CPD TRAINING GUIDE
Serving Scotland’s legal profession

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Wilmington Legal

University of Strathclyde
Glasgow
NEW ONLINE SEMINARS
Accessible | Flexible | Designed for you

Too busy to attend a face-to-face seminar? Fed up with the cost and inconvenience of travelling? Each online seminar:

• provides 3 hours CPD
• is split up into “bite-sized” chunks – view for as long as you want, when you want
• includes detailed learning objectives and multiple choice questions to test your understanding

Current titles include:

• Land Registration - do your plans make the grade?
• Complex Private Client Issues and Solutions
• Anti-Money Laundering - the essential guide for all lawyers
• Immigration - what you and your clients need to know
• Getting Your Title Conditions onto the Land Register

For full details of these online seminars, and to check when new titles are added, please visit www.clt.scot/cpd/online-seminars
Our qualifications are delivered principally by flexible distance learning with a highly practical focus and backed by expert tutor support. Qualifications are offered in the following legal domains:

- Civil Court Practice
- Commercial Conveyancing
- Company Law
- Criminal Law
- Debt Recovery
- Employment Law
- Family Law
- Licensing Law
- Local Government Law
- Reparation Law
- Residential Conveyancing
- Wills, Trusts & Executries

Have you considered converting your support staff to fee-earners? We provide a Paralegal Qualification in association with the University of Strathclyde.

Turn to page 38 for details of the highest level of subject specific training for paralegals in Scotland.

Our qualifications are delivered principally by flexible distance learning with a highly practical focus and backed by expert tutor support. Qualifications are offered in the following legal domains:
The Private Client Conference
30th October, 9.30am - 5.00pm
6 hours CPD

Sponsored by

Chair: Colin Henderson, Anderson Strathern

Current technical issues in Land and Buildings Transaction Tax and the Additional Dwelling Supplement
- Trusts, trustees and executors
- Additional Dwelling Supplement challenges and some possible solutions
- The 3 year lease review regime
Isobel d’Inverno, Brodies

Tax planning with pension death benefits and spousal bypass trusts
- A technical update on the tax treatment of death benefits from pension funds, scheme pensions, annuities and employers’ death in service schemes
- Cascading pension funds down through the generations
- The continuing role of the spousal bypass trust
- Planning ideas to consider with your clients.
Kate Finlayson, Chiene + Tait

Setting up a charity
- Key issues
- Types of legal entity
- Charitable trusts - any future?
- Governance models
- Variation, reorganisation and amalgamation
Alastair Keatinge, Lindsays

IHT Residence Nil Rate Band - planning & pitfalls
- What is the residence nil rate band and how do you qualify for it?
- ‘Downsizing’ or the sale of the family home prior to death
- Second marriages
- Potential lifetime planning options
- Post-death planning measures
Martin Campbell, Anderson Strathern

Missing beneficiaries
- Tactical use of missing beneficiary indemnities
- Locating missing beneficiaries - necessary steps
- Who pays? The Courts’ view - decided cases
- Tooling up to retrieve overseas assets
- Avoiding trouble on distribution
Andrew Miller, Title Research

Wills with a foreign element
- Domicile: information gathering and declarations.
- Revocation and other useful clauses.
- European assets: Article 22 of EU Regulation 650/2012.
- US assets: QDOTs and “Probate Trusts”
Mark McKeown, Turcan Connell

Current adults with incapacity issues
- Cross-border issues
- Case law update
- Issues in obtaining MHO reports
- The future of the jurisdiction
Alison Hempsey, TC Young

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FROM ONLY £125 +VAT
BOOK BY 31st JULY
The Personal Injury Conference
30th October, 9.30am - 5.00pm
6 hours CPD

Chair: Iain Nicol, Balfour + Manson
A personal injury claim from start to finish - the pursuer’s perspective/the defender’s perspective
• The hints, tips, pitfalls and obstacles of a personal injury case from the letter of claim to cashing the expenses cheque
• Conduct under the pre-action protocol
• Litigation, with a particular focus on the All Scotland Sheriff Personal Injury Court
• Legal expenses under the new regime
Iain Nicol, Balfour + Manson (Pursuer) & Peter Demick, Brodies (Defender)
The role of the expert witness - an orthopaedic surgeon’s perspective
• Report writing - what we need from the legal team
• Causality - “Exacerbation of pre-existing injuries” or “Acceleration of Symptoms”
• Prognosis - how we formulate an opinion on a patient’s prospective recovery
• Consenting in medical practice post Montgomery v Lanarkshire Health Board
Mr Phil Simpson, Consultant Orthopaedic Surgeon, Royal Infirmary of Edinburgh & Director of Resolve Medicolegal
Liability update
• Recent liability cases
• Key points decided
• Impact of the Enterprise and Regulatory Reform Act
Gavin Thornley, Compass Chambers

Handling multi-party actions
• Identifying generic issues
• Selecting lead/test cases
• Managing the litigation
• Group Litigation Orders
• Costs and funding
Katherine Allen, Hugh James
Fatal accident inquiries and public inquiries
• Inquiries into Fatal Accidents and Sudden Deaths etc. (Scotland) Act 2016
• Key differences from the Fatal Accidents and Sudden Deaths Inquiry (Scotland) Act 1976
• Inquiries under the Inquiries Act 2005
• Thoughts on approaches to FAls and public inquiries
• Representing duty holders
Murdo Macleod QC
Quantum update and the demise of public authority liability
• Important recent quantum cases
• Impact on practice
• Public authority liability in 2017
Geoff Clarke QC

*SAVE ALMOST 25% - as a special early bird offer, all bookings made on or before 31st JULY on any of the 10 conferences forming Scots Law 2017 will attract the discounted price of only £125 +vat (CLT Members) or £150 +vat (Non Members). Prices after the offer ends will revert to £165 +vat (CLT Members) or £195 +vat (Non Members).

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The Commercial Property Conference

30th October, 9.30am - 5.00pm
6 hours CPD

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stewart title

Chair: Professor Kenneth C Ross

Ryden’s Scottish Property Review - October 2017
• Launch of Ryden’s Scottish Property Review (no. 81)
• Scottish economic assessment
• Analysis of market trends
• Reports on office, industrial, retail and investment property and town planning

Mark Robertson, Ryden

What can solicitors rely on? The impact of the 2012 Act on title examination
• The death of the Midas touch
• How do we examine titles?
• The difference between a 1979 Act title and a 2012 Act title
• Do we need to review our practices?

Professor Kenneth C Ross

Title Indemnity in the Commercial Property Market
• Current title indemnity issues
• Potential indemnity issues
• Minerals reservations
• Regulations that solicitors should be aware of
• Cover for all eventualities?

John Logan, Stewart Title Limited

Topical tax issues
• LBTT
• VAT
• Capital allowances
• Other tax issues to be aware of

Jim Hillan, CMS Cameron McKenna

Leases and Automatic Plot registration - how do I avoid rejection under the Land Registration etc. (Scotland) Act 2012?
• How does leasehold property fit into the Cadastral system?
• What do lease title sheets look like?
• What are the requirements for a successful registration of leasehold property?
• How does APR fit into the scheme of registration?
• Variations and how to get them registered

Valerie Clough

Property case law update
• Most significant cases over the last 12 months
• Decisions taken in those cases
• Impact for practitioners

Christian Marney, Ampersand

Action Plans and the Energy Performance Regulations
• Overview of energy performance legislation
• Action Plans - a year on from their introduction. How well has the system worked?
• Differences between the Scottish and English EPC systems
• The future for the energy performance legislation

Neil McCreath, EPC Options Ltd

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BOOK NOW www.clt.scot enquiries@clt.scot 0141 225 6700
The Contract Law Conference
30th October, 9.30am - 5.00pm
6 hours CPD

Chair: Michael Upton, Hastie

Reforming remedies for breach of contract: mutuality and third-party loss claims
- Mutuality - what does it mean?
- Retention: withholding or suspension of performance?
- ‘Special’ retention: compensation and set off
- ‘Transferred loss’: black holes in the law of damages
- Claim by the contractual creditor: broad or narrow grounds?
- Claim by the third party suffering the loss caused by the breach?
Professor Hector MacQueen, University of Edinburgh and the Scottish Law Commission

