

General Information

Registration Hours

Wednesday:
Banquet Room 5
3:00pm–7:00pm

Thursday:
Exhibit Hall A
8:00am–5:00pm

Friday:
Exhibit Hall A
8:00am–2:00pm

Vendor Hall Hours

Wednesday:
Closed for set-up

Thursday:
Exhibit Hall A
8:00am–5:00pm

Friday:
Exhibit Hall A
8:00am–2:00pm

Messages

Messages will be taken at registration.

Attire

Business-casual dress is appropriate for all functions.

Special Accommodations

The State Bar of Michigan invites and welcomes participation in this event by everyone. If you require special accommodations, please notify staff at the SBM registration desk.

Cyber Café Exhibit Hall A

Thursday 8:00am–5:00pm
Friday 8:00am–2:00pm

State Bar of Michigan Events

(Separate registration required)

State Bar of Michigan Awards Banquet

Wednesday, September 18 6:30pm–9:00pm Banquet Room 5

Join us as we pay tribute to our members who have achieved the highest honors in areas of leadership, professional integrity, and community service.

Sponsored by Blue Cross
Blue Shield of Michigan



Nonprofit corporations and independent licensees
of the Blue Cross and Blue Shield Association

State Bar of Michigan Inaugural Luncheon

Thursday, September 19 12:00pm–2:00pm Exhibit Hall C

Share in the celebration with the swearing-in of State Bar President Brian D. Einhorn and other State Bar officers.

Sponsored by
Paul Goebel Group



Celebrating Diversity Reception

Thursday, September 19 6:30pm–8:30pm Tröppo Restaurant

The reception will acknowledge the work accomplished over the year in support of achieving greater diversity and inclusion in the legal profession. This year's reception will again include entertainment by Soutlivity, a Washtenaw County-based all-lawyer R&B band that took fourth place in the American Bar Association's Battle of the Lawyer Bands at their Annual Meeting in 2012.

Sponsored by
Greenview Data, Inc.



State Bar of Michigan 50-Year Golden Celebration Luncheon

Friday, September 20 12:00pm–2:00pm Banquet Room 2

Celebrate and honor colleagues being recognized for 50 years of membership in the State Bar of Michigan. This is a great opportunity to network with your peers and mentors.



Share the joy and celebrate with this year's award winners.

2013

ANNUAL MEETING AWARD RECIPIENTS

A Time to Honor Our Best

State Bar of Michigan Awards



Kurt E. Schnelz
Roberts P. Hudson Award



Hon. Donna T. Morris
*Frank J. Kelley Distinguished
Public Service Award*



Eugene Driker
Champion of Justice Award



Michele L. Halloran
Champion of Justice Award



Valerie R. Newman
Champion of Justice Award



Ann L. Routt
Champion of Justice Award



A. Kay Stanfield Spinks
Champion of Justice Award



James (J. J.) White
*John W. Reed Michigan
Lawyer Legacy Award*



Robert G. Mossel
*John. W. Cumiskey
Pro Bono Award*



Elizabeth A. Kitchen-Troop
*Kimberly M. Cahill
Bar Leadership Award*



Marge Palmerlee
Liberty Bell Award

Representative Assembly Awards



Martin P. Krohner
Michael Franck Award



James E. Brenner
Unsung Hero Award



Elizabeth A. Stafford
Unsung Hero Award



Steven B. Galbraith
*MAJ Respected
Advocate Award*



Jesse M. Reiter
*MDTC Respected
Advocate Award*



Chad C. Schmucker
Access to Justice Award

Respected Advocate Awards

MSBF Access to Justice Award

Inspiring CLE, Great Networking at Your Annual Meeting

Revitalize your practice and reconnect with friends and colleagues at this year's Annual Meeting. It's all here in one location—section council meetings, SBM networking events, an enhanced vendor hall, and the most exciting *Solo & Small Firm Institute* yet!

Whether you're starting a new practice or giving your current firm an overhaul, the *Institute* has exactly what you need. Stay current on hot topics in technology, marketing, and law practice management with break-out sessions taught by national experts. Plus, brush up on the latest legal developments in your practice areas with insights from top Michigan attorneys. Discover the secrets to a satisfying and successful work life and reinvigorate your passion for practice!



New Lunch Events

Thursday—Grab a box lunch from the exhibit hall and then join your fellow SSFI attendees for a guided walking tour of our state's majestic Capitol building.

Friday—Share your knowledge and get questions answered at a roundtable lunch, compliments of the Law Practice Management & Legal Administrators Section. Please pre-register.

The Most Beneficial Program You Will Attend This Year!

Increase Exposure—Market Your Practice in Innovative & Inexpensive Ways

- Boost your networking prowess and revive your business relationships
- Deliver exceptional service and develop more business from current clients
- Employ social media to spread the reach of your existing work
- Precisely track the payback on your marketing and calculate the value of each client

Stay Confident in Your Client Representation— Legal Updates and Important Practice Trends

- Learn how the Affordable Care Act impacts your clients now
- Obtain discovery using smarter, streamlined techniques
- Grow an estate administration practice
- Prepare for your next criminal defense trial with secrets from a pro
- Identify the best Medicaid planning strategies today

Save Time and Money— Technology Made Easy

- Ethically store confidential client data in the cloud
- Get a plan to reduce that paper covering your desk
- Complete at least 80 percent of your daily legal work using just an iPad
- Master slick new Word tips guaranteed to improve productivity
- Uncover the tools in Word and Acrobat that let you safely share documents
- Pick the right computer today amid all the new options

Improve Your Bottom Line—Employ Smart Practice Management Strategies

- Avoid 10 common mistakes when starting a law practice
- Apply startup company lessons to create your unique business plan
- Avoid nonpayment by clients with a state-of-the-art retainer agreement
- Jump-start your practice and acquire an existing book of business
- Follow a 30-day roadmap to gain more freedom from your law practice

Featured Speakers at the Solo & Small Firm INSTITUTE



Carolyn Elefant

MyShingle.com
Washington, DC

Carolyn Elefant is a practicing lawyer in Washington, DC, who blogs, writes, consults, and speaks about going and growing solo in the 21st century. Her blog, MyShingle.com, launched in 2002, is the longest-running blog on solo and small firm practice and has been included in the American Bar Association's (ABA's) Blawg 100 Hall of Fame. Ms. Elefant is also author of *Solo by Choice: How to Be the Lawyer You Always Wanted to Be* (Lawyer Avenue 2011), the most up-to-date book on starting a law practice, and coauthor of *Social Media for Lawyers: The Next Frontier*. She was named a 2010 ABA Legal Rebel.



