

# BRODIES SEMINAR PROGRAMME

Autumn 2019



ENLIGHTENED THINKING

## BRODIES SEMINAR PROGRAMME

### Autumn 2019

We believe the law is an enabling tool and that is why our legal experts are committed to sharing their knowledge. In our autumn prospectus, you will find a range of interesting and insightful seminars. Delivered from our offices in Aberdeen, Edinburgh, and Glasgow, topics include, General Data Protection Regulation (GDPR); IP protection; real estate case law update; construction tax; and health & safety.

Our seminars are free to attend, so reserve your place now to avoid disappointment. You can book by clicking on the interactive links in our e-prospectus, or by visiting our [website](#) where you will also find details of new seminars as they are announced.

## SEMINARS AT A GLANCE

Click any of the buttons below for more information and to book your place.

Brodies Academy for HR professionals	Aberdeen	<b>Thursday 19 September</b>	08.00 – 13.30
	Glasgow	<b>Wednesday 9 October</b>	08.30 – 14.00
	Edinburgh	<b>Wednesday 13 November</b>	08.30 – 14.00
Brodies Oil & Gas Academy Autumn 2019	Aberdeen	<b>Wednesday 2 October</b>	08.00 – 12.00
Business immigration: Brexit and the future skills based immigration system	Edinburgh	<b>Wednesday 25 September</b>	08.30 – 10.00
	Aberdeen	<b>Tuesday 1 October</b>	08.00 – 09.30
	Glasgow	<b>Thursday 21 November</b>	08.30 – 10.00
Carpe diem: a sharp focus on the future of Inheritance Tax Simplification	Glasgow	<b>Wednesday 11 September</b>	12.30 – 14.00
	Aberdeen	<b>Wednesday 25 September</b>	12.30 – 14.00
Charities and third sector: registering risk	Edinburgh	<b>Thursday 10 October</b>	08.30 – 10.00
	Glasgow	<b>Tuesday 12 November</b>	12.30 – 14.00
Complaints culture: minimising the impact on your business	Glasgow	<b>Wednesday 30 October</b>	12.30 – 14.00
	Edinburgh	<b>Tuesday 5 November</b>	08.30 – 10.00
Compliance lifecycle mini-series: whistle-blowing, self-reporting and lessons from the dock	Aberdeen	<b>Tuesday 24 September</b>	08.00 – 09.30
	Aberdeen	<b>Thursday 7 November</b>	08.00 – 09.30
	Aberdeen	<b>Thursday 21 November</b>	08.00 – 09.30
Construction: annual seminar	Glasgow	<b>Wednesday 25 September</b>	15.30 – 19.00
	Edinburgh	<b>Wednesday 2 October</b>	15.30 – 19.00
Construction tax: find out about CIS, the VAT reverse charge and if you could be claiming R&D Tax Credits	Edinburgh	<b>Wednesday 9 October</b>	08.30 – 10.00
	Glasgow	<b>Wednesday 13 November</b>	08.30 – 10.00

#BSP2019

[brodies.com/seminars](http://brodies.com/seminars)