Transfer of Undertakings - the common law
- Buying a business - acquiring a debt?
- Pitfalls for new partners
- Accepting or excluding liability
- Creditors’ third-party rights against acquirers
- What has this to do with gratuitous alienations?
- Does our law make sense?
Michael Upton, Hastie

Consumer contracts: the right to cancel
- What does your client supply?
- Which statutory rights apply?
- Duty to inform?
- Contractual cancellation rights
- Drafting
Stephen Cotton, CCW Business Lawyers

Breach of contract
Keith Stewart QC

Penalty clauses following Cavendish Square Holding BV v Makdessi
- Penalty clauses: the traditional approach
- The Cavendish Square and Parking Eye cases
- Penalty clauses: the approach since Cavendish Square
- Conditional primary obligations
- Legitimate aims and proportionality
Graham Middleton, Hastie

Interpretation
- Examining the impact of Lord Hoffmann’s approach in Investors Compensation Scheme (“ICS”) on the law of contractual interpretation
- Is ICS “dead” after Lord Neuberger’s judgment in Arnold v Britton?
- Assessing the effect of Lord Hodge’s judgment in Wood v Capita Insurance Services Ltd (“Wood”)
- The post-Wood approach adopted by the Scottish courts
David Cabrelli, The University of Edinburgh

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The Rural Conference
30th October, 9.30am - 5.00pm
6 hours CPD

Chair: Hamish Lean, Shepherd & Wedderburn

Rural property missives
- Title considerations
- Access
- Buying a business
- Additional searches
- Woodlands
- Farms
- Water and the environment

Clare Dunlop, Turcan Connell

Part 10 of the Land Reform (Scotland) Act 2010
- Succession assignation and relinquishment
- The tenant’s amnesty
- New forms of tenancy
- The new rent review provisions

Hamish Lean, Shepherd & Wedderburn

Rural case law update
- Key recent cases
- The effects of these cases
- What lessons can be learnt

Robert Sutherland, Terra Firma Chambers

The benefits of Scotland completing the Land Register
3 routes to the Land Register:
- Normal first registrations
- Voluntary registrations
- Keeper induced registration

Charles Keegan, Registration and Transformation Director, Registers of Scotland

Crofting law update
- Recent case law
- Crofting Register
- Common grazings issues
- New 2017 Crofting Commission
- Crofting law reform

Brain Inkster, Inksters

LBTT Issues in rural leases
- LBTT and leases, the basics
- The three year regime
- The “old” agricultural lease: reorganising letting arrangements and LBTT transitional rules
- Assigning leases under LBTT
- Different structures: some LBTT implications of sole traders, trusts, partnerships and companies
- Other rural leases: fishing and sporting rights, and renewables
Bob Langridge, Brodies

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The Licensing Conference
31st October, 9.30am - 5.00pm
6 hours CPD

Chair: Scott Blair, Terra Firma Chambers

Fit and proper test
- What is the “fit and proper person” test under the 2005 Act?
- Does it add anything to the pre-May 2017 regime under the 2005 Act?
- Comparison with the test under the Licensing (Scotland) Act 1976?
- Can we rely upon case authorities under other licensing legislation?
- Discussion of the application of the new test in practice
  Andrew Hunter, Harper Macleod

Transfers - where on earth are we now?
- Setting the scene - s.33/s.34 and the new s.33A
- ICAS/LSS and brinkmanship
- Practical difficulties: Sequestration of a Partner in a Partnership
- Practical difficulties: Dissolution and possible remedies
- Practical difficulties: Death of a Salesman
  Stephen McGowan, TLT LLP

Hot topics in gambling
- FOBTs - the outcome of the Triennial Review
- Gambling Commission - a tougher stance?
- Case round-up - Greene King v Gambling Commission, Ivey v Genting
- What’s happening in Scotland?
  Audrey Ferrie, Pinsent Masons

What the courts have told us
- The Supreme Court Rules on minimum pricing
- Alcohol licensing cases
- Recent licensing cases from England and Wales
- Civic licensing caselaw
  Scott Blair, Terra Firma Chambers

Overprovision - the current position
- The new legislative changes to Overprovision - the practical effect on Licensing Policy Statements
- The Process in developing an Overprovision Statement
- Recent case law from a Local Authority’s perspective
- Potential challenges and pitfalls
- The future position of Overprovision Statements and their application in practice
  Raymond Lynch, West Dunbartonshire Council

Civic Licensing - the current statutory framework and future challenges
- An overview of the key provisions of the Civic Government (Scotland) Act 1982 as amended by the Air Weapons and Licensing (Scotland ) Act 2015
- How licensing authorities are addressing changes made by the 2015 Act
- Future challenges including the introduction of Sexual Entertainment (SEVs) licensing
  Morag Leck, City of Edinburgh Council

Licensing and immigration - the practical consequences
- Background and context to the amendments to the Licensing (Scotland) Act 2005 and Civic Government (Scotland) Act 1982 to include immigration provisions.
- Where are we now with immigration and licensing? Changes to the 1982 Act already implemented. Changes to liquor licensing to come!
- Is licensing the right place to tackle immigration? How will these changes fit with licensing’s fit and proper person test?
- What will the changes mean for local authorities and licensing practitioners?
  Michael McDougall, TLT LLP

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The Conveyancing Conference
31st October, 9.30am - 5.00pm
6 hours CPD

Chair: Professor Robert Rennie

Routes of servitudes
- The Common law position on variation of a route of a servitude
- Lands Tribunal powers to vary and discharge servitudes
- Preparing a case relative to diversion of an access route
- Inclusion of verges in the geographic extent of an access
- Compensation

Professor Roddy Paisley, University of Aberdeen

Dealing with complaints/claims in conveyancing transactions
- Vulnerable areas and risky clients
- Risk management and early warnings
- No-blame internal culture
- Involve CRP and/or other uninvolved colleague
- Consider external assistance depending on gravity
- Intimate to insurers early, subject to gravity and quantum
- Obtain expert report where appropriate
- Negotiate on pragmatic, not idealistic, basis
- Try to learn something

Donald Reid, Mitchells Roberton

Climate change: what it means for property
- Climate change and energy efficiency improvements
- EPCs, AEPs, MEES and other abbreviations
- Green issues for landlords and tenants

Ann Stewart, Shepherd & Wedderburn

Title Insurance: Underwriting considerations and policy wording
- Information required to underwrite a title indemnity policy
- What to look out for in the policy
- Common reasons for rejection of cover

Liana Di Ciacca, First Title Insurance Plc

Rectification under the Land Registration etc. (Scotland) Act 2012 - how do I ensure my clients get their title corrected?
- What is inaccuracy under the 2012 Act?
- When is an inaccuracy not an inaccuracy and how to deal with it
- Why timing of the inaccuracy is so important.
- What considerations need to be taken into account
- What evidence might be required and how do I present it?

Valerie Clough

Marriott v Greenbelt Group Limited - the lessons to be learned
- The management of open ground in housing developments
- The landowning maintenance model
- The challenges made
- The lessons to be drawn
- The impact on future practice

Professor Kenneth C Ross

Housing law update
- Setting up a tenancy under the Private Housing (Tenancies) (Scotland) Act 2016
- Tenancy Agreements and notices under the Act
- The role of the First-Tier Tribunal (Housing and Property Chamber)
- Caselaw update

Adrian Stalker, Westwater Advocates

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The Intellectual Property Conference

31st October, 9.30am - 5.00pm
6 hours CPD

Chair: Colin Hulme, Burness Paull

A review of recent trade mark case law and developments

- A review of the key decisions from throughout the UK over the past 12 months
- Highlights from the CJEU trade mark decisions
- An update on recent developments in trade mark legislation
- A look ahead to proposed changes

David Woods, Pinsent Masons

IP litigation at the Court of Session: Findings from an RCUK-funded research project

This presentation will review findings from a research project into IP enforcement in Scotland funded by the UK Research Councils via CREAtE, the RCUK Centre for Copyright and New Business Models in the Creative Economy (www.create.ac.uk).
The project analyses data on Court of Session IP cases initiated in the 7-year period from 2008 to 2014 and this talk will discuss key findings from the data gathered, including:-
- the profile of IP claims litigated before the Court of Session
- parties and their industry sectors
- case trajectories and outcomes