Roy S. Ginsburg

Roy S. Ginsburg JD
Minnetonka, MN

Roy S. Ginsburg is a lawyer coach who works with attorneys across the nation to help them achieve individualized practice goals and career satisfaction. He helps lawyers sell their practices, either acting behind the scenes as a strategic advisor or as a broker by actively selling the practice on the retiring attorney's behalf. Mr. Ginsburg has practiced for more than 30 years, in law firms large to small and as in-house counsel. As a currently active solo with a part-time practice in legal marketing ethics (with Thomson Reuters as a client), he is completely familiar with the challenges working lawyers face each and every day of their professional lives. He is a skilled, popular, and accredited CLE speaker who regularly presents programs nationwide on business development, client services, and career management to bar associations as well as law firm audiences.



Barron K. Henley

Affinity Consulting Group
Columbus, OH

Barron K. Henley is an attorney, a "legal technologist" since 1990, and a founding member of Affinity Consulting Group (formerly Henley March & Unger Consulting, Inc.), a firm that handles all aspects of law practice automation. He heads Affinity's HotDocs document assembly and software training departments and has authored legal-specific manuals on HotDocs document assembly, Microsoft Word, Microsoft Excel, and Adobe Acrobat. Mr. Henley is a member of the ABA Law Practice Management Section and a former chairperson of the OSBA Law Office Automation and Technology Committee. He speaks throughout the U.S. for the ABA; numerous state and local bar associations; CLE organizations in Indiana, Michigan (ICLE), and Virginia; the Law Society of British Columbia; the Seattle University School of Law; the National Association of College and University Attorneys; and many others.



Janet K. Welch

Executive Director
State Bar of Michigan
Lansing

Janet K. Welch is executive director of the State Bar of Michigan. She has had an extensive career in state government, beginning in the Michigan legislature where she served as a legislative analyst in the House and as the first director of the Senate's nonpartisan legislative analysis office. After graduating from the University of Michigan Law School, Ms. Welch was a law clerk for Michigan Supreme Court Justice Robert P. Griffin. She stayed at the Court for over a decade in a variety of positions, culminating in a position as Supreme Court counsel.



Just for belonging, you get great group rates.

Affordable Term Life insurance rates — especially for members of the State Bar of Michigan.

The State Bar of Michigan is expanding the value of your association membership by teaming up with the Paul Goebel Group to bring high-quality, affordable benefits to our members. They have selected MetLife to offer members and their spouses or domestic partners special rates on Term Life insurance.¹ Here are some of the highlights:

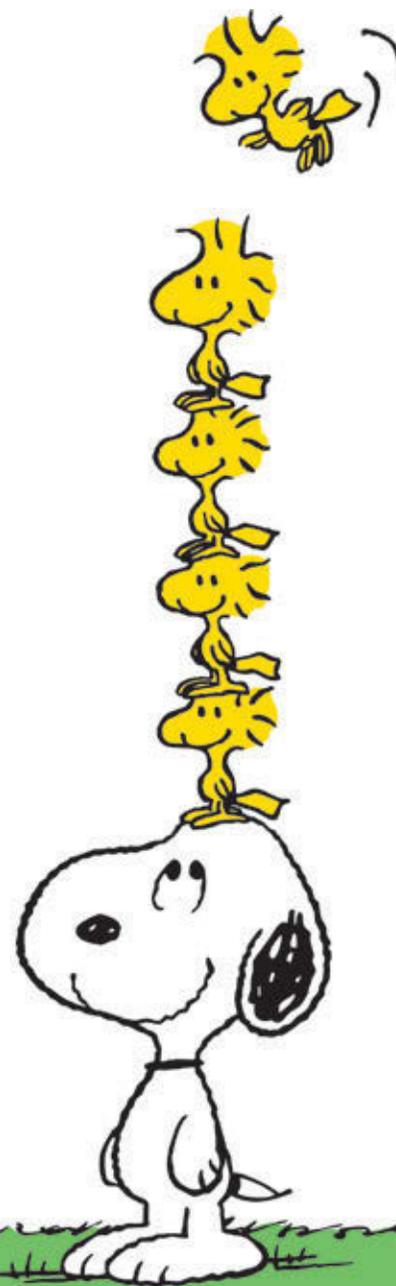
Typically no medical exam for:

Members age 40 or under applying for up to \$500,000

Members up to age 64, depending on the amount applied for

- You, your spouse or domestic partner, and even your children are eligible²
- You can apply for coverage between \$100,000 and \$2,000,000
- This plan offers living benefits if a terminal illness is diagnosed³

It's simple and affordable. And it's through MetLife — a company with 140 years of providing innovative products and services. So protect the ones you love with Term Life insurance today. To get details on these affordable rates, call or download your application online today.



Call 1-800-632-4591 now
or go to paulgoebelgroup.com/MetSBM

**Paul
Goebel
Group**
insurance

MetLife

¹ For association members and their spouses or domestic partners who are under the age of 65. The amount of spouse, domestic partner or dependent coverage may vary by state laws and is subject to the limits imposed by the individual states.

² Unmarried, dependent children aged from 15 days to 19 years (25 if a full-time student) may be insured for \$5,000 or \$10,000.