## SEMINARS AT A GLANCE

The Contracting Compass – boilerplate clauses: the dangers of complacency	Aberdeen	<b>Tuesday 29 October</b>	08.00 – 09.30
Disclosure and information sharing: what's new and what's next?	Glasgow Edinburgh Aberdeen	<b>Thursday 19 September</b> <b>Thursday 3 October</b> <b>Tuesday 8 October</b>	08.30 – 10.00 08.30 – 10.00 08.00 – 09.30
Environmental, social and governance (ESG) due diligence – what you need to know	Edinburgh Aberdeen Glasgow	<b>Wednesday 2 October</b> <b>Thursday 3 October</b> <b>Wednesday 30 October</b>	08.30 – 10.00 12.30 – 14.00 08.30 – 10.00
Fraud and director's duties	Edinburgh Glasgow	<b>Thursday 12 September</b> <b>Tuesday 8 October</b>	08.30 – 10.00 08.30 – 10.00
GDPR and data protection law update	Aberdeen Glasgow Edinburgh	<b>Thursday 10 October</b> <b>Tuesday 23 October</b> <b>Wednesday 6 November</b>	08.00 – 09.30 08.30 – 10.00 08.30 – 10.00
Health & safety breaches and injury claims – how to reduce the cost to your business	Edinburgh Aberdeen Glasgow	<b>Wednesday 30 October</b> <b>Wednesday 6 November</b> <b>Thursday 7 November</b>	08.30 – 10.00 12.30 – 14.00 08.30 – 10.00
Health & safety: charities and the third sector	Glasgow Edinburgh	<b>Tuesday 19 November</b> <b>Wednesday 27 November</b>	12.30 – 14.00 08.30 – 10.00
How to deal with a CVA if you're a landlord	Glasgow Aberdeen Edinburgh	<b>Wednesday 6 November</b> <b>Thursday 21 November</b> <b>Thursday 28 November</b>	08.30 – 10.00 12.30 – 14.00 08.30 – 10.00
International arbitration: what is it and why is it important?	Edinburgh Aberdeen Glasgow	<b>Tuesday 12 November</b> <b>Thursday 14 November</b> <b>Wednesday 20 November</b>	12.30 – 14.00 08.00 – 09.30 08.30 – 10.00

## SEMINARS AT A GLANCE

Investing in high growth companies: navigating the tax maze	Glasgow Edinburgh Aberdeen	<b>Thursday 3 October</b> <b>Thursday 24 October</b> <b>Tuesday 5 November</b>	08.30 – 10.00 08.30 – 10.00 08.00 – 09.30
Keeping the business and personal boat afloat	Aberdeen	<b>Thursday 19 November</b>	08.00 – 09.30
Key IP developments and hot topics for your business	Glasgow Aberdeen Edinburgh	<b>Thursday 24 October</b> <b>Wednesday 30 October</b> <b>Thursday 31 October</b>	08.30 – 10.00 12.30 – 14.00 08.30 – 10.00
Living in sin in Scotland: cohabitants' rights	Edinburgh Aberdeen Glasgow	<b>Wednesday 23 October</b> <b>Wednesday 13 November</b> <b>Thursday 14 November</b>	08.30 – 10.00 08.00 – 09.30 08.30 – 10.00
Local Government Conference	Glasgow	<b>Friday 25 October</b>	08.30 – 13.00
Preparing for the witness stand: top 10 tips	Glasgow Edinburgh Aberdeen	<b>Tuesday 17 September</b> <b>Wednesday 18 September</b> <b>Thursday 31 October</b>	12.30 – 14.00 08.30 – 10.00 08.00 – 09.30
Real estate update: topical issues and recent case law	Edinburgh Glasgow Aberdeen	<b>Thursday 14 November</b> <b>Tuesday 19 November</b> <b>Wednesday 20 November</b>	08.30 – 10.00 08.30 – 10.00 08.00 – 09.30
Trading standards and the retail sector	Edinburgh Glasgow	<b>Thursday 19 September</b> <b>Tuesday 5 November</b>	08.30 – 10.00 08.30 – 10.00
Without prejudice and subject to contract: what do these terms really mean?	Glasgow	<b>Tuesday 10 September</b>	08.30 – 10.00

# BRODIES ACADEMY FOR HR PROFESSIONALS

## How to deal with data subject access requests

Data protection and subject access rights have strengthened since the General Data Protection Regulation came into force in 2018. It has compelled employers to rethink how they gather, process, and provide access to employee data.

But how should you go about tailoring your processes to make subject access requests less of a headache for your organisation?

Our HR Academy will look at ways of simplifying the process so that you can respond to those requests efficiently, effectively and in a way that is compliant with the current framework.