Jane Cornwell, University of Edinburgh

Cyber security threats to intellectual property

- Inherent organisational failures
- Social engineering
- Espionage
- Internal threat
- Careless employees

Ian Kerr, ID Inquiries

IP licences - a practical guide

- Key definitions and their importance to drafting
- Scope - exclusive, non-exclusive, sole licences
- Field and territory restrictions
- Payment terms - upfront, milestones, royalties
- Performance obligations including minimum sales, fulfilling the market, consequences of failure to perform
- Termination and its consequences

Joanna Boag-Thomson, Shepherd & Wedderburn

Design rights - creating the right impression

A practitioner’s guide to design rights following upon the Supreme Court’s decision in the Trunki case

Katrina Lumsdaine, Anderson Strathern

Lessons learned from US patent litigation

- Key points of US patent litigation landscape
- Significant differences between UK and US patent litigation
- Litigation hotspots
- Indirect assertions (e.g. patent trolls)
- Indemnity considerations
- Freedom to operate/wilfulness issues

Rory Macleod, Regional IP Counsel, The Weir Group PLC

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The Family Law Conference
31st October, 9.30am - 5.00pm
6 hours CPD

Chair: Alison Edmondson, SKO Family Law Specialists

Domicile - its place in 21st century family law
- Overview of rules of domicile in Scots law.
- The role of domicile in Brussels II bis and DMPA 1973.
- Domicile and applicable law rules in marriage and cohabitation.
- Domicile and applicable law rules in succession.
Professor Janeen M Carruthers, University of Glasgow

Challenges in child contact cases
- Allegations or concerns raised by the parent with care
- Views of the child and parental influence
- Possibilities for indirect contact
- Problems with enforcement
- Is there a move towards shared care?
Karen Gailey, Family Law Matters

Working together for better client outcomes
- A joined up approach - adding value to the client relationship
- How cashflow modelling can drive better client outcomes.
- Pension options on divorce - a recap
- How the new flexible pension rules can help your clients
- Lifetime Pension Allowance - planning options to consider
Derek Blaik, Grant Thornton

The valuation of business assets
- Understanding how a business is valued
- The information an expert needs in order to value a business
- Issues in business valuations for divorce cases
Greg Rowand, Henderson Loggie

The European dimension
- The continued significant of EU law for family lawyers post-Brexit
- Forthcoming changes to the Brussels II Regulation
- Implications of Brexit for cross border family cases
John West, SKO Family Law Specialists

Update on protective orders and the law in relation to domestic abuse
- A practical guide on how to best represent clients experiencing domestic abuse
- Protective orders available via the civil courts and how to obtain them
- Guidance on the law in relation to protective orders
- Update on the Domestic Abuse (Scotland) Bill
- Guidance on how to successfully plead and present cases involving domestic abuse
Helen Hughes, McAuley McCarthy & Co

Habitual residence: an internationally mobile target?
- Distinct approaches to the concept of habitual residence within cross border divorce, finance, parental responsibility and child abduction cases
- Is there a discernible UK-wide approach to assessing habitual residence?
- A survey of the latest Supreme Court decisions on habitual residence
Samantha Singer, Barrister, Queen Elizabeth Buildings

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The Employment Conference
31st October, 9.30am - 5.00pm
6 hours CPD

Chair: Innes Clark, Morton Fraser

Social media, email and internet misuse - what the cases tell us
- Examples of fair and unfair dismissals
- Where privacy starts and stops
- The merits of having clear policy and guidelines
  Neil Maclean, Shepherd and Wedderburn

Employer protection for the departing employee
- What notice requires to be given by either party and what if the contract is broken?
- What is the up to date position regarding garden leave?
- Are restrictive covenants worth the paper they are written on?
- What practical steps can employers take to protect their business in these situations?
  Professor David Hoey, BTO Solicitors

Industrial action, industrial relations & the Trade Union Act 2016
- The implications of the new Trade Union Act 2016 which came into force on 1st March
- The industrial relations ‘climate’ in the UK against which the law was enacted
- Worked examples with a practical focus on the application of the new rules set out in the legislation, including:
  - the new threshold turnout limits
  - the definition of “important public services”
  - the ballot notification regime and timescales for compliance
  - the impact on the law of picketing
  David Morgan, Burness Paull

Unfair dismissal - latest developments
- Expired warnings
- Gross negligence
- Bad attitudes
- Inappropriate warnings
- Subject access requests & unfair dismissal
- Protected conversations
- Early conciliation and time bar
- Employment tribunal awards
  Innes Clark, Morton Fraser

Disability discrimination: deconstructing the latest decisions
- The different types of disability discrimination and the defences available
- What makes an adjustment reasonable
- Handling short and long term absence for disabled employees
- Considering the relevance of disability to misconduct cases
  Frances Ross, Clyde & Co

Whistleblowing - a practical guide
- What is whistleblowing?
- Do workers have to blow the whistle?
- Why is the protection of whistleblowers important?
- Whistleblowing in financial institutions
- Other regulators and whistleblowing
- What should be in a whistleblowing policy?
  Tony Hadden, Brodies

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Live Webinar Duty of care – vicarious liability and beyond
1.5 hours CPD
Duty of care is the cornerstone of personal injury claims. With reference to recent case law, this practical new webinar will provide a comprehensive update of the current thinking.
Speaker: Damian White, Digby Brown
31 July 1.00pm - 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Calculating Damages Workshop
5 hours CPD
Clients are dependent upon you to provide them with realistic valuations, whether it be for reserve purposes, colossus purposes or simply on the basis that you are providing them with accurate and reliable advice.
This workshop will offer practical guidance and is suitable for those who wish a complete refresher, or those who are relatively new to this area.
After attending this event delegates will have an understanding of:-
• back injury/whiplash damages
• psychiatric injury – remoteness
• the Ogden tables; interest and taxation
• developments in pleural plaques/asbestos damages
• fatal damages
• interim and provisional damages
• civil juries
• valuing complex claims
Speaker: Keith Stewart QC
Edinburgh 27 July 10.00am - 4.30pm
£200 + VAT CLT Members
£300 + VAT Non-members

Live Webinar Fatal Accident Inquiries – scope, procedure and caselaw
1.5 hours CPD
After attending this webinar, delegates will understand the purpose and scope of FAIs, the role of the Procurator Fiscal in the investigation of sudden and suspicious deaths and FAIs, rules, evidence and procedure and judicial review of decisions in relation to FAIs.
Speaker: Damian White, Digby Brown
21 August 1.00pm - 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Reparation Claims: cross-border and international aspects
1.5 hours CPD
After attending this webinar delegates will have an understanding of the IPL aspects of reparation claims and a greater awareness of applying these issues in a practical setting.
Speaker: Professor Gerry Maher QC, The University of Edinburgh
16 August 1.00pm - 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Legal Privilege – the challenge of sharing lessons
1.5 hours CPD
After attending, delegates will have an understanding of legal privilege, its effect, how it can be lost, its use and the implications of whether an investigation or report is prepared in accordance with legal privilege.
Speaker: Diane Turner, rradar
28 September 1.00pm - 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

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0141 225 6700
Essential Advocacy Skills for New and Recently Qualified Lawyers

3 hours CPD
It is essential for the new or recently-qualified court lawyer to have sound advocacy skills in order to give their clients the best chance of success in Court. This seminar provides delegates with the opportunity to learn about the approach and skills needed for persuasive advocacy.
After attending this seminar delegates will have an understanding of:
• getting the ear of the Court
• presentation skills
• confidence
• examination in chief
• cross examination
• how to avoid the common pitfalls
Speaker: Alan McLean QC

Live Webinar Quantum – judge or jury – you decide!
1.5 hours CPD
This webinar provides an analytical review of developments in Personal Injury actions when determining damages and will discuss the benefit or otherwise of proceeding with or seeking a Jury Trial.
Speaker: Damian White, Digby Brown
12 September 1.00pm - 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

Simple Procedure in the Sheriff Court - new Rules, new practice
3 hours CPD
The new Sheriff Court Simple Procedure Rules have been in place since 28th November. This will be the latest of the provisions to come into force from the Courts Reform (Scotland) Act 2014 which has been described as the single most important piece of legislation in the field of Scottish civil justice for over a century. This comprehensive update will look at the new Rules and consider their effect in practice after more than 6 months of practice. Delegates attending this seminar will:
• examine the new ‘core’ Simple Procedure Rules governing low level litigation in the Sheriff Court as of 28th November
• consider the current scope/applicability of the Simple Procedure Rules
• understand the procedural differences between Simple Procedure and small claims/summary cause procedure
• explore the draft Simple Procedure (Special Claims) Rules due to be implemented on 22nd September 2017
Speaker: Denise Smith
27 September 2.00pm - 5.15pm
£140 + VAT CLT Members
£210 + VAT Non-members

Live Webinar Defective Goods PI Claims
1.5 hours CPD
This webinar provides an introduction to product liability and consumer law in personal injury cases, including the applicable legislation, the various statutory grounds of fault and the statutory defences.
Speaker: Mark Gibson, Digby Brown
12 October 4.00pm - 5.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

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0141 225 6700
Essential Contract Drafting for New and Recently Qualified Lawyers

3 hours CPD

No skill is more important to new or recently qualified lawyers than clear and deliberate contract drafting.

