

Fashion & Apparel Confab-ulous Networking Event

Sheppard Mullin, 30 Rockefeller Plaza, Suite 2400, New York, NY 10012
12.08.2009

Please join us for our upcoming

Fashion & Apparel Confab-ulous Networking Event

Tuesday, December 8, 2009 - 5:30 – 8:00 p.m.

Our Confabs are informal networking events where you can “meet and greet” your peers in the industry followed by a “hot topic” presentation by various industry experts.

Location:

Sheppard, Mullin, Richter & Hampton LLP
30 Rockefeller Plaza, Suite 2400
New York, New York 10012

Agenda:

5:30 – 6:30 - Networking, Networking, Networking - Hors d'oeuvres and Drinks

6:30 – 7:30 - Program: *Ought You Audit? Licensing Audits - Making Licensing Dollars and Sense in a Down Economy*

7:30 – 8:00 - More Networking and Meet the Panelists

This Confab will discuss the use of licensed merchandise and royalty compliance audits in the fashion and entertainment industry from the perspective of the forensic accountant, the licensing agent, and the lawyer. Underreporting by licensees can be significant and, without the proper language in your license agreement and careful oversight, problems may arise. Misinterpretation or misconstruction of the terms of the license agreement, underreporting, errors, and/or ineffective internal controls can short change royalty payments otherwise due to the licensor. Off-price selling or dumping to third party vendors in a poor economy also can harm good will or brand equity. The panel will discuss how to draft licenses and enforce your rights to ensure that monthly or quarterly reports and audits provide an effective and cost-effective means of ensuring that information and royalties are received in a timely, complete and accurate manner. The panel will show how the audit mechanism can help you capture licensing dollars and make the most from your existing and future licensing agreements.

This program has been approved in accordance with the requirements of the New York State Continuing Legal Education Board for a maximum of 1 credit hour, of which 1 credit hour can be applied toward the general requirement for non-transitional attorneys.

Questions?

Please contact Amy Romaker at aromaker@sheppardmullin.com or (858) 720-7403.

For information about our upcoming Confabs, please go to our blog at www.fashionapparellawblog.com