### At the Academy we will cover:

- the basics of the current legislation and what has changed since GDPR came into force;
- rights of data subjects including the right of access;
- streamlining the way you process, store and access employee data;
- data retention – why do it and how long should data be kept?
- how to respond to subject access requests – top tips on how to minimise the effort needed to retrieve and collate data;
- dealing with tricky issues – what to do with third party data; what can you withhold; and tactics in litigation;
- responding to complaints lodged with the ICO.

*Brodies Academy for HR Professionals is an in-depth, half day programme. It is designed to be highly interactive and will be delivered using case studies, worked examples and group exercises to ensure attendees get the most out of the day.*

### Speakers

Fiona Herrell, Partner ([Aberdeen](#))

Jamie Guyan, Solicitor ([Aberdeen](#))

Will Rollinson, Senior Solicitor ([Aberdeen & Edinburgh](#))

Joan Cradden, Partner ([Glasgow](#))

Brian Campbell, Legal Director ([Glasgow](#))

Gillian Mair, Senior Associate ([Glasgow](#))

Tony Hadden, Partner ([Edinburgh](#))

Lynne Marr, Partner ([Edinburgh](#))

### Aberdeen

Thursday 19 September

08.00 – 13.30

### Glasgow

Wednesday 9 October

08.30 – 14.00

### Edinburgh

(*Doubletree by Hilton Hotel, Bread St*)

Wednesday 13 November

08.30 – 14.00

## BRODIES OIL & GAS ACADEMY AUTUMN 2019

Join us for our next Oil & Gas Academy. This half day conference will provide an update on legal matters relevant to the oil & gas industry.

The Oil & Gas Academy qualifies for 3 hours of verifiable CPD and we can provide you with a certificate of attendance.

### Sessions will include:

- EPCI Contracts;
- contractual remedies;
- IR35.

### Speakers

Bryan Wilson, Partner  
Fiona Herrell, Partner  
Suzanne Hopkinson, Director  
Laura Petrie, Director  
Caroline Sodersten, Associate

### Aberdeen

Wednesday 2 October  
08.00 – 12.00

## BUSINESS IMMIGRATION: BREXIT AND THE FUTURE SKILLS BASED IMMIGRATION SYSTEM

As it becomes more likely that UK businesses will need to sponsor migrant workers following Brexit, this seminar will provide a refresher on the UK immigration system as it applies to employers, as well as looking at the proposals for the 'future skills based immigration system'.

### We will cover:

- Brexit planning in respect of EU nationals: practical steps;
- work routes into the UK and the Points Based System: now and what to expect in the future;
- sponsorship compliance obligations;
- right to work checks – the new online checks and the implications of Brexit on right to work checks.

### Speakers

Lynne Marr, Partner  
Elaine McIlroy, Partner  
Erin McLafferty, Solicitor

### Edinburgh

Wednesday 25 September  
08.30 – 10.00

### Aberdeen

Tuesday 1 October  
08.00 – 09.30

### Glasgow

Thursday 21 November  
08.30 – 10.00

## CARPE DIEM: A SHARP FOCUS ON THE FUTURE OF INHERITANCE TAX SIMPLIFICATION

This seminar discusses the main legal and estate planning points set out in the Office of Tax Simplification's (OTS) second report on inheritance tax.

While the OTS report sets out a vision of a potential tax future, it also sheds light on succession planning opportunities that should be considered and utilised today.

This session will look at how to seize the (estate planning) day.

### Speakers

Leigh Gould, Partner (Aberdeen)  
Mark Stewart, Partner (Aberdeen)  
Alan Eccles, Partner (Glasgow)  
Norman Kennedy, Partner (Glasgow)

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### Glasgow

Wednesday 11 September  
12.30 – 14.00

### Aberdeen

Wednesday 25 September  
12.30 – 14.00

## CHARITIES AND THIRD SECTOR: REGISTERING RISK

This seminar is designed to help charities appreciate the key risk issues to address in assisting them to best further their purposes.

As well as risk mitigation and dealing with results of risk that come to reality, the seminar will also consider more positive aspects of risk, such as governance and other important matters for a charity or third sector organisation.