We can do a better job and be more productive if (and only if) we can express our clients’ instructions using small words in even smaller quantities.

This extremely practical session will focus on:
- using Plain English
- working with styles
- conquering the blank page
- being aware of different sorts of contracts
- incorporating all of the terms
- getting the right thing signed in the right place by the right person

Speaker: Alan Stalker, Young & Partners

Glasgow  4 July  2.00-5.15pm
Edinburgh  6 July  2.00-5.15pm

£140 + VAT CLT Members
£210 + VAT Non-members

Live Webinar Drafting Enforceable Boilerplate Clauses

1.5 hours CPD

This webinar deals with the most commonly disputed boilerplate clauses. It focuses on their enforceability and the consequences of inappropriate drafting.

Speaker: Alan Stalker, Young & Partners

6 September  1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Getting to Grips with Tendering

1.5 hours CPD

This highly interactive session is perfect for those who wish to learn about the tendering process, the different types of tender, tender documentation and the tender evaluation process.

Speaker: Iain Sim

8 September  1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

Contract Law – the essential update

3 hours CPD

This new seminar will update delegates on some of the most important current issues in contract law. This seminar will cover this important area in the following six sections.
- Formation of contracts
- A review of the recent approach of the courts to interpretation
- The implication of terms
- Drafting penalty clauses
- The latest on limitation of liability and indemnity clauses
- Recent case law on reasonable, best, and all reasonable endeavours

Speaker: David Cabrelli, The University of Edinburgh

Edinburgh  6 September  2.00-5.15pm
Glasgow  7 September  2.00-5.15pm
Online  FROM AUGUST

£140 + VAT CLT Members
£210 + VAT Non-members
**Live Webinar** Directors’ Duties – when things aren’t going well  
1.5 hours CPD  
When a company gets into difficulty, its directors are soon in the firing line. This practical new webinar will consider directors’ duties in detail and what to do when things go wrong.  
Speaker: Alan Stalker, Young & Partners  
15 August 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

**Live Webinar** Essential Tax Update for Corporate Lawyers  
1.5 hours CPD  
All corporate lawyers need to have a working knowledge of tax and this comprehensive webinar will focus on Entrepreneur’s Relief, Substantial Shareholding Exemption, Stamp Duty and Capital Gains.  
Speaker: Jim Hillan, CMS Cameron McKenna  
20 September 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

**NEW** Unable to attend?  
This seminar is also available to view on demand from September  
Each section can be accessed separately for your convenience

**Company Law - the essential update**  
3 hours CPD  
Company Law never stands still. This seminar covers recent developments in company law including  
- Directors’ duties  
- Minority protection and the derivative claim  
- Recent matters in insolvency law  
- The effect of the Small Business, Enterprise and Employment Act 2015  
- Useful tips for shareholders’ agreements  
- Straws in the wind - potential changes to the law  
Speaker: Professor Nicholas Grier, Abertay University  
Edinburgh 26 October 2.00-5.15pm  
Glasgow 27 October 2.00-5.15pm  
Online FROM SEPTEMBER  
£140 + VAT CLT Members  
£210 + VAT Non-members

**Live Webinar** Choosing the Correct Business Vehicle for your Client  
1.5 hours CPD  
A solicitor who understands business vehicles really can add value to a client. After this webinar, delegates will be able to evaluate the appropriateness of the different structures against different client circumstances.  
Speaker: Iain Sim  
6 October 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

**Live Webinar** Drafting and Negotiating Guarantees  
1.5 hours CPD  
This webinar will take a very practical look at how to draft and negotiate guarantees, with a focus on making them watertight, what a guarantee should say, transactional risks for the parties and dealing with changes to the underlying deal.  
Speaker: Andrew Meakin, Morton Fraser  
5 October 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members
Criminal Law – the essential update
3 hours CPD
Scots criminal law is one of the most vibrant areas of law with a number of key developments taking place.
This comprehensive seminar will look at the most important of these and the impact they have on practice.
After attending this event delegates will have an understanding of:-
- the current and continuing impact of recent legislation
- the most important cases decided in the last 12 months
- developments to look out for in the near future
Speaker: Clare Connelly, Compass Chanbers

Live Webinar Inhibition – the comprehensive guide
1.5 hours CPD
Inhibition is a diligence which can bring various advantages for creditors who use it. This comprehensive webinar will examine the most important aspects of this diligence.
Speaker: Professor Gerry Maher QC, The University of Edinburgh
26 July 1.00pm – 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

Extracting Payment from Unwilling Debtors
3 hours CPD
Pre-Legal
- What can you say in a letter before action?
- What can you say in a phone call?
- The Financial Conduct Authority’s Sourcebook (CONC) - how does this affect the recovery of regulated debt?
- How to respond to debtor complaints?
- The draft English Pre - action protocols for debt. How could this impact in Scotland?
- The Scottish summary cause simple procedure rules
Legal
- Is court action advisable?
- Information is “king”-what can your clients’ provide?
- What information can you gather yourself from various sources?
- Commercial debt and consumer debt - different approaches to chase those assets
- When to use diligence on the dependence
- When to use statutory demands
After attending this seminar, delegates will have a thorough understanding of the pre-legal and legal steps required to efficiently recover debt.
Speaker: Stephen Cowan, Yuill + Kyle

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Property Aspects of Insolvency

3 hours CPD

This seminar is designed to examine in depth the property aspects of insolvency.

It assumes a basic knowledge of normal conveyancing practice and examines in detail the differences caused by insolvency procedures.

After attending this seminar, delegates will have an understanding of:

- conveyancing transactions: acting for/against trustees, liquidators, receivers and administrators
- transactions at an undervalue
- gratuitous alienations
- unfair preferences
- transactions to defeat the claims of creditors
- lease issues including the Nortel case (and its successors) and landlords’ hypothec
- the matrimonial home in bankruptcy
- warrandice
- the “race to the register”

Speaker: Professor Kenneth C Ross

Aberdeen  10 October  1.00-4.15pm
Edinburgh  12 October  2.00-5.15pm
Glasgow  24 October  2.00-5.15pm

£140 + VAT CLT Members
£210 + VAT Non-members

Live Webinar Stress in the Workplace

1.5 hours CPD

Workplace stress covers a number of areas of practice and can be a minefield for the specialist practitioner and generalist lawyer alike. After attending this webinar, delegates will have an understanding of the key issues within this important topic.

Speaker: Dawn Robertson, Harper MacLeod

27 July  1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Employment Law – the essential 2017 update

1.5 hours CPD

This topical webinar will provide an overview of the key employment law changes, including caselaw developments, in 2017 and a look ahead to what to expect in 2018.

Speaker: Innes Clark, Morton Fraser

10 August  1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

Proving or disproving discrimination: Help!

3 hours CPD

This half day workshop will examine a vitally important aspect of discrimination law: how is discrimination actually proved in practice?

When acting for Claimants, it is essential to ensure that this point is fully considered and dealt with in evidence. But what does a Claimant need to prove in law to establish discrimination? Conversely when acting for Respondents, it is important to understand the evidence needed to challenge the potential of a discrimination finding. What evidence needs to be brought to disprove discrimination?

