

Registration Information

Please return by April 30, 2010
along with full payment to:

Valentine & Associates, P.C.
Sales Agent Seminar

5767 West Maple Road, Ste. 400
West Bloomfield, MI 48322
valulaw@ameritech.net
(248) 851-3010/(248) 851-1553 Fax

----- Client ----- SMR
----- MANA ----- Return

Company Name

Street Address

City

State Zip

Telephone

Fax

Email

Legal Excellence

Since 1968

Since 1968, the law firm of **Valentine & Associates** has enjoyed national recognition in all areas representing Manufacturer's Agents, including national and international litigation of commission and termination disputes. Our client list is substantial and includes many long-term (30+ years) clients.

Valentine & Associates is listed in the Bar Register of Pre-Eminent Lawyers, which signifies the highest level of legal ability and ethical standards, is AV peer-rated (the highest rating) by Martindale-Hubbell, and is a member of the Institute for Transnational Arbitration.

Stephen K. Valentine, Jr. was chosen as a *Michigan Super Lawyer* in 2007-2009 and *dbusiness* Top Lawyer 2010. He is a MANA recommended attorney and is also on the Board of Advisors of the Institute for Transnational Arbitration.

Victoria A. Valentine was chosen as a Rising Star by Law & Politics publication 2007-2009 and a *dbusiness* Top Lawyer 2010. She has been appointed to the MANA Lawyer's Council. She also sits on the OCBA Board of Directors, State Bar of Michigan Representative Assembly and Standing Committee on Civil Procedure and Courts and is a member of the Institute for Transnational Arbitration.

Veronica L. Valentine McNally is the Associate Director of the Trial Advocacy Program at MSU College of Law. She is also a member of the Institute for Transnational Arbitration.

Shelli Barish-Feinberg has specialized in business litigation, manufacturer's rep and employment law for over twenty years.

MANUFACTURER'S REP UNIVERSITY

VALENTINE & ASSOCIATES

SALES AGENT SEMINAR

Featuring:
Stephen K. Valentine, Jr.
Victoria A. Valentine
Veronica Valentine McNally

MAY 5, 2010
8:00 A.M. - NOON
(7:30 registration)

Pine Lake Country Club
3300 Pine Lake Road
Orchard Lake, MI 48324
(248) 682-1300

\$25 for Clients, MANA/SMR
and returning Seminar Attendees
\$35 for all others

Reservations Requested By:
April 30, 2010*

*Attendance will be limited.
Please register early to guarantee a spot!
Business attire.

Visit our website:
www.lawyers.com/valentinelaw

TOPICS TO BE COVERED:

What happens when your Principal goes international?

---- * ----

What you should know before repping a foreign principal.

---- * ----

Who do you think you are really repping.

---- * ----

Creating a network of Sub-Agents: what you need to know.

----*----

What's involved in buying, selling or merging a sales agency.

----*----

Current state of rep law.

----*----

Changing terms and cashing checks.

What to do after you've been Repping and a Principal wants to:

- *Lower commissions
- *Reduce customers and/or geographic territory
- *Require you to do more without additional compensation.

----*----

Did you really send that email?

----*----

Commission disputes –
when to address them and how to resolve them yourself.

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Special concerns in repping:
Foreign Principals
Contract pitfalls.

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Other timely subjects with a question and answer dialogue.

This seminar is exclusively for Manufacturer's Representatives.

Attendance is Limited.

Breaks will be taken at 10:00 a.m. and 11:00 a.m. to allow for phone calls, etc.

Continental Breakfast will be served from 8:00 a.m. until 8:30 a.m.

If you know someone else who would be interested in attending, please pass on this invitation to them.

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Representing Mfg Reps

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