

Small Print, Big Impact: Using Smart Boilerplate Provisions in Effective Commercial & Consumer Contracts

Greenbaum partners **W. Raymond Felton** and **Fay L. Szakal** will present the program “Small Print, Big Impact: Using Smart Boilerplate Provisions in Effective Commercial & Consumer Contracts” at the Association of Corporate Counsel New Jersey Chapter’s 23rd Annual All-Day CLE Conference, which will be conducted as a virtual event throughout the month of September 2025.

The firm’s presentation is scheduled for Thursday, September 11, 2025, from 12:00pm – 1:00pm and will be delivered as a live webinar on the ACCNJ’s Zoom platform. Joelle Quilla, a past president and current director of the ACCNJ, will join Ray and Fay as a panelist for this program.

Our panelists will take a strategic look at the use of so-called “boilerplate contract provisions.” These are terms that appear in many contracts and may not seem as important as the “big picture” financial, operational and structural issues, but could in fact have an outsized impact in the event an issue arises under the contract. Our panel will discuss provisions such as mediation and arbitration, jury waivers, fee-shifting, liability limitations, assignability, confidentiality, termination for convenience, price adjustments, force majeure, choice of law, mutual drafting provisions, jurisdiction and severability. The program will also include a discussion of New Jersey’s implied covenant of good faith and fair dealing doctrine and its Consumer Fraud Act. Our panel will feature two partners responsible for drafting and negotiating a broad range of commercial contracts, who will be joined by an Associate General Counsel responsible for enterprise-wide commercial contracting and (pre-litigation) customer disputes.

Ray chairs the firm’s **Corporate** practice, concentrating in the areas of corporation, LLC and partnership formation, operations and agreements, mergers and acquisitions, securities law, reorganizations, joint ventures, employment law, and the financing of transactions through both public and private equity and debt. He often serves as outside “in house” counsel, providing general legal advice on both day-to-day issues and major complex problems.

Fay is a member of the firm’s **Corporate, Employment Law, Healthcare** and **Real Estate** practices. She focuses on corporate, real estate, and healthcare transactions. Her work encompasses the drafting and negotiation of corporate agreements and contracts, including those related to mergers and acquisitions of business entities,

corporate and company formation, real estate and redevelopment matters, healthcare and private equity deals, financing matters, and other commercial transactions.

Joelle is Associate General Counsel at Toptal. She has significant experience working closely with and advising executive leadership teams on legal and business matters. Her experience includes handling complex business/legal matters, including commercial contracts, general corporate issues, litigation, corporate governance, public company matters, risk management, investor relations, marketing, M&A, privacy, ethics, HR & labor.

Program registration and additional Conference information on the [ACCNJ's website](#).

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