Such issues are at the heart of discrimination law and are sadly often overlooked in practice resulting in serious difficulties in practice. This workshop will therefore explore the following points:

- How can discrimination be proven in practice?
- What are the constituent elements or facts that need to be established?
- On what grounds can this be challenged?
- How do the rules on burden of proof work?
- What practical guidance can be offered to manage discrimination cases effectively?

Speaker: Professor David Hoey, BTO Solicitors

Glasgow  20 September  2.00-5.15pm
Edinburgh  26 September  2.00-5.15pm

£140 + VAT CLT Members
£210 + VAT Non-members
**Live Webinar** FOI Best Practice: staying on the right side of the Commissioner  
1.5 hours CPD  
After attending this webinar, delegates will have gained an awareness and understanding of how best to handle freedom of information requests.  
Speaker: David Gourlay, MacRoberts  
11 October 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

**Live Webinar** Protection of Assets from Divorce  
1.5 hours CPD  
Lawyers have a real opportunity to protect generational wealth and business assets from the impact of the breakdown of a relationship. This webinar will provide essential guidance on how your advice can help.  
Speaker: Marika Franceschi, Shoosmiths  
29 August 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

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**NEW**  
Missed it live?  
This seminar is available to view on demand  
Each section can be accessed separately for your convenience  
Immigration - what all solicitors need to know  
3 hours CPD  
As more and more of your clients are affected by uncertainties over their status to remain in the UK, some basic knowledge is required of all solicitors to deal with their initial queries effectively. This seminar will cover this important area in the following four sections.  
- A Brief Introduction to Asylum & Refugee Law  
- A Brief Introduction to Immigration Law  
- Advising EU Nationals in the UK post-Brexit vote  
- Immigration Law Practice in 10 Steps  
Speaker: Jamie Kerr, Thorntons  
Online NOW  
£140 + VAT CLT Members  
£210 + VAT Non-members

BOOKING NOW

Visit page 12 to see details of the Family Law Conference at Scots Law 2017.
Gambling Law – the essential 2017 Update

3 hours CPD
In this seminar delegates will learn of recent developments in gambling law and the regulation of gambling operators from the Scottish perspective.
After attending the event delegates will have an understanding of:
• betting shops and FOBTs: Where are now?
• local risk assessments and gambling applications
• Legislative Reform (Exempt Lotteries) Order 2016
• deregulating local lotteries
• club gaming and club machine permits
• s.125 Variations
Speaker: Michael McDougall, TLT LLP

Very interesting topics covered – very useful

Gambling Law – the essential 2017 Update

Glasgow 29 August 2.00-5.15pm
£140 + VAT CLT Members
£210 + VAT Non-members

Media Law – all you need to know in 2017

3 hours CPD
This half day seminar will provide a round-up of all the cutting edge issues in media law, with a case law update, and discussion of difficult areas.
After attending this seminar, delegates will have an understanding of the current issues relating to:-
• defamation
• contempt of court
• privacy
• data protection
• freedom of information
Speaker: Rosalind McInnes, BBC Scotland

Clear and comprehensive - delivered by one of Scotland’s leading media lawyers

Media Law – all you need to know in 2017

Glasgow 10 October 2.00-5.15pm
£140 + VAT CLT Members
£210 + VAT Non-members

Land Registration – do your plans make the grade?

3 hours CPD
Plans are a crucial part of the requirements for registration under the 2012 Act.
This seminar will cover this important area in the following four sections.
• Explaining the new system of mapping
• Ordering and interpreting plans reports
• Mapping tenement property
• Shared and sharing plot title sheets
Speaker: Valerie Clough

Clear and comprehensive - delivered by one of Scotland’s leading media lawyers

Land Registration – do your plans make the grade?

Online NOW
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 enquiries@clt.scot
 0141 225 6700

NEW Missed it live?
This seminar is available to view on demand
Each section can be accessed separately for your convenience

### Live Webinar: Discharge and Variation of Burdens

1.5 hours CPD

The definition of real burdens, title and interest to enforce, discharge or variation, preservation, termination and other statutory procedures, acquiescence and implied rights will all be considered in this essential webinar.

**Speaker:** Donald Reid, Mitchells Roberton

**20 July** 1.00pm – 2.30pm

£75 + VAT CLT Members

£150 + VAT Non-members

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### Live Webinar: Getting Your Title Conditions onto the Land Register

3 hours CPD

This seminar looks at all aspects of the Title Conditions (Scotland) Act 2003 and also deals with the elements which have changed the Keeper’s policy in relation to the 2012 Act and will cover:

- The relevant legislation and what is needed to ensure that your application is not rejected
- The rules for creating real burdens under the Title Conditions (Scotland) Act 2003
- New types of deeds for registration and the effectiveness of real burdens
- How to ensure that you get your burdens deeds effectively on to the Land Register

**Speaker:** Valerie Clough

**21 August** 2.00-5.15pm

**31 August** 2.00-5.15pm

**Online** NOW

£140 + VAT CLT Members

£210 + VAT Non-members

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### Live Webinar: Inhibition – the comprehensive guide

1.5 hours CPD

Inhibition is a diligence which can bring various advantages for creditors who use it. This comprehensive webinar will examine the most important aspects of this diligence.

**Speaker:** Professor Gerry Maher QC, The University of Edinburgh

**26 July** 1.00pm – 2.30pm

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### Live Webinar: Registering Tenements – getting it right!

1.5 hours CPD

How are registrations of flats in tenements dealt with under the Land Registration etc. (Scotland) Act 2012? This new webinar looks at all aspects of tenement registrations.

**Speaker:** Valerie Clough

**21 July** 1.00pm – 2.30pm

£75 + VAT CLT Members

£150 + VAT Non-members

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### Live Webinar: Dealing with anti-social behaviour in rented housing

1.5 hours CPD

Are landlords relying on Anti-Social Behaviour Orders (ASBOs) to tackle behaviour or using other approaches? This webinar looks at the range of responses available to provide an overview for those acting for either landlord or tenant.

**Speaker:** Jane Heppenstall

**19 July** 1.00pm – 2.30pm

£75 + VAT CLT Members

£150 + VAT Non-members
How to Get Common Areas Included on Title Sheets

3 hours CPD

PMP, Lundin Homes, Miller Homes and the aftermath. How do you ensure that you can get common areas included in your clients’ title sheets?

- What do these cases actually mean for existing title sheets and the registration of unregistered plots?
- How are common areas reflected in title sheets under the Land Registration etc. (Scotland) Act 2012?
- Common areas and the transitional provisions.
- Worked examples of different problems and their solutions.

This practical seminar looks at the impact of these important court cases affecting common areas and seeks to demystify the impact they have.

After attending you will be confident in dealing with scenarios where your clients need their common areas included in their title and able to achieve this for them.

Speaker: Valerie Clough

Glasgow 26 June 2.00-5.15pm
Edinburgh 29 June 9.45am-1.00pm
Aberdeen 31 July 1.00-4.15pm

£140 + VAT CLT Members
£210 + VAT Non-members

Unable to attend?

This seminar is also available to view on demand from July

Each section can be accessed separately for your convenience

Terminating Commercial Leases and Tenancy Obligations

3 hours CPD

This practical course looks at the main areas of law and practice surrounding the termination of commercial leases.

This seminar will cover this important area in the following sections:-

- notices – how to use them, when, what to say and their effect
- tenants’ break options
- irritancy
- the sub-tenant problem

Speaker: Sheila Webster, Davidson Chalmers

Edinburgh 23 August 9.45am-1.00pm
Glasgow 30 August 2.00pm-5.15pm

£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar

Encumbrances and Off-Register Events - how do they affect my clients’ title?

1.5 hours CPD

This webinar explains what should be included in the title sheet and how an applicant should make their application fit the situation for their clients.

Speaker: Valerie Clough

17 August 1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

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£75 + vat Members/£150 + vat Non-Members
**Boundaries and Servitudes – what you need to know**

3 hours CPD

Conveyancing would be very easy if it was not for the difficult bits. The central core of a title does not tend to present the main difficulties. Difficulties tend to arise around the edges of sites or relate to the rights that attach (or do not attach) to sites.