### Speaker

Alan Eccles, Partner

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### Edinburgh

Thursday 10 October  
08.30 – 10.00

### Glasgow

Tuesday 12 November  
12.30 – 14.00

## COMPLAINTS CULTURE: MINIMISING THE IMPACT ON YOUR BUSINESS

Complaints are inevitable and an increasingly common occurrence for professionals and businesses. How do we minimise the risk of complaints occurring and what should we do when professional regulators become involved?

Our experts will share the latest trends in customer complaints and how best to deal with them.

### This seminar will:

- explore how to de-escalate complaints using effective in-house procedures;
- consider how best to manage associated reputational issues;
- examine the trends in complaints to regulatory bodies;
- provide guidance on how to respond to a regulator's investigations;
- look at what happens when a complaint becomes a claim.

### Speakers

Louise Kelso, Partner  
Jo Kelbrick, Senior Solicitor

### Glasgow

Wednesday 30 October  
12.30 – 14.00

### Edinburgh

Tuesday 5 November  
08.30 – 10.00

## COMPLIANCE LIFECYCLE MINI-SERIES: WHISTLE-BLOWING, SELF-REPORTING AND LESSONS FROM THE DOCK

It's vital for your business to have a robust compliance programme to prevent regulatory breaches, to respond swiftly to breaches if they arise, to minimise the risk of prosecution and ultimately to protect your brand and reputation. The costs of getting it wrong can be significant.

The Compliance Lifecycle is a mini-series of seminars providing practical tips for building effective compliance programmes using principles which work across multiple regulatory areas, including:

- anti-bribery and corruption;
- export and international sanctions compliance;
- prevention of tax evasion;
- anti-human trafficking and modern slavery regulations;
- competition compliance;
- anti-money laundering.

Seminar details  
continued overleaf

This autumn, the Compliance Lifecycle seminar series will focus on:

### Seminar 1: Whistle-blowing

We will focus on how to successfully incorporate whistle-blowing arrangements into your compliance processes. We will also provide an update on recent developments and discuss practical tips for dealing with allegations.

### Seminar 2: Self-reporting and other engagement with regulators

We will provide guidance on positive engagement with regulators. We will review self-reporting processes and look at other steps which can be taken with regulators to help to repair the damage following a regulatory breach.

### Seminar 3: Lessons from the dock

**We will present lessons learned from:**

- regulatory case-law;
- deferred prosecution agreements;
- recent shifts in regulator policy.

We will focus on how to apply these lessons to improve corporate compliance programmes.

### Speakers

Paul Marshall, Partner  
Fran Hutchison, Associate

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#### Aberdeen

Tuesday 24 September  
08.00 – 09.30

#### Aberdeen

Thursday 7 November  
08.00 – 09.30

#### Aberdeen

Thursday 21 November  
08.00 – 09.30

## CONSTRUCTION: ANNUAL SEMINAR

Our annual construction seminar will feature an in-depth discussion on the current issues affecting the sector and practical guidance on those issues so that you can limit the risk to your business.

If you are looking for practical advice on procuring and managing your contracts, dispute avoidance and knowledge of topical issues from other associated specialisms, sign up for what promises to be an interesting and informative session, followed by networking and refreshments.

A full agenda will be published shortly on our [website](#).

### Key contacts

Jane McMonagle, Partner  
Louise Shiels, Partner

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### Glasgow

Wednesday 25 September  
15.30 – 19.00

### Edinburgh

Wednesday 2 October  
15.30 – 19.00

## CONSTRUCTION TAX: FIND OUT ABOUT CIS, THE VAT REVERSE CHARGE AND IF YOU COULD BE CLAIMING R&D TAX CREDITS

The new VAT reverse charge is a major change to the way VAT is collected in the building and construction industry – from 1 October 2019 customers receiving construction services will have to pay the VAT due to HMRC instead of to the supplier. These VAT changes coincide with an increasing HMRC focus on compliance with the Construction Industry Scheme (CIS).