³ Insured members with at least \$20,000 of coverage may receive up to 80% (to a maximum of \$500,000) if they are diagnosed with a terminal illness with a life expectancy of 12 months or less. Living benefits are subject to certain exclusions, which are listed in the Certificate of Insurance. Receipt of living benefits may be taxable.

Like most group life insurance policies, MetLife insurance policies have certain exclusions, limitations, reductions of benefits and terms for keeping them in force. A MetLife representative can provide you with costs and complete details.

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New This Year—Vendor Presentations—Located in Exhibit Hall A

This year, attendees will have an opportunity to hear directly from vendors about current trends in the industry. Presentations may include demonstrations of the hottest new products and technologies, as well as new strategies that will impact the way you do business. Don't miss this great new feature!

Thursday | 9:00am–10:00am

Casemaker Training

Casemaker, provided at no cost to you as a member of the State Bar of Michigan, will save you hundreds of dollars every month on legal research. You will learn basic navigation, search functions, and even how to create and organize your personal research folders. If you've never tried this cost-saving FREE legal research tool, stop by and check out the presentation!

Thursday | 10:30am–11:00am

Veracity Payment Solutions and Fan CONNECT

Let us show you how to utilize innovative mobile marketing solutions to raise the bar for your practice! You will learn how to engage clients, promote your business, send special offers, and follow up with clients in a matter of seconds. Fan CONNECT is a new mobile marketing solution provided by our endorsed credit card processing partner Veracity Payment Solutions (formerly Midwest Transaction Group—MTG). State Bar members get a FREE Fan CONNECT account up to 50 contacts.

Thursday | 11:30am–12:00pm

Greenview Data, Inc.— E-mail Security for Attorneys

Securing e-mail communications to protect client confidentiality and preserve business records is critical to a law practice. Greenview Data, a Michigan-based software provider, will showcase its affordable, easy, and compliant e-mail encryption and archiving as part of its line of secure and flexible business e-mail services.

Thursday | 3:00pm–4:00pm

Law in the Media Committee—Dealing with the Media

This seminar will feature a panel discussion of attorneys with media experience, including Pulitzer Prize-winning former journalist Eric Freedman, now an attorney and a Michigan State University professor. The panel will discuss how to respond to media inquiries, what “off the record” and “on background” mean, and interacting with the press in a manner consistent with Michigan's Rules of Professional Conduct.

Thursday | 4:00pm–5:00pm

Law in the Media Committee—Dealing with the Media

This seminar will feature a panel discussion of attorneys with media experience, including Pulitzer Prize-winning former journalist Eric Freedman, now an attorney and a Michigan State University professor. The panel will discuss how to respond to media inquiries, what “off the record” and “on background” mean, and interacting with the press in a manner consistent with Michigan's Rules of Professional Conduct.

Friday | 9:00am–10:00am

Casemaker Training

Casemaker, provided at no cost to you as a member of the State Bar of Michigan, will save you hundreds of dollars every month on legal research. You will learn basic navigation, search functions, and even how to create and organize your personal research folders. If you've never tried this cost-saving FREE legal research tool, stop by and check out the presentation!

Friday | 10:00am–11:00am

Blue Cross Blue Shield of Michigan

Learn how the Affordable Care Act will affect you. Health care reform continues to evolve and will have far reaching implications for both small and large businesses. The Affordable Care Act mandates numerous employer responsibilities and will reshape the way health insurance is purchased. Alisa Bennett, Blue Cross Blue Shield of Michigan manager and subject matter expert on health care reform, will present the current state of health care reform in Michigan and discuss impacts for employer groups moving forward.



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ANNUAL MEETING SCHEDULE DETAILS

Wednesday, September 18, 2013

1:30pm–3:30pm GOVERNOR'S ROOM
State Bar of Michigan
 Board of Commissioners Meeting

2:00pm–4:00pm ROOM 101
Michigan State Bar Foundation
 Members/Trustees
 Annual Business Meeting

3:00pm–7:00pm BANQUET ROOM 5
Annual Meeting Registration Open

4:00pm–5:00pm GOVERNOR'S ROOM
State Bar of Michigan
 New Board of Commissioners Meeting

4:00pm–6:00pm ROOM 203
Michigan Association of Bar Executives
 Business Meeting

4:15pm–4:30pm ROOM 101
Fellows of the Michigan
State Bar Foundation
 Annual Business Meeting

4:30pm–6:00pm GAZEBO
Fellows of the Michigan
State Bar Foundation
 Annual Reception (by invitation)

6:30pm–9:00pm BANQUET ROOM 5
State Bar of Michigan
 Awards Banquet

Sponsored by **Blue Cross**
Blue Shield of Michigan



Blue Cross
 Blue Shield
 Blue Care Network
 of Michigan

Nonprofit corporations and independent licensees
 of the Blue Cross and Blue Shield Association

Join us as we pay tribute to our members who have achieved the highest honors in areas of leadership, professional integrity, and community service.

Champion of Justice Award

Eugene Driker, Michele L. Halloran, Valerie R. Newman, Ann L. Routt, A. Kay Stanfield Spinks

Frank J. Kelley Distinguished Public Service Award
 Hon. Donna T. Morris

John W. Cummiskey Pro Bono Award
 Robert G. Mossel

John W. Reed Michigan Lawyer Legacy Award
 James (J.J.) White

Kimberly M. Cahill Bar Leadership Award
 Elizabeth A. Kitchen-Troop

Liberty Bell Award
 Marge Palmerlee

Roberts P. Hudson Award
 Kurt E. Schmelz

Representative Assembly Awards:

