

Introduction to Business Law

Class I

Description	Time
<p><u>Evaluate and Develop Your Business Idea</u></p> <p>1- Determine if the type of business suits you. 2- Use a break-even analysis to determine if your idea can make money 3- Write a business plan, including a profit/loss forecast and a cash flow 4- Find sources of start-up financing 5- Set up a basic marketing plan 6- How to Divide Equity Among Founders and a Startup Company</p>	90
<p>Introduction to CALI - Username and Password Setup * All Lesions in the Contracts Section</p>	30

Class II

Description	Time
<p><u>Decide on a Legal Structure for Your Business</u></p> <p>1- Identify the number of owners of your business. 2- Decide how much protection from personal liability you'll need, which depends on your business's risks. 3- Decide how you'd like the business to be taxed. 4- Consider whether your business would benefit from being able to sell stock. 5- Research the various types of ownership structures. Sole Proprietorship, Partnership, LLC, C Corporation and S Corporation. 6- Get more in-depth information from a self-help resource, and from NACC meetings, before you settle on a structure. If you are unsure, talk to a lawyer. *Download our Incorporation Retainer * Download the Chart</p>	60
<p><u>Choose a Name for Your Business</u></p> <p>1- Think of several business names that might suit your company and its products or services. 2- If you will do business online, check if your proposed business names are available as domain names. 3- Check with your county clerk's office to see whether your proposed names are on the list of fictitious or assumed business names in your county. 4- For corporations and LLCs: check the availability of your proposed names with the Secretary of State or other corporate filing office. 5- Do a federal or state trademark search of the proposed names still on your list. If a proposed name is being used as a trademark, eliminate it if your use of the name would confuse customers or if the name is already famous. 6- Choose between the proposed names that are still on your list.</p>	60

Class III

Description	Time
<u>Forming Your Limited Liability Company</u> * Overview of LLC * Tax aspects of forming an LLC * Articles of Organization * Preparing the Operating Agreement * Preparing the Operating Agreement for Managers * After forming your LLC * LLC - Protection of Assets from Creditors	120

Class IV

<u>International Business Law Issues</u> <u>International Business Planning</u> , Joint Ventures. Incorporating and Establishing Liability Company or Corporation, Buying a Business, Registering Trademarks, Copyrights and Patents, Commercial Leasing, Financing & Funding EB-5/E2, Marketing/Website Compliance, to operation Licensing Agreements, <u>Distributorship Agreements</u> , Employer Compliance, Sales and Service Agreements and through business exit strategies (Business Sale, Merger or other Disposition). International Business Planning Joint Ventures Distributorship Agreements Attendance at Business Meeting Mediation Services Business MatchMaking	90
Introduction to Crowdfunding - Equity and Debt Legal Issues	30

Class V

Description	Time
* Contacts CALI Discussion: Elements of a Contract * Introduction to Debt Collections * Supreme, Civil and Small Claims Litigation and Defense * Credit Restoration or Repair?	105
Closing Remarks	15