This essential update will look at the issue of servitudes and will also consider boundaries, encroachments, accesses and ransom strips. In particular, the course will address the following:

- Servitudes - where are we now?
- Boundary disputes - how do they arise and how do we solve them?
- Accesses
- The extent of publicly adopted roads
- Ransom strips - deliberate and accidental

Speaker: **Professor Kenneth C Ross**

Aberdeen 24 August 1.00-4.15pm
Inverness 30 August 1.00-4.15pm

**£140 + VAT CLT Members**  
**£210 + VAT Non-members**

**Land and Buildings Transaction Tax – the practical guide**

3 hours CPD

Land and Buildings Transaction Tax is still in its infancy and this comprehensive seminar will look at Scotland’s newest taxes, legislation and powers. After attending, delegates will have an understanding of:

- LBTT and owned land
- LBTT and leases
- the practicalities of LBTT – complying with the tax regulation
- advising commercial clients and corporates – some particular points to note
- transitional rules – some issues arising and awareness of when these might be relevant to your transactions (past and present)
- ADS – a run through of the main points to be aware of when purchasing residential property
- what’s next?

Speaker: **Deborah Lovell, Anderson Strathern**

Edinburgh 19 September 9.45am-1.00pm  
Glasgow 3 October 9.45am-1.00pm

**£140 + VAT CLT Members**  
**£210 + VAT Non-members**

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Visit page 10 to see details of the Conveyancing Conference at Scots Law 2017.
Voluntary or Keeper Induced Registration – what’s right for your clients?

3 hours CPD

This practical seminar explores how a Voluntary registration can be completed and how the resulting title sheet contrasts with the same title sheet completed under Keeper-induced registration.

The following will be considered:-

- extent of the registration
- property
- proprietorship
- charges
- burdens

After attending this seminar you will be better able to appreciate the differences your clients will see between going ahead with a Voluntary registration of their property or waiting for Keeper-induced registration.

It will enable you to have an informed debate with your clients on their options.

Speaker: Valerie Clough

Edinburgh 21 September 2.00-5.15pm
Glasgow 28 September 2.00-5.15pm

£140 + VAT CLT Members
£210 + VAT Non-members

Live Webinar Making Your Land Registration Applications Bullet-Proof

1.5 hours CPD

Having your Land Registration application rejected by the Keeper is annoying, wasteful and costly. This webinar highlights the key elements for a successful application.

Speaker: Valerie Clough

14 September 1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Pre-emption Rights in Conveyancing

1.5 hours CPD

After attending this webinar delegates will have an understanding of historic pre-emptions and the statutory regime, Sections 82-84 of the 2003 Act, the sunset rule, dealing with the relevant parties and traps to avoid.

Speaker: Donald Reid, Mitchells Roberton

24 October 1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Tax Planning on the Sale of Residential Property

1.5 hours CPD

This webinar will consider the taxation issues arising for sellers of residential property - mainly Capital Gains Tax, including “Private Residence Relief”, what the key planning opportunities/pitfalls are and a brief review of recent case law relating to PRR.

Speaker: Professor Alex McDougall

5 September 1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

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Property Aspects of Insolvency
3 hours CPD
This seminar is designed to examine in depth the property aspects of insolvency.
It assumes a basic knowledge of normal conveyancing practice and examines in detail the differences caused by insolvency procedures.
After attending this seminar, delegates will have an understanding of:
• conveyancing transactions: acting for/against trustees, liquidators, receivers and administrators
• transactions at an undervalue
• gratuitous alienations
• unfair preferences
• transactions to defeat the claims of creditors
• lease issues including the Nortel case (and its successors) and landlords’ hypothec
• the matrimonial home in bankruptcy
• warrandice
• the “race to the register”

Speaker: Professor Kenneth C Ross

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Residential Tenancies - are you ready for the fundamental changes?
3 hours CPD
When the provisions of the Private Housing (Tenancies) (Scotland) Act 2016 come into force later this year, there will be a significant change to how residential properties are let.
New Short Assured Tenancies and Assured Tenancies will no longer be able to be granted with the new Private Residential Tenancy coming into effect.
This new and extremely comprehensive seminar will consider the provisions of the Act in detail and will deal with all of the most important aspects, including:-
• Background to the Act
• Security of tenure
• Rents and Rent Pressure Zones
• Succession
• Private Residential Tenancies and their Constitution
• Tenancy terms and the Model Tenancy Agreement
• Tenancy Information

Speaker: Professor Peter Robson, The University of Strathclyde

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<td>Glasgow</td>
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£140 + VAT CLT Members
£210 + VAT Non-members
Planning Law – the comprehensive 2017 update
3 hours CPD
2017 is the most significant year in recent times for those involved in, or whose work relates to, the land-use planning system in Scotland.
A Bill setting out proposed planning law reforms is scheduled to be introduced into the Scottish Parliament later this year and the reviews of the 2014 editions of the National Planning Framework (‘NPF’) and Scottish Planning Policy (‘SPP’) should be initiated. In addition there are areas of law related to planning and development which are evolving, such as the implementation of Land Reform (Scotland) Act 2016. The outcome of the Scottish Government’s consideration of the Scottish Law Commission’s September 2016 report about its review of compulsory purchase law is awaited.
Those attending this seminar will gain a better understanding of:
• the Scottish Government’s proposed planning reforms;
• reviews of the NPF and SPP;
• recent and proposed changes to land law including compulsory purchase; and
• recent court decisions and Scottish Government appeals decisions
Speaker: John Watchman, Watchman & Co
Edinburgh 24 October 2.00-5.15pm
Glasgow 26 October 2.00-5.15pm
£140 + VAT CLT Members
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Visit page 6 to see details of the Commercial Property Conference at Scots Law 2017.

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Visit: www.clt.scot and select “Webinars”
£75 + vat Members/£150 + vat Non-Members

Live Webinar Possession - does it matter under the 2012 Act?
1.5 hours CPD
This webinar looks at the differences between possession under the 2012 Act and the Land Registration (Scotland) Act 1979 and how the new Act changes the importance of possession.
Speaker: Valerie Clough
9 October 1.00pm – 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Irritancy in Commercial Leases
1.5 hours CPD
The problems created by attempts to irritate leases are frequent, and are often the subject of litigation. This comprehensive webinar will consider the key aspects as well as examining some important recent decisions on the subject.
Speaker: Sheila Webster, Davidson Chalmers
10 October 1.00pm – 2.30pm
£75 + VAT CLT Members
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Maximising Time
3 hours CPD
As a result of this training you will have more time to focus on those activities that add the greatest value to your organisation, realise this value financially and feel more productive on a daily basis.
Attendees will also leave with the ability to know
• where to spend their time and to spend this time on the activities which add the greatest value to the organisation
• simple yet incredibly effective strategies to maximise the time available in the day
• techniques to prioritise, plan and achieve even more from the day whilst feeling less stressed
• the ability to avoid over-whelm and stay focused on what can be done
• the ability to know how to eliminate or significantly reduce task avoidance and focus on the mindset that creates results
Speaker: Anne Johnstone
Edinburgh 26 July 2.00-5.15pm
£140 + VAT CLT Members
£210 + VAT Non-members

Unable to attend?
This seminar is also available to view on demand from July
Each section can be accessed separately for your convenience

Building Client Relationships, Building Your Business
3 hours CPD
More is expected of the practitioner than merely a technical service. This seminar is designed to help participants identify ways they can enhance the service offering to current or potential clients, thereby improving their own profitability. Delegates will develop:
• a better understanding of what clients want
• how to add value to a client
• methods for improving profitability
• techniques for better networking
Speaker: Iain Sim
Edinburgh 17 August 2.00-5.15pm
Glasgow 31 August 2.00-5.15pm
Online NOW
£140 + VAT CLT Members
£210 + VAT Non-members

Effective Negotiation for New and Recently Qualified Lawyers
3 hours CPD
Whilst each negotiation is different, your ability to successfully influence depends on your ability to identify and deploy skills and tactics common to all.
By attending this course, you will gain a better understanding of:
• the four essential questions in every negotiation
• the skills effective negotiators need
• the three main negotiation strategies:-
  • competitive
  • co-operative
  • principled
• the factors influencing choice of negotiation style, strategy and tactics
• bargaining power and how to enhance it
• underlying interests and how to identify and effectively address them
• the skills required for effective communication
Speaker: Iain Sim
Glasgow 6 July 2.00-5.15pm
Edinburgh 13 July 2.00-5.15pm
£140 + VAT CLT Members
£210 + VAT Non-members
Successful Leadership for Lawyers

3 hours CPD

Lawyers promoted from within their own organisation are unlikely to have formal management education. This can lead to conflict in the workplace and have a detrimental effect on the business. This new seminar seeks to bridge the gap by providing lawyers with the opportunity to develop a successful leadership style. Topics to be covered will include:

- teams, leaders and line managers - different roles, different skills, and what makes teams successful and dysfunctional
- leadership styles and their impact on engagement, long and short term staff and organisation outcomes
- leadership skills, motivation, communication, conflict prevention

Ideally suited to anyone with management responsibility within the legal environment, after attending this highly interactive event, delegates will gain an understanding of:

- the optimum team structure, functioning and management risks
- the importance of and impact of different leadership skills for team success
- the main leadership skills

Speaker: Jeremy Scuse, Catalyst Mediation

Glasgow 22 August 2.00-5.15pm

£140 + VAT CLT Members
£210 + VAT Non-members

NEW Missed it live?