Michael Franck Award
 Martin P. Krohner

Unsung Hero Award
 James E. Brenner and Elizabeth A. Stafford

Michigan Association for Justice
Respected Advocate Award
 Steven B. Galbraith

Awards Banquet continued

Michigan Defense Trial Counsel
Respected Advocate Award
 Jesse M. Reiter

Michigan State Bar Foundation
Access to Justice Award
 Chad C. Schmucker

Thursday, September 19, 2013

8:00am–5:00pm EXHIBIT HALL A
Registration and Vendor Showcase Open

8:00am–9:30am EXHIBIT HALL A
Continental Breakfast

Sponsored by **ALPS**



8:30am–12:00pm ROOM 203
Agricultural Law Section
 Business Meeting and Program

Greeting: United States Senator Debbie Stabenow, Chairwoman of the Senate Committee on Agriculture, Nutrition, and Forestry, Lansing

Session 1: Government's Role and Responsibilities

Panelists: James Johnson, Director, Environmental Stewardship Division, Michigan Department of Agriculture and Rural Development, Lansing; Brad Deacon, Emergency Management/Administrative Law Coordinator, Executive Office, Michigan Department of Agriculture and Rural Development, Lansing; Jeff Haarer, Producer Security and Ag Products Manager, Pesticide and Plant Pest Management Division, Michigan Department of Agriculture and Rural Development, Lansing; Christine White, State Executive Director, United States Department of Agriculture, Michigan Farm Service Agency, East Lansing

Session 2: What an Expert Can Do for You and Your Clients

Panelists: Barb Dartt, GROW: The Family Business Advisors, Kalamazoo; E. Lynn Pohl, CPA, Boge, Wybenga & Bradley PC, Mount Pleasant; Dennis Stein, Saginaw Valley District Farm Management Educator, Michigan State University Extension, Caro; William Knudson, Product Marketing Economist, Michigan State University Product Center for Agriculture and Natural Resources, East Lansing

9:00am–10:00am ROOM 103
Military and Veterans' Law Section
 Program

Find out what the goals and plans are for the newest State Bar section, Military and Veterans' Law.

Speakers: LTC John Wojcik, General Counsel for the Michigan National Guard; Judge David Jordan (retired); Heather Spielmaker, Director of the Center for Ethics, Service and Professionalism, Thomas M. Cooley Law School

9:00am–12:00pm ROOM 201
Family Law Section
 Business Meeting

9:00am–5:00pm EXHIBIT HALL B
Representative Assembly
 Business Meeting

9:30am–10:30am ROOM 101
Insurance and Indemnity Law Section
 Business Meeting

10:30am–11:30am ROOM 101
Insurance and Indemnity Law Section
 Program

A 360-Degree Perspective on Reforming Auto Insurance in Michigan: Can We Find Any Common Ground in the No-Fault Debate?

A panel of speakers from the forefront of the debate will share their perspectives.

Anti-Reform Speakers: Steve Hicks, Speaker Law Firm, Lansing; Butch Hollowell, Melvin Butch Hollowell PC, Detroit; Pete Lund, Michigan House of Representatives, Shelby Twp.; Laura Appel, Vice President, Federal Policy & Advocacy, Michigan Health & Hospital Ass'n, Lansing; John Cornack, President, Coalition Protecting Auto No-Fault, Lansing

Pro-Reform Speakers: Pete Kuhnmuensch, Executive Director, Insurance Institute of Michigan, Lansing; Tom Shields, President, Marketing Research Group, Inc., Lansing; Mark Morley, Secrest Wardle, Troy

10:00am–11:30am BANQUET ROOM 4
Litigation Section Business Meeting

10:00am–12:00pm BOARD ROOM 2
Michigan Indian Legal Services
 Business Meeting

11:30am–2:00pm ROOM 205
Real Property Law Section
 Council Meeting

12:00pm–2:00pm EXHIBIT HALL C
State Bar of Michigan
 Inaugural Luncheon

Share in the celebration with the swearing-in of State Bar President Brian D. Einhorn and other State Bar officers.



Bruce A. Courtade
 SBM President
 2012–2013



Brian D. Einhorn
 SBM President
 2013–2014

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1:00pm–2:00pm GOVERNOR'S ROOM
Administrative & Regulatory Law Section
 Business Meeting

2:00pm–3:00pm GOVERNOR'S ROOM
Administrative & Regulatory Law Section
 Program

The Administrative and Regulatory Law Section will host speaker Rick Henderson, Field Operations Supervisor in the Michigan Department of Environmental Quality's Office of Oil, Gas, and Minerals at its annual meeting. Mr. Henderson will discuss, among other topics of interest, natural gas hydraulic "fracking." His presentation will begin at around 2:00 p.m., following the business meeting.

ANNUAL MEETING SCHEDULE DETAILS

1:00pm–2:00pm BANQUET ROOM 2
American Indian Law Section
 Business Meeting

2:00pm–4:00pm BANQUET ROOM 2
American Indian Law Section
 Program

Financing Economic Development Projects

Join the American Indian Law Section program as they focus on various outside sources of funding for non-gaming economic development projects.

1:00pm–1:45pm ROOM 101
Appellate Practice Section
 Business Meeting

2:00pm–4:00pm ROOM 101
Appellate Practice Section
 Program

Motions that Move the Court of Appeals

Michigan Court of Appeals judges and clerks will discuss motion practice, including special types of motions, how motions are processed and decided, common mistakes, and practice tips.

Panelists: Kim Hauser, Lansing District Clerk, Court of Appeals, Lansing; Hon. Kirsten Frank Kelly, Michigan Court of Appeals, Detroit; Hon. Amy Ronayne Krause, Michigan Court of Appeals, Lansing; Larry Royster, Chief Clerk/Research Director, Michigan Court of Appeals, Lansing

Moderator: Jill Wheaton, Dykema Gossett, Ann Arbor

1:30pm–2:00pm ROOM 103
Consumer Law Section
 Business Meeting

2:00pm–3:30pm ROOM 103
Consumer Law Section
 Program

1:30pm–4:45pm ROOM 201
Environmental Law Section
 Program

Keynote from Anne Couture, senior policy advisor to MDEQ Director Dan Wyant and former interim head of MDEQ Remediation Division. Ms. Couture, whose senior policy role involves the development of long-term sustainable funding streams for the agency and bolstering stakeholder relations, will discuss recent developments at the MDEQ, including implementation of new cleanup standards and programs for NAPL and Vapor Intrusion. We will reserve plenty of time for Q&A, and Anne is looking forward to getting input from environmental practitioners.

