

50th Anniversary Advanced Business Law Conference

September 20-21, 2024
The Williamsburg Lodge

Presented by the Business Law Section of the Virginia State Bar in cooperation with and with the support of the Virginia Bar Association Business Law Section

The 21st Century Business Lawyer: Counseling Businesses in the Age of Innovation and Increased Regulation

“Business” law used to be a more discreet and manageable area of legal practice “expertise”. In the “Innovation Economy”, the “business lawyer” must become an expert in the client’s business and industry. By doing so, the business lawyer can guide the client through a much larger universe of constantly changing, industry-specific and often “lagging” (i.e., behind economic, technological, and business model shifts) laws and regulations. Increasingly, the business lawyer must collaborate with other attorneys who are focused in specific practice areas, as well as the client’s accountants and other advisers. As a result, while serving as the client’s primary counselor (or “coach”), the business lawyer must also coordinate the work of other lawyers (or serve as a “quarterback” or “gatekeeper” of the client’s team of legal and other advisors). Especially for small and “lower-middle-market” companies, a business lawyer who can provide both sound business counsel and coordinate the work of an interdisciplinary advisor team can dramatically enhance the value, efficiency and effectiveness of the business’ legal planning and regulatory compliance.

This special 50th Anniversary edition of the Conference is designed to equip business lawyers with updates on some of the most common, cutting-edge and rapidly evolving legal issues facing, and practical tips regarding planning opportunities available to, private companies today. These updates, including new or changing laws and regulations and practical planning tips, should better position the business lawyer to perform his or her evolving business counselor roles – including as a “coach”, a “quarterback” and “gatekeeper”.

Friday, September 20

- 9:00 a.m. Registration
- 9:30 a.m. Welcome Remarks
- 9:45 a.m. ***Start With the End in Mind: Corporation and LLC Structuring for Capitalization, Succession and Exit*** (update and refresher on most important Virginia Corporation and LLC laws, practical planning tips and Delaware differences, followed by discussion of structuring considerations to anticipate capital raising, employee equity, ownership succession and exit) (2 hours)
- 11:45 a.m. Lunch
- 1:00 p.m. ***Show Me the Money: Capital Raising and M&A Deals*** (recent developments in securities and M&A practices, followed by discussion of issuer or seller negotiation of

venture capital, private equity and M&A transactions – with sample agreement provisions) (2 hours)

3:00 p.m. Break

3:15 p.m. ***VBA Panel – Developments and Practice Tips to comply with the Corporate Transparency Act*** (1 hour)

4:15 p.m. **Updates on the legal landscape of Crypto Assets** (securities litigation in SDNY, legal classification of crypto assets as securities and commodities, and practical impacts of that difference in classification) (1 hour)

5:15 p.m. Cocktail reception

Saturday, September 21

8:30 a.m. Breakfast

9:00 a.m. ***Knowledge is Power: Doing Business in a Data-Driven Economy*** (1 hour)

- **Part 1:** Developments in intellectual property and data privacy and cybersecurity laws and regulations, and practical discussion of commercial relationships and contracts impacting IP protection and DP&S compliance.
- **Part 2:** Introduction to issues involving companies or firms using AI, such as copyright issues.

10:00 a.m. Break

10:15 a.m. **Update on Sanctions Laws and Developments** (1 hour)

11:15 a.m. ***Ethics Credit!: Virtual Law Practice Trends and the Ethics of AI*** (legal issues relating to law firm technology, working from home and multi-jurisdictional practice, followed by discussion of ethical issues around artificial intelligence technologies) (2 hours)