
- Cardholder's name _____ Cardholder's signature _____

MCLE

NEW ENGLAND

Keep raising the bar.®

PROGRAMS

BOSTON9:00 a.m. – 4:00 p.m.,
Monday, June 18, 2012**LIVE WEBCAST**9:00 a.m. – 4:00 p.m.,
Monday, June 18, 2012**PRERECORDED
WEBCAST**9:00 a.m. – 4:00 p.m.,
Monday, July 16, 2012

REGISTER...By mail, e-mail, phone, online, or at the door!

What the numbers really mean

Accounting & Finance for Lawyers

BEST Practices.
BEST Prices.
Exclusively for
**NEW LAWYERS &
SPONSOR MEMBERS!**