Ross Hamersley, of Olson, Bzdok & Howard, will discuss the recent proposal to dispose of Canadian nuclear waste near Lake Huron.

Recent developments in environmental due diligence. A panel of experts will discuss topics including international environmental due diligence and the U.S. EPA proposed rule to adopt the new ASTM Standard.

5:00pm–6:00pm ROOM 201
Environmental Law Section
 Business Meeting

2:00pm–3:00pm ROOM 104
Intellectual Property Law Section
 Program

Intellectual Property Overview: Patents, Trademarks, Copyrights, and Trade Secrets in 60 Minutes or Less

The program will provide a basic overview of the acquisition and enforcement of patent, trademark, copyright, and trade secret rights.

Speakers: Adam Straus, Chair-Elect, SBM Intellectual Property Law Section, Kalamazoo; Kristen Murphy, Rader, Fishman & Grauer, Bloomfield Hills

2:00pm–3:00pm ROOM 202
Negligence Law Section
 Business Meeting

3:00pm–4:30pm ROOM 202
Negligence Law Section
 Program

The Nomination of Michigan Appellate Judges

History of the Nomination Process—From Con-Con (1963) to Present

Judge William C. Whitbeck, Michigan Court of Appeals

Rise of Campaign Funding

Richard Robinson, Executive Director of the Michigan Campaign Finance Network

A Process Review—Interstate Judicial Task Force

Judge James L. Ryan, United States Court of Appeals for the Sixth Circuit

Potential Conflicts of Interest—

Appropriate Appellate Practice

Hon. Justice Bridget Mary McCormack, Michigan Supreme Court

Panel Discussion:

- Should appellate judges be appointed?
- Should campaign funding for appellate judges be transparent?
- How does Michigan's electoral system compare to other states'?
- Should appellate selection mirror selection for vacancies?
- Have appellate elections become too expensive?
- Should financing be restricted to contributions from state residents?
- Should Michigan selection mirror other states' systems?

2:00pm–4:00pm BOARD ROOM 1
Michigan Retired Judges Association (Circuit and Court of Appeals)
 Business Meeting

2:00pm–2:15pm ROOM 203
Labor & Employment Law Section
 Business Meeting

2:30pm–4:30pm ROOM 203
Labor & Employment Law Section
 Program

Health Care Reform—A Primer—What Every Employment and Labor Lawyer Needs to Know

Preparing for 2014 and Beyond—What do employers need to do, when, and what happens if they don't do it?

Speakers: Michael Friedman, Partner, Honigman, Miller, Schwartz and Cohn, LLC; Debbie Youngs, Vice President, Kapnick Insurance Group

Best [and Worst] Practices in the United States District Courts in Michigan [from those who know—the Career Law Clerks]

Speakers: Kimberly Altman, Career Law Clerk to Hon. Avern Cohn; Christy Dral, Career Law Clerk to Hon. Robert Cleland; Kathleen Geiger, Career Law Clerk to Hon. Janet T. Neff; Lauren Mandel, Career Law Clerk to Hon. Patrick Duggan; Theresa Serra, Career Law Clerk to Hon. Nancy Edmunds

Moderator: John Runyan

A View from the Inside: Appellate clerks telling it the way they see it. From the inner-workings of the Michigan Supreme Court and Sixth Circuit Court of Appeals, to their observations of what works [and doesn't work] for the occasional appellate practitioner

Speakers: Jessica R. Vartanian and Edward Macey, Former Law Clerks, United States Court of Appeals for the Sixth Circuit; Mary Chartier and Natalie Alane, Former Law Clerks, Michigan Supreme Court

Moderator: Sam Morgan

2:30pm–5:30pm ROOM 205
Young Lawyers Section
 Business Meeting

4:30pm–6:00pm
Law School Receptions

Michigan State University RIVER STREET PUB
 Thomas M. Cooley GAZEBO
 University of Detroit Mercy NORTH POINT CAFÉ
 University of Michigan CAPITOL VIEW FOYER
 Wayne State University STAINED GLASS FOYER

6:30pm–8:30pm TRÖPPO RESTAURANT
Celebrating Diversity Reception

Sponsored by
Greenview Data, Inc.



The State Bar is focused on a broad concept of inclusion to diversify and strengthen the legal profession. Its Justice Initiatives community is hosting this reception to celebrate the diversity we currently enjoy and to recommit to the value of better reflecting the society we serve.

ANNUAL MEETING SCHEDULE DETAILS

Friday, September 20, 2013

8:00am–2:00pm EXHIBIT HALL A
Registration and Vendor Showcase Open

8:00am–9:30am EXHIBIT HALL A
Continental Breakfast

Sponsored by
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9:00am–11:00am ROOM 203
**Criminal Law Section,
 Prisons and Corrections Section,
 and EAI Disabilities Workgroup
 Program**

Problem-Solving Courts: Lessons Learned and Implications for People with Mental Health Care Needs

The Disabilities Workgroup of the Equal Access Initiative and the Criminal Law and Prisons and Corrections sections are jointly sponsoring a program on problem-solving courts. This session will explore the follow-up assessment of pilot projects across Michigan and discuss the matters that people with mental health care needs encounter when they face the legal system. Across the spectrum of the system from law enforcement to courts to corrections, people with special needs are faced with unique barriers to overcome in order to be appropriately served. A two-panel discussion will look at the issues from multiple views in an effort to identify solutions to support access to justice for every individual.

11:00am–12:00pm ROOM 203
**Criminal Law Section
 Business Meeting**

9:00am–10:00am ROOM 103
**Master Lawyers Section
 Business Meeting**

10:00am–11:30am ROOM 103
**Master Lawyers Section
 Program**

Transitioning to Working Less: Toward a Graceful Retirement

Many attorneys derive great satisfaction and self esteem from the practice of law and are hesitant to retire. Panelists will discuss the psychological, biological, and financial transitions that occur as legal professionals grow older. The various processes of change will be described and strategies to smooth the transition will be shared.

