

CORPORATE AND COMMERCIAL LAW PROGRAM NEWSLETTER

Business Law Society

The [Business Law Society \(BLS\)](#) is a student organization that provides a forum to exchange ideas for students interested in business law. See the article in this issue regarding upcoming events. To ensure that you are receiving updates about BLS events, please email [BLS](#) to be placed on the mailing list. If you have any questions about the BLS or the society in general, please reach out to [Kaley Rickert](#).

BLS Board Member Elections -

The BLS will begin accepting applications for the 2020-21 Board on Saturday, February 1, 2020. If you are interested in becoming a part of the Board, email Kaley Rickert at BLS@law.du.edu and include a short letter of intent (one page or less) as to why you want to be on the Board and what you would bring to the position. You must plan to assume your position in March 2020 and hold your position for the entire 2020-21 academic year. Current Board members must reapply if interested in keeping your current position. Applications are due no later than Wednesday, February 12 at 11:59pm.

Have a Great Spring 2020 Semester

Spring semester is clearly underway as we enter the third week. Hopefully you are all settling into a groove and enjoying your courses.

The Venture Law Society and Business Law Society have some great upcoming opportunities that are covered in this issue. Interested in writing about corporate governance related topics and having publications to include on your resume, the Race to the Bottom Blog candidacy period opens soon. Interested in working with and understanding investments in start-ups, consider applying to join the Pioneer Venture Group.

The Closer Competition at Baylor Law (By: *Shelley Ormsby*)

The Closer competition is a great way to flex your analytical and negotiation skills in a battle against other corporate and commercial law students. The competition is set at Baylor University in Waco, Texas, where Baylor Law hosts twelve law schools with a strong transactional negotiation program. On the evening of the first day, Baylor Law hosts a reception for the competitors and coaches, which allows some time to network before going head-to-head in negotiations. The next morning, all of the teams participate in a site visit, which will form the basis of the problem, in order to provide the competitors some tangible references. By 10:00am, each team is given a folder full of information to prepare for four rounds of negotiations beginning in less than twenty-four hours.

Once we had our problem, Professor Bowers and I set up our “office” for the weekend and began to digest the folder of information, which provided client transcripts, case law, primers on various regulations, the agreement proposed by our client, and the other party’s red-lined

The following positions are open: President/Co-Presidents, Vice President, Treasurer, Secretary, and 2L Representatives at Large (2 openings - open to current 1Ls). Selections will be made by February 15, 2020.

Venture Law Society

The Venture Law Society connects law students, business attorneys, venture capitalists, and entrepreneurs through educational, networking, and experiential opportunities. To receive information about VLS events and opportunities, join the "Venture Law Society" TWEN page.

The Race to the Bottom Blog

The Race to the Bottom Blog (RTTB) is a student-faculty [blog](#) that provides a forum for discussing trends and case law updates on corporate governance, mergers and acquisitions, cryptocurrency, and securities law.

RTTB Candidacy - The RTTB's spring candidacy period will be the week of February 16, 2020. If you are interested in becoming a member of the blog, information sessions will be held the first two weeks of February. Anyone who is interested can contact the current editor-in-chief, Luke Salzwedel for more information.

agreement. I had several hours to wrap my head around the agreement which implicated complicated areas of state and federal healthcare regulations as well as IRS provisions. By 5:00pm, we were ready for our fifteen-minute client interview. Armed with answers from our client, I prepared my negotiation tactics for the following day.

On the day of the competition, I had four rounds of forty-minute negotiations. Each negotiation required an agenda, a fresh strategy, and a focus on my client's "non-negotiables". The judges gave the competitors genuine and helpful feedback as well as practical tips for transactional negotiations. By the end of the competition, I had a better understanding of my strengths and weaknesses as a negotiator and felt more confident in my ability to accomplish client objectives. Looking back on The Closer competition, I have a great sense of accomplishment and gratitude for this experience and will take the lessons learned with me into my career.

2020 Venture Law Summit

The Venture Law Society is excited to host its third annual Venture Summit! The Summit will be held on Friday, April 10 - stay posted for registration! Last year the Summit had over 100 attendees including attorneys, students, investors, and entrepreneurs. Last year's Summit boasted keynote addresses from Kevin Saunders, General Counsel of Accion International, and Rachel Carlson, CEO & Co-Founder of Guild Education. This year's keynotes will be announced soon.

The third annual Summit will cover the topic of company lifecycles and include specific talks on emerging topics in the cannabis industry, data privacy, and blockchain/cryptocurrency. The Summit is a great opportunity to network with attorneys, learn more about Colorado's booming entrepreneurial ecosystem, and meet other community members. The Summit is free for students!. Be on the lookout for the announcement regarding registration.

The Race to the Bottom Blog Con't

Last summer, the Race to the Bottom blog team covered the burgeoning trend in “activist shareholders” within corporations and how these shareholders are reshaping business objectives and corporate boardrooms. For more information, check out the blog posts at this [link](#).

Spring 2020 Business Law Society Events

Business and Venture Law Speed Networking and Reception - Tuesday, February 4, 2020 from 5:30 - 7:30pm in the law school's forum. Students can register through this [link](#). Know a practitioner who might be interested, encourage them to sign up via this [link](#).

BLS Election Social - Thursday, February 27, 2020 from 4:30 - 6:00pm (location to be determined).

Spring BLS Walking Tour - Stay tuned to the BLS listserv for the Spring BLS Walking tour information, which allows 25 students to tour the offices of local Denver law firms and other legal departments. Date: TBD - March 2020. Once the date is confirmed an invitation will be sent through the BLS listserv. Space is limited and filled on a first-come, first-served basis, so please email BLS@law.du.edu to be added to the listserv and stay up to date on all BLS events and news.

Pioneer Venture Group Update

DU's first student-run venture fund, the Pioneer Venture Group is looking for 1L or 2L law students. The Pioneer Venture Group was started by a group of law students as a way to build a bridge between Denver's entrepreneurial community and graduate students. Last semester the PVG looked at more than 40 companies and began building out a robust network of entrepreneurs, venture capitalists, and service providers. The companies the PVG looked into included a variety of online marketplaces, dating apps, healthcare-focused startups, and companies manufacturing revolutionary tools for emergency responders. This semester the PVG is kicking off the new year by moving forward with several amazing local founders and anticipates making its first investment soon.

Serving on the Student Board of the PVG is a great way to get experience conducting due diligence, a core skill for any transactional attorney, while working with a passionate cross-disciplinary team of DU students. Working with the PVG is a great way to begin to build your reputation as a student attorney. Interested students can find the application [here](#). Please email [Kieran Edstrom](mailto:Kieran.Edstrom) with any questions.

Colorado Bar Association - Business Law Section Happenings

Are you interested in networking and meeting local business lawyers? Then you should become a student member of the Colorado Bar Association and its Business Law Section (it's free). Listed below are some of the Business Law Section's upcoming events (contact Prof. Bowers if you are interested in attending):

January 28, 2020: SALT Online: Understanding State & Local Taxes When Your Client Sells Online (Audio Webcast - 11:00am-12:00pm)

February 4, 2020: M&A Breakfast Series: What Did Your CO Investment Bankers See in 2019 and What Do They Expect to See in 2020? (CBA CLE East Classroom - 8:00-9:30am)

February 6, 2020: Securities Lunch & Learn Series: Informative Q & A Session with J. Robert Brown, Board Member of the Public Company Accounting Oversight Board (The Denver Chophouse - 12:00-1:30pm)

February 11 & 12, 2020: Fourth Annual Cannabis Symposium (CBA CLE East Classroom - 9:00am-4:40pm)