LAWYERS THINK DIFFERENTLY THAN NON-LAWYERS
LEARN HOW AT A CONTRACTS CLASS
CONCORDIA UNIVERSITY

Lawyers think differently than the rest of us. Learn the basics of legal analysis that is applicable not only to contracts but to virtually all areas of your life. In addition learn what you need to know about contracts as a business person.

The substantive items to be covered include:
1. Formation of a contract
   a. Offer
   b. Acceptance
   c. Consideration
2. What is a contract?
3. What contracts must be in writing and why
4. Defenses to contract formation
5. Third party beneficiaries
6. Negotiation of the contract
7. What key contract provisions require special attention
8. Assignment and Subletting
9. Remedies: enforcement of the contract

Concepts include:
1. Non-absolutism
2. What to question
3. Black and white thinking
4. Meaning
5. Context
6. Should statements
7. Slippery slope analysis
8. The concept of property
9. Big picture analysis
10. Framing of the issue
11. Criteria for a good law
12. The continuum
13. Logical extension of the argument
14. Percentage analysis
15. Begging the question
16. Ought versus is
17. Purpose analysis

Dr. Jon Pelmeur is a graduate of USC Law School who has negotiated real estate contracts for major corporations for over 30 years. A former Instructor of Business Law at Cal Poly, Pomona, he has a passion for teaching the type of thinking he learned in law school. For the first 9 years of his career Dr. Pelmeur worked as a commercial real estate broker. After that he worked for real estate development companies, where he developed expertise throughout the development process. He then worked for a pension fund advisor where he bought industrial and retail properties throughout the country. His interest in retail led him to become Vice President of Real Estate for a number of major retailers, where he negotiated the leasing of new retail properties throughout the West.