Speakers: Cynthia L. Johnson, Member, Master Lawyers Section Council; Ruthmarie Shea, Esq.; Tish Vincent, Program Administrator, State Bar of Michigan Lawyers and Judges Assistance Program

9:00am–10:00am ROOM 101
**Paralegal/Legal Assistant Section
 Business Meeting**

10:15am–12:00pm ROOM 101
**Paralegal/Legal Assistant Section
 Program**

A History of Governmental Immunity in Michigan Law

The presentation will cover the history of governmental immunity as it evolved in common law and statute and a discussion of significant case law that has shaped the application of immunity and exceptions.

Speaker: Margaret A. Nelson, Assistant Attorney General, Michigan Dept. of Attorney General, Lansing

9:30am–12:30pm ROOM 205
**Michigan Lawyers Alliance
 Business Meeting**

10:00am–11:00am ROOM 202
**Children's Law Section
 Program**

What's New at the Ombudsman Office?

The Office of Children's Ombudsman will be speaking on what the office is currently working on and what trends it is seeing through the child welfare area.

Speaker: Ms. Charlotte J. Smith, J.D., Office of Children's Ombudsman (OCO), Lansing

11:00am–12:00pm ROOM 202
**Children's Law Section
 Business Meeting**

10:00am–12:00pm GOVERNOR'S ROOM
**Judicial Section
 Business Meeting**

11:00am–12:00pm ROOM 102
**Diversity & Inclusion Advisory Committee
 Program**

Building a Diversity and Inclusion Database for the Legal Profession in Michigan

The Diversity and Inclusion Advisory Committee will be discussing the data collection efforts it has been involved in and the importance of the information for setting a baseline and making assessments about the diversity and inclusion of the legal profession in Michigan. The discussion will focus on recent surveys of various groups in an effort to create a "360-degree" review of the landscape of the profession.

11:00am–12:00pm BOARD ROOM 1
**Latin American Bar Activities Section
 Business Meeting**

11:00am–12:30pm BOARD ROOM 2
**Antitrust, Franchising & Trade Regulation
 Section Business Meeting**

11:00am–1:00pm ROOM 104
**Arts, Communications, Entertainment,
 and Sports Section Business Meeting**

1:00pm–3:30pm ROOM 104
**Arts, Communications, Entertainment,
 and Sports Section Program**

12:00pm–2:00pm ROOM 201
**Law Practice Management
 & Legal Administrators Section
 Business Meeting & Lunch**

Q&A for Your Law Practice Day

A question-and-answer session on law practice issues such as marketing and technology by knowledgeable practice management leaders. You need not be a member of the section to participate, but you must register in advance. Includes lunch.

12:00pm–2:00pm BANQUET ROOM 2

State Bar of Michigan 50-Year Golden Celebration Luncheon

Celebrate and honor colleagues being recognized for 50 years of membership in the State Bar of Michigan. This is a great opportunity to network with your peers and mentors.

1:00pm–1:20pm GOVERNOR'S ROOM
**General Practice—Solo and
 Small Firm Section
 Business Meeting**

1:20pm–1:50pm GOVERNOR'S ROOM
**General Practice—Solo and
 Small Firm Section
 Program**

How to Restore Driving Privileges

What a lawyer must know to advise their client on conduct and necessary steps to restore their driving privileges. The session will include common mistakes lawyers make.

Speaker: Michael Granzeier, Granzeier & Blankenship PLC, Wyandotte

1:00pm–3:30pm ROOM 205
**Michigan Probate Judges Association
 Business Meeting**

1:30pm–3:30pm BOARD ROOM 1
**Animal Law Section
 Business Meeting**

2:00pm–3:00pm ROOM 202
**Aviation Law Section
 Business Meeting**

2:00pm–3:00pm ROOM 101
**Law Student Section
 Business Meeting**

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SCHEDULE AT A GLANCE

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Business Law Section of the State Bar of Michigan



Law Practice Management & Legal Administrators Section of the State Bar of Michigan



Practice Management Resource Center of the State Bar of Michigan



Wednesday, September 18, 2013

SBM ANNUAL MEETING

- 1:30pm–3:30pm GOVERNOR'S ROOM
State Bar of Michigan Board of Commissioners Meeting
- 2:00pm–4:00pm ROOM 101
Michigan State Bar Foundation Members/Trustees Annual Business Meeting
- 3:00pm–7:00pm BANQUET ROOM 5
Annual Meeting Registration Open
- 4:00pm–5:00pm GOVERNOR'S ROOM
State Bar of Michigan New Board of Commissioners Meeting
- 4:00pm–6:00pm ROOM 203
Michigan Association of Bar Executives Business Meeting
- 4:15pm–4:30pm ROOM 101
Fellows of the Michigan State Bar Foundation Annual Business Meeting
- 4:30pm–6:00pm GAZEBO
Fellows of the Michigan State Bar Foundation Annual Reception *(by invitation)*
- 6:30pm–9:00pm BANQUET ROOM 5
State Bar of Michigan Awards Banquet

