

**DENTONS**



# Mastering Commercial Contracts: Best Practices and Risk Mitigation for In-House Counsel

## Part 1

October 23, 2024

Grow | Protect | Operate | Finance

# Speakers



**Chloe Snider**

Partner, Litigation and Dispute  
Resolution  
Dentons Canada LLP  
[chloe.snider@dentons.com](mailto:chloe.snider@dentons.com)  
+1 416 863 4674



**Vivian Poon**

Senior Associate, Corporate  
Dentons Canada LLP  
[vivian.poon@dentons.com](mailto:vivian.poon@dentons.com)  
+1 416 361 2323

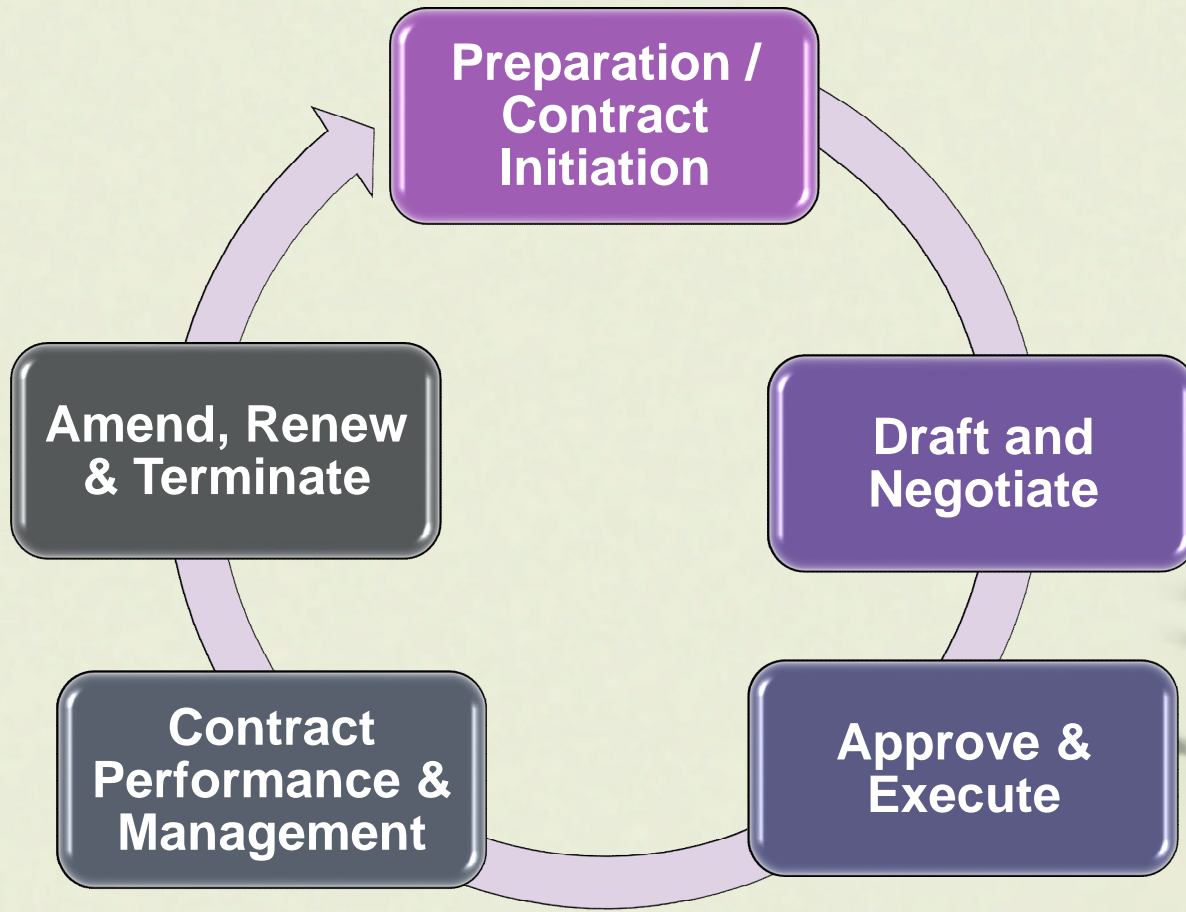


**Sharon Seung**

Chief Legal Officer  
Pizza Hut Canada  
[Sharon.seung@yum.com](mailto:Sharon.seung@yum.com)



# Stages of the Contract Lifecycle



# Stage 1 – Preparation and Contract Initiation

- When should counsel be engaged and how do you get the business to buy-in?
- What are the key questions you should be asking the business?
- Who are the contracting parties?



## Stage 2 – Drafting & Negotiations

- What information do you need from the business and how do you elicit it?
- What are common sticking points / hotly negotiated issues and how do you get to a resolution?



"IT'S THE STANDARD CONTRACT...WITH JUST ENOUGH LOOPHOLES TO COVER US!"

## Stage 3 – Approval & Execution

- Who needs to review and when
- Approval process
- Timing constraints



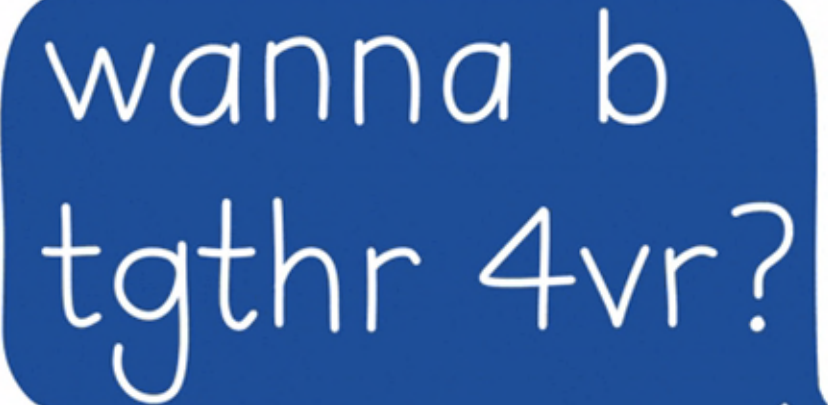
# Stage 4 – Contract Performance & Management

- What does “success” look like?
- How do you maintain a good working relationship?
- How do you manage special clauses?



## Stage 5 – Amend, Renew or Terminate

- Short term vs long term contracts?
- What are some key things to keep in mind when dealing with terminations, amendments and renewals?



wanna b  
tgthr 4vr?



An aerial photograph of a lush green forest with a winding river. The river flows through the center of the frame, curving and meandering through the dense canopy of trees. The lighting is bright, creating a vibrant green color palette. The text 'Thank you' is overlaid in a large, bold, purple font across the middle of the image.

# Thank you

Across over 80 countries, Dentons helps you grow, protect, operate and finance your organization by providing uniquely global and deeply local legal solutions. Polycentric, purpose-driven and committed to inclusion, diversity, equity and sustainability, we focus on what matters most to you. [www.dentons.com](http://www.dentons.com).