### This seminar will examine:

- the practical impact of the new VAT rules;
- how to avoid penalties for CIS non-compliance;
- how the new IR35 regime will affect the construction sector;
- if you could you be claiming Research & Development Tax Credits.

### Speakers

Isobel d’Inverno, Director  
Karen Davidson, Partner  
Alistair McLean, Partner  
Bob Langridge, Associate

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### Edinburgh

Wednesday 9 October  
08.30 – 10.00

### Glasgow

Wednesday 13 November  
08.30 – 10.00

## THE CONTRACTING COMPASS – BOILERPLATE CLAUSES: THE DANGERS OF COMPLACENCY

Interpretation and application of oil & gas contract terms rely heavily on so called 'boilerplate' clauses. However these provisions are often paid scant attention when drafting the contract. Many disputes ultimately turn on the precise meaning of these clauses. Standard drafting can therefore leave you exposed to unintended consequences.

We look at oil & gas boilerplate clauses over two sessions. This first seminar will discuss the potential pitfalls of using standardised wording in boilerplates and how best to effectively draft clauses for:

- entire agreement;
- No Oral Modification (NOM);
- waiver;
- severability;
- governing law.

### Speakers

Greg May, Partner  
Ken MacDonald, Partner

**Aberdeen**  
Tuesday 29 October  
08.00 – 09.30

## DISCLOSURE AND INFORMATION SHARING: WHAT'S NEW AND WHAT'S NEXT?

In this seminar we will provide an update on some of the key recent developments in information sharing and information rights.

With four Bills making their way through the Scottish Parliament we will focus on changes being made to the handling of:

- conviction information by the Management of Offenders (Scotland) Bill;
- protection of vulnerable groups and disclosure information by the Disclosure (Scotland) Bill;
- sharing of information about children and young people by the Children and Young People (Information Sharing)(Scotland) Bill;
- biometric data for criminal justice and police purposes by the Scottish Biometrics Commissioner Bill.

### Speakers

Christine O'Neill, Partner and Chairman

**Glasgow**  
Thursday 19 September  
08.30 – 10.00

**Edinburgh**  
Thursday 3 October  
08.30 – 10.00

**Aberdeen**  
Tuesday 8 October  
08.00 – 09.30

## ENVIRONMENTAL, SOCIAL & GOVERNANCE (ESG) DUE DILIGENCE – WHAT YOU NEED TO KNOW

The focus on environmental, social & governance (ESG) factors in due diligence has increased dramatically in recent years. It has never been more important to consider ESG in due diligence either as part of a transaction or in making strategic decisions about your business.

### This seminar will:

- explain what ESG is and why you need to know about it;
- look at corporate reporting duties and how ESG may impact on those;
- consider ESG and reputational risk to businesses.

### Speakers

Phil Hunter, Partner  
Niall McLean, Senior Associate

#### Edinburgh

Wednesday 2 October  
08.30 – 10.00

#### Aberdeen

Thursday 3 October  
12.30 – 14.00

#### Glasgow

Wednesday 30 October  
08.30 – 10.00

## FRAUD AND DIRECTOR'S DUTIES

Our corporate crime and investigations experts will look at the duties on directors to prevent fraud in their business and the steps which should be taken to personally protect the directors as well as the business in the event of a suspicion of fraud.

### Using a mock trial scenario this seminar will illustrate:

- key compliance steps which can protect a business from fraud, including the policies and procedures which should be in place;
- common fraud events and the circumstances in which fraud can flourish in a business;
- the immediate steps which directors should take in the event of a suspicion of fraud in the business, to protect the company and the directors personally;
- managing and cooperating with fraud investigations;
- criminal liability arising from fraud, including key offences and defences, and an overview of the key civil consequences.

### Speakers

Paul Marshall, Partner  
Lisa Kinroy, Senior Solicitor

#### Edinburgh

Thursday 12 September  
08.30 – 10.00

#### Glasgow

Tuesday 8 October  
08.30 – 10.00

## GDPR AND DATA PROTECTION LAW UPDATE

Our team of experts will discuss the latest developments in GDPR and data protection law.

