

## Getting Good at Getting Paid/Getting Goods and Getting Paid

In the current economic climate retaining ownership of goods and getting paid are vital for suppliers and their distributors.

The seminar will look at the key issues for suppliers and distributors in retaining title and getting paid.

The seminar will be followed by a drinks reception when you will have an opportunity to ask questions of our international law and banking speakers.

### Our panel of experts will address:

- Getting your own [goods] back: retention of title and incorporation of terms
- Raising working capital and protecting your assets
- Product distribution agreements in the US: avoiding the significant pitfalls
- Taking back the keys to the castle: enforcement actions to be taken against a former and/or insolvent distributor

**Date:** Tuesday 12th May 2008  
**Time:** Registration 6.00pm  
Presentations & Q&A from 6.30 - 7.45pm  
Reception 7.45 - 8.45pm

**Venue:** Ten Dominion Street, London, EC2M 2EE  
**rsvp:** koliver@foxwilliams.com; 020 7614 2545

**Chair:** Stephen Sidkin      Head of agentlaw team at Fox Williams  
**Speakers:** Sophie Albinson      Associate, agentlaw team at Foxwilliams  
Rachel Cook      Associate, agentlaw team at Fox Williams  
Ian Cole      Head of Business Development, London at RBS  
Stephen Baird      Chair, Intellectual Property at Winthrop & Weinstine of Minneapolis USA



# Speakers

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## **Stephen Sidkin – Head of Fox Williams agent law team**

From the earliest days of the firm, he has advised on distributorship and agency agreements and has been publicly recognised as a leading authority on this area of the law and, in particular, the Commercial Agents Regulations. He is head of the Commerce & Technology department of Fox Williams.

Stephen has written and spoken widely on agency and distributorship agreements in general, and commercial law issues, in particular. He is a regular commentator on radio (BBC Radio 5 Live) and television where his appearances include Watchdog (going head to head with Anne Robinson), GMTV and Newsroom South-East.

Stephen has for many years been a member of the Union Internationale des Avocats (UIA). Since 2007, he has been President of the Contract Law Commission. Prior to joining the UIA, he was a long standing member of Association Internationale des Jeunes Avocats (AIJA). Stephen has served for many years on the Commercial Law Sub-Committee of the London Law Society and is currently in his second term as its Deputy Chairman.

## **Sophie Albinson – Associate, Commerce & Technology Fox Williams**

Sophie joined Fox Williams in 2007 as an Associate in the Commerce and Technology Department, having completing her training contract at Farrer & Co LLP. Sophie graduated from Keble College, Oxford, with the highest first class honours degree in Psychology, Philosophy and Physiology. She then completed both the Graduate Diploma in Law and the Legal Practice Course with distinction. [In 2005, Sophie was awarded the Gamlen Law Prize by the Westminster & Holborn Law Society, which is awarded to a law student who demonstrates the ability to reduce a complicated subject to simple and lucid language, suited to a lay client.]

Sophie regularly advises on and drafts a wide range of commercial agreements for clients including standard terms and conditions of sale and purchase, agency, distributorship and franchise agreements, and licences of intellectual property for clients operating in a range of industries.

## **Rachel Cook – Associate, Dispute Resolution Group Fox Williams**

Rachel graduated from the University of Durham with an honours degree in 2001. Having spent a couple of years working for a leading legal recruitment consultancy she completed the LPC at BPP Law School London obtaining a Distinction and the highest mark in her year for Litigation.

She works closely with members of the Commerce & Technology department, advising both principals and agents in many different fields on agency law and in particular the effect of the Commercial Agents Regulations.

## **Ian Cole, Head of Business Development, London at RBS**

Ian Cole joined RBS in December 2000 as a Business Development Manager covering the Thames Valley Region. He moved to Head of Business Development for the South of England in 2004, before heading up the London team in mid 2007. During his time in charge Ian has built up a team of 10 highly experienced Managers who have knowledge across most sectors. Ian has found during these recent turbulent times increased interest across all industries for not only Invoice Finance but also the Bad Debt Protection offered alongside the financing.

## **Stephen Baird, Shareholder and Senior Member of Minneapolis-based Winthrop & Weinstine**

Stephen Baird is a Shareholder and Senior Member of Minneapolis-based Winthrop & Weinstine's Corporate Department, and Founding Chair of the firm's Intellectual Property Department. He has nearly twenty years of experience in counseling a variety of companies based in Europe that supply or distribute products into the U.S. marketplace, and in counseling a variety of U.S. companies that sell and distribute their products in Europe. He is thoroughly and deeply engaged in helping clients navigate their legal issues and considered a gifted writer, speaker, creative thinker, and legal strategist, with a professional passion for winning, building, teaching, mentoring, and also supporting selected disadvantaged pro bono clients. Prior to entering private practice, Stephen served as Judicial Clerk to the Honorable Wilson Cowen of the Court of Appeals for the Federal Circuit in Washington, D.C. Most recently, Stephen has gained wide acclaim in launching DuetsBlog.com, an Internet-based legal blog born out of the chasm that often divides the legal and marketing departments of any business organization

**Register your place now**

by calling 020 7614 2545 or email [koliver@foxwilliams.com](mailto:koliver@foxwilliams.com)