This seminar is available to view on demand

Each section can be accessed separately for your convenience

Anti-Money Laundering - the essential guide for all lawyers

3 hours CPD

All solicitors need to be up to speed on the threat of money laundering. This seminar will cover this important area in the following four sections.

- What is money laundering and how is it regulated?
- Proceeds of Crime Act 2002
- How to comply
- How to be aware of the warning signs

Speaker: Iain Sim

Online NOW

£140 + VAT CLT Members
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Live Webinar Making Your Legal Advice More Clearer!

1.5 hours CPD

Much of the advice lawyers give is delivered in written form, which often involves the requirement to reduce a mass of complex legal concepts into simple, clear and easy to understand guidance. This webinar will guide you through the major elements in this process.

Speaker: Ann Stewart, Shepherd & Wedderburn

24 August 1.00pm – 2.30pm

£75 + VAT CLT Members
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£75 + vat Members/£150 + vat Non-Members
Commercial Awareness & Effectiveness for New and Recently Qualified Lawyers

6 hours CPD
Commerciality lies at the heart of every successful, modern legal business. It comprises both formal knowledge and practical skills, personal management (e.g. goal setting, risk awareness etc.) and negotiation.

A solicitor with enhanced commerciality will always have the edge in the legal market place.

After attending this event delegates will be able to:
• develop personal management and negotiation skills
• understand the theory of negotiation
• recognise the interaction of these skills sets
• understand that this interaction forms the basis of modern commerciality
• understand that commerciality training drives personal performance, leads to enhanced commercial focus and a greater awareness of the modern business environment

Speaker: Iain Sim

Edinburgh 13 September 9.30-5.00pm
£200 + VAT CLT Members
£300 + VAT Non-members

Advanced Negotiation Skills for the Experienced Solicitor

3 hours CPD
Mastering negotiation is a must for the successful solicitor.

Experienced solicitors are so well used to negotiating that they are unlikely to pay close attention to understanding what differentiates a successful outcome from one that's less satisfying.

Whilst every negotiation is different, there are certain factors, both psychological and practical, which if understood and consciously acted upon, are more likely to maximize consistent success.

After attending this seminar, delegates will:
• understand the nature of influence (conscious and unconscious) and what constitutes effective communication
• be able to handle the perceptions, motivations, expectations and individual communication styles of self, clients and opponents
• understand the importance of rapport and how to achieve it
• understand and use the language of influence

Speaker: Anne Johnstone

Glasgow 19 September 2.00-5.15pm
Edinburgh 26 September 2.00-5.15pm
£140 + VAT CLT Members
£210 + VAT Non-members

Live Webinar Effective Client Meetings for New Lawyers

1.5 hours CPD
This webinar will equip new or recently qualified solicitors with the skills needed to develop proficiency and confidence in conducting meetings.

Speaker: Iain Sim

15 September 1.00pm – 2.30pm
£75 + VAT CLT Members
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£75 + VAT Members/£150 + VAT Non-Members
How to Maximise IHT Mitigation for Testators, Attorneys and Executors

3 hours CPD
Many clients are greatly interested in strategies for mitigation of IHT. Opportunities to legitimately mitigate IHT arise not only for testators but also those appointed to act as attorneys and also the executors cast for the responsibility of administering the testators’ estate.

This seminar considers the strategies in question and after attending this seminar delegates will have an understanding of:

• when the transferable nil rate band will not be available
• the dangers of using “old strategies” in relation to the transferable nil rate band
• the use of both inter vivos and mortis causa discretionary trusts to mitigate IHT
• IHT mitigation by attorneys
• post death mitigation by executors including the continuing role (if any) for Deeds of Variation
• appropriate will drafting strategies and danger areas for all concerned

Speaker: John Kerrigan, Morisons

Glasgow 5 July 2.00-5.15pm
Edinburgh 12 July 2.00-5.15pm

£140 + VAT CLT Members
£210 + VAT Non-members

Missed it live?
This seminar is available to view on demand

Each section can be accessed separately for your convenience

Complex Private Client Issues and Solutions

3 hours CPD
Private client practice becomes more complex as the days go by. This seminar will cover some of the most difficult aspects in the following four sections.

• Risk management, adding value and digital succession
• Taxation
• Making the will itself, foreign property and common mistakes
• Adults with incapacity

Speaker: John Kerrigan, Morisons

Online NOW

£140 + VAT CLT Members
£210 + VAT Non-members

NEW

Live Webinar Adult Incapacity – guiding your clients

1.5 hours CPD
After attending this webinar, delegates will understand the test for incapacity and how one can advise clients when using powers of attorney and seeking guardianship orders.

Speaker: John Peutherer, Anderson Strathern

25 July 1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Business Succession – the tax issues

1.5 hours CPD
After attending this comprehensive webinar, delegates will have an understanding of the taxation choices that are available when embarking on a business succession strategy.

Speaker: Professor Alex McDougall

4 July 1.00pm – 2.30pm

£75 + VAT CLT Members
£150 + VAT Non-members
Avoiding Negligence Claims in Wills, Trusts and Executries

3 hours CPD

In recent years, courts in both Scotland and England have been prepared to award damages to “disappointed beneficiaries” arising from actions brought by the latter for negligence in will making. A failure to identify these difficulties or traps may lead to actions against you in future.

This seminar is designed to enable you to identify and reduce those risks, and will be suitable for practitioners of all levels.

After attending this seminar, delegates will have an understanding of:-

- the present state of the law in negligence in willmaking in both Scotland and England
- how to avoid claims being made
- how to identify and deal timeously with difficult cases
- time limits in executries
- how to manage “willmaking files” and appropriate record retention
- loose practice is not necessarily negligence – where does the borderline lie?

Speaker: John Kerrigan, Morisons

Edinburgh 22 August 2.00-5.15pm
Glasgow 29 August 2.00-5.15pm

£140 + VAT CLT Members
£210 + VAT Non-members

Unable to attend?

This seminar is also available to view on demand from August

Each section can be accessed separately for your convenience

Wills and Succession Issues for the Business Client

3 hours CPD

This seminar will look at the issues which need to be considered when advising clients on business and succession planning. Topics will include:

- the need to consider individual circumstances
- the need to consider the business’ legal structure
- the effect of legal rights
- the effect of transferable nil rate bands

Speaker: Murray Burns

Glasgow 21 September 2.00-5.15pm
Edinburgh 28 September 2.00-5.15pm
Online FROM AUGUST

£140 + VAT CLT Members
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£75 + vat Members/£150 + vat Non-Members
**Live Webinar** Caring for the Elderly  
**1.5 hours CPD**  
This webinar considers various aspects of this increasingly important topic, including will making for the elderly, the importance of properly crafted powers of attorney and formal and informal strategies for dealing with asset preservation issues.  
Speaker: John Kerrigan, Morisons  
31 August 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

**NEW**  
**Unable to attend?**  
This seminar is also available to view on demand from August  
*Each section can be accessed separately for your convenience*  