### This seminar will:

- look at some hot topics and key issues;
- provide an overview on the latest guidance from regulators on GDPR and data protection law;
- examine recent enforcement action by the Information Commissioner and other trends and developments.

### Speakers

Martin Sloan, Partner  
Grant Campbell, Partner  
Shona Tennant, Associate (Aberdeen only)

#### Aberdeen

Thursday 10 October  
08.00 – 09.30

#### Glasgow

Tuesday 23 October  
08.30 – 10.00

#### Edinburgh

Wednesday 6 November  
08.30 – 10.00

## HEALTH & SAFETY BREACHES AND INJURY CLAIMS – HOW TO REDUCE THE COST TO YOUR BUSINESS

Your primary health & safety objective is to avoid injuries in the first place – but what about the financial implications to your business if something does happen?

### In this seminar, our health & safety and liability claims defence experts will:

- discuss how indemnity and hold harmless clauses in contracts operate;
- provide some examples of these clauses not working in practice;
- consider where there may be gaps in your insurance cover; and
- look at other ways your business or organisation can drive down the cost of health & safety breaches and injury claims.

### Speakers

Laura McMillan, Partner  
Kate Donachie, Managing Associate  
Emma Dyson, Senior Solicitor

#### Edinburgh

Wednesday 30 October  
08.30 – 10.00

#### Aberdeen

Wednesday 6 November  
12.30 – 14.00

#### Glasgow

Thursday 7 November  
08.30 – 10.00

## HEALTH & SAFETY: CHARITIES AND THE THIRD SECTOR

Health & safety obligations apply to a wide range of organisations – and, as prosecutions and fines for health & safety breaches continue to rise, organisations in the charities and third sector need to be prepared. So what are your responsibilities and what could happen if there is a health & safety incident?

### In this seminar we will:

- explain the health & safety responsibilities of the organisation, office bearers and senior staff;
- explain the civil and criminal legal processes which can follow a health & safety incident;
- provide an update on prosecution trends and potential penalties;
- discuss what you need to consider pre and post incident to effectively deal with a health & safety breach.

### Speakers

Helen Kidd, Associate  
Alison McAteer, Senior Solicitor

#### Glasgow

Tuesday 19 November  
12.30 – 14.00

#### Edinburgh

Wednesday 27 November  
08.30 – 10.00

## HOW TO DEAL WITH A CVA IF YOU'RE A LANDLORD

CVAs are a powerful restructuring tool. Landlords can find themselves being bound by a CVA that they didn't vote for, which allows a tenant to trade from their premises without paying rent. What can landlords do?

### This seminar will consider:

- the CVA and how it works;
- the role of the supervisors;
- the voting process and what should be considered by a landlord when deciding whether or not to agree to be bound by it;
- how protected is the tenant if the CVA is passed?
- the common terms of a CVA and what they mean;
- the Notice to Vacate;
- what happens once the CVA comes to an end?
- where are the traps?
- how landlords can protect their position before a CVA is passed.

By the end of the day you'll be better equipped to advise your client on whether they should agree to a CVA or reject it, and what they should do if they find themselves bound by one.

### Speakers

Matthew Farrell, Partner  
Elaine Petterson, Partner  
Lucy McCann, Partner  
Clare Kelly, Senior Solicitor  
David Ford, Solicitor

#### Glasgow

Wednesday 6 November  
08.30 – 10.00

#### Aberdeen

Thursday 21 November  
12.30 – 14.00

#### Edinburgh

Thursday 28 November  
08.30 – 10.00

## INTERNATIONAL ARBITRATION: WHAT IS IT AND WHY IS IT IMPORTANT?

International Arbitration has become increasingly in demand over the past 30 years due to its key characteristics, including:

- enforceability of awards;
- quality assured determinations: avoiding litigation in unpredictable jurisdictions;
- bespoke rules and choice of arbitrators;
- confidentiality of all arbitral proceedings;
- cost recovery.