Sponsored by Blue Cross Blue Shield of Michigan

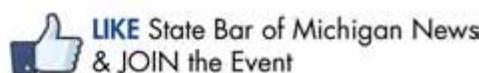


Thursday, September 19, 2013

LEVEL: BASIC/INTERMEDIATE CLE: 10 ETHICS: 1 NALA/NFPA CREDIT: CALL ICLE*

Solo & Small Firm INSTITUTE		Sponsored by ALPS		ALPS		SBM ANNUAL MEETING	
8:00am	Continental Breakfast, Vendor Showcase, and Registration EXHIBIT HALL A	Sponsored by ALPS		ALPS		8:00am–5:00pm	EXHIBIT HALL A Registration and Vendor Showcase Open
8:15am	Getting the Most Out of Your ICLE Resources BANQUET ROOM 3 Demonstration by ICLE staff					8:00am–9:30am	EXHIBIT HALL A Continental Breakfast
9:00am	Welcome and Introductions BANQUET ROOM 3 Elizabeth A. Silverman, Chair, General Practice—Solo & Small Firm Section of the State Bar of Michigan, Elizabeth A. Silverman PC, Farmington Hills					8:30am–12:00pm	ROOM 203 Agricultural Law Section Business Meeting and Program
9:20am	Report from the Executive Director BANQUET ROOM 3 Janet K. Welch, Executive Director, State Bar of Michigan, Lansing					9:00am–10:00am	ROOM 103 Military and Veterans' Law Section Program
9:40am	KEYNOTE PRESENTATION: The Art of Professional Networking BANQUET ROOM 3 Roy S. Ginsburg, Roy S. Ginsburg JD, Minnetonka, MN					9:00am–12:00pm	ROOM 201 Family Law Section Business Meeting
10:40am	Vendor Showcase Break EXHIBIT HALL A	Sponsored by ALPS		ALPS		9:00am–5:00pm	EXHIBIT HALL B Representative Assembly Business Meeting
						9:30am–11:30am	ROOM 101 Insurance and Indemnity Law Section Business Meeting and Program

*Approved for paralegal credit from the National Association of Legal Assistants Inc. and the National Federation of Paralegal Associations Inc. Credit may vary by topic. Call ICLE with specific credit questions.



SCHEDULE AT A GLANCE

Thursday, September 19, 2013 continued

Solo & Small Firm INSTITUTE			SBM ANNUAL MEETING		
11:00am	SUBSTANTIVE LAW	Family Law Update BANQUET ROOM 8 Carrie E. Huff, Alane & Chartier PLC, <i>Lansing</i>	10:00am–11:30am BANQUET ROOM 4 Litigation Section Business Meeting		
	MARKETING/LAW PRACTICE MANAGEMENT	Retain Your Clients—A Roadmap to Effective Client Service BANQUET ROOM 3 Roy S. Ginsburg, Roy S. Ginsburg JD, <i>Minnetonka, MN</i>	10:00am–12:00pm BOARD ROOM 2 Michigan Indian Legal Services Business Meeting		
	TECHNOLOGY	Is Your Office Drowning in Paper? Now There's a Way Out! BANQUET ROOM 7 Barron K. Henley, Affinity Consulting Group, <i>Columbus, OH</i>	11:30am–2:00pm ROOM 205 Real Property Law Section Council Meeting		
12:00pm	Lunch and Annual Meeting Functions		12:00pm–2:00pm EXHIBIT HALL C State Bar of Michigan Inaugural Luncheon <small>Sponsored by Paul Goebel Group</small> 		
2:00pm	SUBSTANTIVE LAW	Criminal Law Update BANQUET ROOM 8 F. Martin Tieber, Tieber Law Office, <i>Lansing</i>	1:00pm–3:00pm GOVERNOR'S ROOM Administrative & Regulatory Law Section Business Meeting and Program		
	MARKETING/LAW PRACTICE MANAGEMENT	Law Practice for Sale—Strategies for Sellers and Buyers, Part 1 BANQUET ROOM 3 Roy S. Ginsburg, Roy S. Ginsburg JD, <i>Minnetonka, MN</i>	1:00pm–4:00pm BANQUET ROOM 2 American Indian Law Section Business Meeting and Program		
	TECHNOLOGY	Cloud Computing 2013—The Benefits, Drawbacks, and Ethical Issues of Moving Your Practice to the Cloud BANQUET ROOM 7 Barron K. Henley, Affinity Consulting Group, <i>Columbus, OH</i>	1:00pm–4:00pm ROOM 101 Appellate Practice Section Business Meeting and Program		
2:50pm	SUBSTANTIVE LAW	Practical Discovery—The Streamlined Approach BANQUET ROOM 8 C. Denise Fawcett, Law Office of C. Denise Fawcett, <i>Ann Arbor</i>	1:30pm–3:30pm ROOM 103 Consumer Law Section Business Meeting and Program		
	MARKETING/LAW PRACTICE MANAGEMENT	Law Practice for Sale—Strategies for Sellers and Buyers, Part 2 BANQUET ROOM 3 Roy S. Ginsburg, Roy S. Ginsburg JD, <i>Minnetonka, MN</i>	1:30pm–6:00pm ROOM 201 Environmental Law Section Business Meeting and Program		
	TECHNOLOGY	How to Run 80 Percent of Your Practice on Your iPad BANQUET ROOM 7 Randy Arden Musbach, Law Office of Randy Musbach, <i>Chelsea</i>	2:00pm–3:00pm ROOM 104 Intellectual Property Law Section Program		
3:35pm	Vendor Showcase Break EXHIBIT HALL A <small>Sponsored by ALPS</small> 		2:00pm–4:30pm ROOM 202 Negligence Law Section Business Meeting and Program		
3:55pm	SUBSTANTIVE LAW	What Your Small Business Clients Need to Know About Health Care Reform BANQUET ROOM 8 David L. Rogers, Rogers Mantese & Associates PC, <i>Farmington Hills</i>	2:00pm–4:00pm BOARD ROOM 1 Michigan Retired Judges Association (Circuit and Court of Appeals) Business Meeting		
	MARKETING/LAW PRACTICE MANAGEMENT	Reinvent Your Law Practice: Your 30-Day Blueprint to Greater Freedom BANQUET ROOM 3 William A. McNeil, vLawyer Consulting LLC, <i>Orlando, FL</i>	2:00pm–4:30pm ROOM 203 Labor & Employment Law Section Business Meeting and Program		
	TECHNOLOGY	How to Protect Yourself While Trading Documents Electronically BANQUET ROOM 7 Barron K. Henley, Affinity Consulting Group, <i>Columbus, OH</i>	2:30pm–5:30pm ROOM 205 Young Lawyers Section Business Meeting		
4:45pm	SUBSTANTIVE LAW	Top 10 Forgotten Guidelines for Successful Criminal Jury Trial Practice BANQUET ROOM 8 Daniel T. Geherin, Simon & Geherin PLLC, <i>Ann Arbor</i>	4:30pm–6:00pm Law School Receptions Michigan State University RIVER STREET PUB Thomas M. Cooley GAZEBO University of Detroit Mercy NORTH POINT CAFÉ University of Michigan CAPITOL VIEW FOYER Wayne State University STAINED GLASS FOYER		
	MARKETING/LAW PRACTICE MANAGEMENT	What Went Wrong? 10 Common Mistakes in Starting a Law Practice and How to Avoid Them BANQUET ROOM 3 John J. Conway, John J. Conway PC, <i>Royal Oak</i>	6:30pm–8:30pm TRÖPPO RESTAURANT Celebrating Diversity Reception <small>Sponsored by Greenview Data, Inc.</small> 		
	TECHNOLOGY	50 Tech Tips in 50 Minutes BANQUET ROOM 7 Barron K. Henley, Affinity Consulting Group, <i>Columbus, OH</i>			