**Residential Care and Preserving Assets**  
**3 hours CPD**  
Conflict is continuing to arise between those who wish to preserve assets for their families and the Local Authorities cast with the difficult responsibility of ensuring proper provision of care on an economic and fair basis. After attending this seminar, delegates will be aware of:  
• existing case law  
• the NHS dimension and the involvement of the Scottish Local Authority Ombudsman  
• examples of steps taken by Local Authorities  
• what steps can be taken to fund care costs  
• issues of concern for the future  
Speaker: John Kerrigan, Morisons  
Inverness 20 September 1.00-4.15pm  
Edinburgh 27 September 2.00-5.15pm  
Glasgow 3 October 2.00-5.15pm  
Online FROM AUGUST  
£140 + VAT CLT Members  
£210 + VAT Non-members

**Live Webinar** Tax Planning on the Sale of Residential Property  
**1.5 hours CPD**  
This webinar will consider the taxation issues arising for sellers of residential property - mainly Capital Gains Tax, including “Private Residence Relief”; what the key planning opportunities/pitfalls are and a brief review of recent case law relating to PRR.  
Speaker: Professor Alex McDougall  
5 September 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

**Live Webinar** Top Ten Tips for Succession Planning  
**1.5 hours CPD**  
After attending the webinar, delegates will have an understanding of key current succession planning tools, relevant tax planning strategies and asset protection steps for complex families.  
Speaker: Chris McGill, Shepherd & Wedderburn  
27 September 1.00pm – 2.30pm  
£75 + VAT CLT Members  
£150 + VAT Non-members

Visit page 4 to see details of the Private Client Conference at Scots Law 2017.
Taxation of Trusts
3 hours CPD
This is a course for solicitors and other practitioners with a basic knowledge of trust practice and will deal with income tax, CGT and inheritance tax.
Worked examples will be used during the course. After attending this seminar, delegates will have an understanding of:
• trust types as relevant to taxation
• trust accounting issues as relevant to taxation
• for each type of trust, current tax law and practice, and proposed changes, covering:
  • income tax, including trust management expenses
  • capital gains tax including Entrepreneurs’ Relief
  • inheritance tax covering creation, 10 yearly charges and exit charges
• trust tax returns
• recent case law
Speaker: Professor Alex McDougall

Succession - the new law and evolving practice
3 hours CPD
The Scottish Government is still considering the responses to its Consultation Paper on the Laws of Succession published in June 2015. That Consultation Paper suggests that the Scottish Government are considering major changes to the laws of intestacy, legal rights and the position of cohabitants.
This seminar will deal with:-
• What changes have been effected by the 2016 Act to our laws of succession
• How the provisions of the 2016 Act might affect the drafting of wills
• How the 2016 Act is likely to affect the administration of an intestate estate
• What are the major changes suggested by the Consultation Paper of 2015?
• If enacted, how will these affect future practice (as also what we may have done before for our clients)?
Speaker: John Kerrigan, Morisons

Live Webinar Income Tax after the Finance Act(s) 2017
1.5 hours CPD
This Webinar will cover the income tax changes in the Finance Act 2017 from which a number of issues in the Finance Bill were dropped when the General Election was announced; any changes in the expected Second Finance Act and the Finance Act 2016
Speaker: Professor Alex McDougall
25 October 1.00pm – 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members

Live Webinar Trustees’ Powers and Duties
1.5 hours CPD
After attending this webinar, delegates will have an understanding of, trustees’ statutory powers, trustees’ common law powers, drafting considerations, trustees’ immunities and additional obligations of charitable trustees.
Speaker: Murray Burns
4 October 1.00pm – 2.30pm
£75 + VAT CLT Members
£150 + VAT Non-members
TCPD
from CLT Scotland and the University of Strathclyde provides the most comprehensive Trainee CPD programme available to trainee solicitors.

In addition to the trainee exclusive seminars listed on this page, trainee solicitors can attend any of the conferences, seminars and webinars contained in this brochure† at the reduced rate of £30 + vat per hour.

Save on TCPD by having it delivered On-site turn to page 36 for more details

† excluding events marked as ①

Trainee CPD - TCPD

Essential Legal Proofreading
6hrs TCPD
Glasgow 28 August 9.15am-4.45pm
Proofreading is an essential element in the production of error-free documentation. This proofreading programme considers a number of practical techniques that will improve the accuracy of the documentation you produce and achieve a consistent approach. This course is essential for all trainee solicitors as it directly addresses aspects of all four PEAT2 outcomes.
Trainee rate - £180+VAT
TCPD Clients - £n/a*

Business Communication Survival Kit
6hrs TCPD
Edinburgh 3 August 9.15am-4.45pm
Developing and maintaining professional relationships with clients, colleagues and others in order to deliver effective and competent legal services is a key skill to be mastered by the trainee solicitor. This unique course will provide you with invaluable insights into the vocabulary and approaches necessary to build professional relationships, deal with different personalities and adapt your communication style.
Trainee rate - £180+VAT
TCPD Clients - £n/a*

Mandatory Ethics
4hrs TCPD
Glasgow September 9.15am-1.30pm
Attendance at this training is mandatory for trainees between months 9 and 15 of their traineeship. The seminar covers: confidentiality; conflict of interest; and anti-money laundering. Delegates will consider ethics and their practical application.
The seminar has been designed to be entirely interactive with trainees encouraged to reflect upon practice and consider how ethics assimilates with their existing legal knowledge and skills.
Trainee rate - £120+VAT
TCPD Clients - £n/a*

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Very good - covered all important topics
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CLT Scotland is delighted to offer a series of **Master Classes** in association with the **University of Strathclyde** which provide essential skills for legal practitioners across a range of topics.

**Certificate in Risk and Compliance**

**Glasgow**  **August**  **9:15am-4.45pm**

Essential for all lawyers, particularly those with specific Anti-Money Laundering duties, this Master Class provides a comprehensive introduction to compliance and Anti-Money Laundering regulation. It facilitates an understanding of risk and the drivers behind risk taking behaviour and at the end of this Master Class delegates will be able to:

- discuss compliance in different contexts
- discuss socio-economic aspects of regulatory compliance

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**Certificate in Project Management for Lawyers**

ONLINE, FLEXIBLE, 6 HOURS CPD

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- Manage risks

This practical course introduces proven management techniques and adapts these to make them relevant and applicable to the legal sector. You will be introduced to structured approaches that ensure you meet business goals while increasing client value and ensuring profitability. A number of templates are provided and you will be guided in their use to make them work best for you.

£350 + VAT CLT Members  
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**Certificate in Management for Lawyers**

**GLASGOW**

Wednesday Evenings 6pm-9pm  
6th-27th September 12 Hours CPD

This course provides a practical introduction to resolving the key issues faced by managers within the legal sector. The certificate consists of four components; attendance at three is mandatory. On successful completion a Certificate in Management is awarded by CLT Scotland in association with the University of Strathclyde.

Learn practical skills to:

- Conduct appraisals  
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- Manage disciplinary and grievance procedures  
- Manage attendance, organisation and time

On successful completion a Certificate in Management is awarded by CLT Scotland in association with the University of Strathclyde.

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- Small claims procedure
- Preparing and presenting a case
- The Court Reform (Scotland) Act 2014

Commercial Conveyancing

- The commercial property marketplace
- Commercial purchase and sale transactions
- Missives of lease and the common law of leases
- Assignations, sub-leases and variations of lease
- The Land Registration etc (Scotland) Act 2012 and LBTT

Company Law

- Introduction to business mediums
- Company formation, names and name changes
- Director and shareholder meetings
- Share capital and transfer of shares
- Company shares, finances and security
- Receivership, administration and liquidation

Criminal Law

- The structure of the criminal courts
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- The role of the defence
- Mental health cases
- Crimes and offences
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- TUPE

Family Law
- The grounds for divorce and dissolution
- Financial provision on divorce
- Separation agreements
- Parents and children
- The legal capacity of children
- Court orders relating to parental responsibilities

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- Development of Local Government in Scotland
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- General powers and duties
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- Councillors’ Code of Conduct
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- Procedure from death to close of executry
- Succession (Scotland) Act 2016
- Completion of Forms C1, executry account and discharge and trust accounts
- Law relating to trusts

Residential Conveyancing
- Offering for/selling heritable property
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- Law of the tenement
- Residential leases
- Insolvency and executry conveyancing

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- Raising the action and basic court procedure
- Quantum
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- Law relating to trusts

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