Our seminar will cover some of the key benefits of international arbitration as well as study the rise in its popularity.

### Speakers

Iain Rutherford, Partner (Edinburgh & Glasgow)  
Ken MacDonald, Partner (Edinburgh & Aberdeen)  
Jared Oyston, Senior Associate (Edinburgh)  
Ryan Openshaw, Senior Associate (Aberdeen)

#### Edinburgh

Tuesday 12 November  
12.30 – 14.00

#### Aberdeen

Thursday 14 November  
08.00 – 09.30

#### Glasgow

Wednesday 20 November  
08.30 – 10.00

## INVESTING IN HIGH GROWTH COMPANIES: NAVIGATING THE TAX MAZE

Effective funding rounds are crucial for high growth companies. Ensuring that Enterprise Investment Scheme (EIS) and / or Seed Enterprise Investment Scheme (SEIS) reliefs are available can be essential, but there are many technical requirements and practical considerations which need to be addressed.

### This seminar will consider:

- EIS / SEIS elephant traps to avoid;
- significant recent changes to EIS including the requirement for 'risk to capital';
- the new EIS fund structure to be introduced in April 2020;
- how the recent changes to Entrepreneurs Relief may have a positive impact on EIS.

### Speakers

Isobel d'Inverno, Director (All locations)  
David Gallagher, Partner (All locations)  
William McIntosh, Partner (Glasgow & Edinburgh)  
Karen Davidson, Partner (Glasgow & Aberdeen)  
Tom Boulton-Jones, Partner (Aberdeen)  
Bob Langridge, Associate (Edinburgh)

#### Glasgow

Thursday 3 October  
08.30 – 10.00

#### Edinburgh

Thursday 24 October  
08.30 – 10.00

#### Aberdeen

Tuesday 5 November  
08.00 – 09.30

## KEEPING THE BUSINESS AND PERSONAL BOAT AFLOAT

Partners in Aberdeen will discuss risk control in fishing and how to proactively plan for the unexpected.

### The seminar will cover:

- the life rafts you need in case of the death of a business owner – saving the business from tax claims or claims by the family;
- the contingency planning around key areas such as the identification of matrimonial property, transfer of assets and valuation of assets.
- the benefits of pre-nuptial agreements as well as common cohabitation issues;
- key points in partnership and corporate law;
- how to avoid getting snagged with ILO 188 – an update on what is next and the key steps to make it plain sailing.

### Speakers

Malcolm Mackay, Partner  
Shaun George, Partner  
Leigh Gould, Partner  
Gill Summers, Partner

### Aberdeen

Tuesday 19 November  
08.00 – 09.30

## KEY INTELLECTUAL PROPERTY DEVELOPMENTS AND HOT TOPICS FOR YOUR BUSINESS

This seminar will provide an insight into recent Intellectual Property (IP) developments such as:

- the Trade Mark Regulations 2018 and the impact on brand owners;
- Trade Secret Regulations 2018 and what you can do to protect your trade secrets;
- Brexit and the impact on IP rights;
- recent decisions and cases to watch and what can be learned from them.

### Speakers

Robert Buchan, Partner  
Andrew McWhirter, Associate  
Cara McGlynn, Senior Solicitor

### Glasgow

Thursday 24 October  
08.30 – 10.00

### Aberdeen

Wednesday 30 October  
12.30 – 14.00

### Edinburgh

Thursday 31 October  
08.30 – 10.00

## LIVING IN SIN IN SCOTLAND: COHABITANTS' RIGHTS

This seminar is for any professionals who advise individuals about their personal and family wealth, and its protection; and the impact that separation from a 'cohabitant' can have.

### We will discuss:

- who, or what, is a cohabitant?
- where you are cohabiting (curiously, you don't need to have been cohabiting in Scotland to be able to bring a cohabitant's rights claim in Scotland);
- time limits;
- cohabitants' rights and claims on separation;
- is a cohabitation agreement worth it and what should it cover?
- cohabitants' rights claims on death.

