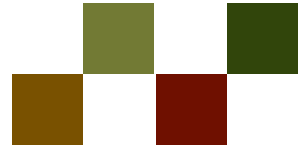




TAKING THE LEAD.



## Jones Waldo Breakfast Briefing

### THE CHINA CONNECTION: “Doing Business in China: Developing Your China Strategy”

China is rapidly emerging as Utah's top trading partner. Utah companies – both large and small – are either manufacturing in or trying to access the China market. Please join us and learn the basics of this important opportunity for businesses in Utah.

This event is a joint educational effort by Jones Waldo and Faegre & Benson in connection with the recently announced Jones Waldo correspondent relationship with the Shanghai office of Faegre & Benson, LLP.

March 11, 2010 8:00 a.m. to 9:15 a.m.

Jones Waldo, Salt Lake City  
170 South Main, 15th Floor



Jones Waldo, St. George  
301 North 200 East, Suite 3-A  
via Video Conference

The presenters will be from the International Law Departments of the Jones Waldo and Faegre & Benson law firms:

Timothy B. Anderson, Attorney, Jones Waldo  
Ronald S. Poelman, Attorney, Jones Waldo  
Kenneth S. Levinson, Attorney, Faegre & Benson  
Peter J. Kinsella Attorney, Faegre & Benson

Please RSVP to Micquelle (mccorry@joneswaldo.com; 801/534-7318) by March 8, 2010. Light refreshments will be served. Seating is limited.

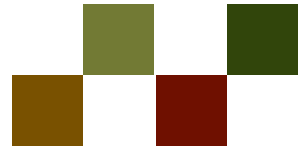


Attorneys Est. 1875



## Agenda

- Overview of Business in China
- Differences : Hong Kong, PR China, Macau, Taiwan)  
Cultures, laws, ease of doing business
- Negotiating a Deal
  - Due diligence
  - Time frames
  - Cross cultural issues
  - Complexities
  - Preparing the business for what they are going to get into
- IP Protection
- Setting Up to do Business in China
  - Overview of different corporate entities and arrangements
  - Determine which structure best meets business objectives and growth expectations
  - The setting up of the US Representative Office – Hiring of your first employee in China
  - Employment Agreements
  - Intercompany pricing
  - Assess US tax implications of controlled foreign corporation rules and flow-through tax elections
- Distribution in China
- Overview of Basic Contract Terms / Legal Issues
  - Negotiating Manufacturing Agreements in China
  - Overview of Basic Contract Terms / Legal Issues
  - Assuring Quality in Manufacturing in China for Small US Companies



## About Jones Waldo & Faegre & Benson

Jones Waldo Holbrook & McDonough PC and Minneapolis-based Faegre & Benson LLP have formed a correspondent relationship for legal services on cross-border transactions involving China. Through this arrangement, Jones Waldo will offer Utah companies access to legal resources and strategic business advice regarding opportunities in this rapidly expanding area of the global economy.

Jones Waldo, a leading Utah law firm with a growing international practice, will leverage the Faegre & Benson China practice in Shanghai to support transactional services for clients in a variety of industries. With both firms advising on international mergers and acquisitions, investments, trade arrangements, and international dispute resolution, the relationship will enhance the strengths and resources of each organization.

### About Jones Waldo:

Since 1875, Jones Waldo has been providing legal services to the businesses and community organizations that support and grow the state's economy. Built on a strong foundation of service and knowledge of Utah's core industries, the firm continues to evolve through meeting new challenges, finding innovative solutions and advancing legal trends in the state. With more than 50 practice groups, in the departments of business, litigation and real estate, attorneys at Jones Waldo have expertise to solve complex client needs in nearly every area of business. Visit our website: [www.joneswaldo.com](http://www.joneswaldo.com).

### About Faegre & Benson:

Faegre & Benson LLP offers a full complement of legal services to clients ranging from emerging enterprises to multinational companies. Its 500 lawyers handle complex transactions and litigation matters throughout the United States, Europe, and Asia. Established in Minneapolis in 1886, the firm is one of the 100 largest law firms in the United States. From its offices in Minnesota, Colorado, Iowa, London and Shanghai, Faegre & Benson has served clients in nearly 100 countries. For more information, please visit [www.faegre.com](http://www.faegre.com).