### Speakers

Richard Smith, Partner (Edinburgh)  
Shaun George, Partner (Aberdeen)  
Lisa Girdwood, Partner (Glasgow)

#### Edinburgh

Wednesday 23 October  
08.30 – 10.00

#### Aberdeen

Wednesday 13 November  
08.00 – 09.30

#### Glasgow

Thursday 14 November  
08.30 – 10.00

## LOCAL GOVERNMENT CONFERENCE

Join our government, regulation and competition experts for this half day conference. This session will be of interest to practitioners in a number of areas and to local government lawyers in particular.

A full agenda will be published shortly on our [website](#).

### Key contacts

Jackie McGuire, Partner  
Niall McLean, Senior Associate

#### Glasgow

Friday 25 October  
08.30 – 13.00

## PREPARING FOR THE WITNESS STAND: TOP 10 TIPS

Being involved in a court case can be a daunting experience, particularly if you have to give evidence as a witness for the first time. The aim of this interactive seminar is to help anyone who may be asked to give evidence in court by providing a better understanding of the process. We will run through some top tips on how a witness can prepare for an appearance in court and what they should expect when 'in the box'.

The seminar will also give in-house legal advisers an insight into how their external litigation team can help colleagues in preparing to give evidence at a court hearing. The session will be led by [Tony Jones QC](#).

### This seminar will include:

- preparing for the day – what is and isn't allowed;
- on the day – the layout of the court and etiquette outside and inside the courtroom;
- the role of the witness, the lawyers and the judge; and
- examination in chief and cross-examination – learn what it is like to be 'in the witness box'.

*\*Please note that no guidance can be provided or questions answered in connection with evidence in any specific case.*

### Speakers

Tony Jones QC, Partner  
Laura McMillan, Partner  
Craig Watt, Associate / Solicitor Advocate  
Jamie Reekie, Associate / Solicitor Advocate

### Glasgow

Tuesday 17 September  
12.30 – 14.00

### Edinburgh

Wednesday 18 September  
08.30 – 10.00

### Aberdeen

Thursday 31 October  
08.00 – 09.30

## REAL ESTATE UPDATE: TOPICAL ISSUES AND RECENT CASE LAW

In our annual real estate update we will focus on topical issues and recent case law affecting the property industry.

This event is for anyone who is involved in the real estate industry in Scotland and would like to stay up to date with current issues and trends.

### Key contact

Catherine Reilly, Director

### Edinburgh

Thursday 14 November  
08.30 – 10.00

### Glasgow

Tuesday 19 November  
08.30 – 10.00

### Aberdeen

Wednesday 20 November  
08.00 – 09.30

## TRADING STANDARDS AND THE RETAIL SECTOR

### In this seminar we will:

- explain the approach taken by Trading Standards around the enforcement of consumer protection laws;
- discuss key risks / trends in the retail sector;
- provide guidance on demonstrating compliance;
- discuss the appropriate steps to take in the event of a Trading Standards investigation.

### Speakers

Paul Marshall, Partner  
Ramsay Hall, Associate

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### Edinburgh

Thursday 19 September  
08.30 – 10.00

### Glasgow

Tuesday 5 November  
08.30 – 10.00

## WITHOUT PREJUDICE AND SUBJECT TO CONTRACT: WHAT DO THESE TERMS REALLY MEAN?

Subject to contract and without prejudice terms are frequently used in pre-contractual and settlement negotiations respectively, but their meanings are often misunderstood. In this seminar we will explain the definition and application of the terms, and the benefits and pitfalls of each.

### This includes:

- subject to contract defined;
- without prejudice defined;
- examples of use and misuse.

### Speakers

Alisdair Matheson, Partner  
Jo Kelbrick, Senior Solicitor

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### Glasgow

Tuesday 10 September  
08.30 – 10.00