SCHEDULE AT A GLANCE

Friday, September 20, 2013

Solo & Small Firm INSTITUTE		SBM ANNUAL MEETING
8:00am	Continental Breakfast, Vendor Showcase, and Registration EXHIBIT HALL A <i>Sponsored by Value Services, LLC</i>	8:00am–2:00pm EXHIBIT HALL A Registration and Vendor Showcase Open
8:15am	Getting the Most Out of Your ICLE Resources BANQUET ROOM 3 Demonstration by ICLE staff	8:00am–9:30am EXHIBIT HALL A Continental Breakfast <i>Sponsored by Value Services, LLC</i>
9:00am	KEYNOTE PRESENTATION: The Art, Science, and Ethics of the 21st Century Retainer Agreement BANQUET ROOM 3 Carolyn Elefant, MyShingle.com, Washington, DC	9:00am–11:00am ROOM 203 Criminal Law Section, Prisons and Corrections Section, and EAI Disabilities Workgroup Program
10:00am	KEYNOTE PRESENTATION: Avoiding Multitasking Distractions—Finding Focus and Technological Efficiency BANQUET ROOM 3 Barron K. Henley, Affinity Consulting Group, Columbus, OH	11:00am–12:00pm ROOM 203 Criminal Law Section Business Meeting
10:50am	Vendor Showcase Break EXHIBIT HALL A <i>Sponsored by Value Services, LLC</i>	9:00am–11:30am ROOM 103 Master Lawyers Section Business Meeting and Program
11:10am	SUBSTANTIVE LAW Top Tips for Resolving Landlord-Tenant Disputes BANQUET ROOM 8 Lawrence Shoffner, Lawrence Shoffner Esq., Detroit	9:00am–12:00pm ROOM 101 Paralegal/Legal Assistant Section Business Meeting and Program
	MARKETING/LAW PRACTICE MANAGEMENT Social Media for Lawyers—12 Steps to Make Social Media Work for Any Practice BANQUET ROOM 3 Carolyn Elefant, MyShingle.com, Washington, DC	9:30am–12:30pm ROOM 205 Michigan Lawyers Alliance Business Meeting
	TECHNOLOGY Presentation Software on Your Windows PC, Mac, or the Web! BANQUET ROOM 7 Diane Ebersole, Practice Management Advisor, State Bar of Michigan, Lansing	10:00am–12:00pm ROOM 202 Children's Law Section Business Meeting and Program
12:00pm	Lunch and Annual Meeting Functions EXHIBIT HALL A	10:00am–12:00pm GOVERNOR'S ROOM Judicial Section Business Meeting
2:00pm	SUBSTANTIVE LAW Adding Estate Administration to Your Practice BANQUET ROOM 8 Jennifer M. Harvey, Harvey Legal Group PLLC, Ann Arbor	11:00am–12:00pm ROOM 102 Diversity & Inclusion Advisory Committee Program
	MARKETING/LAW PRACTICE MANAGEMENT Lean Law Firm—Applying the Big-Vision, Low-Cost Lessons of Startups to Launch and Build a Successful 21st Century Law Practice BANQUET ROOM 3 Carolyn Elefant, MyShingle.com, Washington, DC	11:00am–12:00pm BOARD ROOM 1 Latin American Bar Activities Section Business Meeting
	TECHNOLOGY Pick the Right Computer Today BANQUET ROOM 7 Barron K. Henley, Affinity Consulting Group, Columbus, OH	11:00am–12:30pm BOARD ROOM 2 Antitrust, Franchising & Trade Regulation Section Business Meeting
2:55pm	SUBSTANTIVE LAW Latest Developments in Medicaid Planning BANQUET ROOM 8 David L. Shaltz, Chalgian & Tripp Law Offices PLLC, East Lansing	11:00am–3:30pm ROOM 104 Arts, Communications, Entertainment, and Sports Section Business Meeting and Program
	MARKETING/LAW PRACTICE MANAGEMENT Solo Practice Systems for Success BANQUET ROOM 3 Carolyn Elefant, MyShingle.com, Washington, DC	12:00pm–2:00pm ROOM 201 Law Practice Management & Legal Administrators Section Business Meeting & Lunch
	TECHNOLOGY Getting the Most Out of Microsoft Word 2010 and 2013 BANQUET ROOM 7 Barron K. Henley, Affinity Consulting Group, Columbus, OH	12:00pm–2:00pm BANQUET ROOM 2 State Bar of Michigan 50-Year Golden Celebration Luncheon
3:45pm	Networking Break <i>Sponsored by Value Services, LLC</i>	1:00pm–1:50pm GOVERNOR'S ROOM General Practice—Solo and Small Firm Section Business Meeting and Program
4:00pm	SUBSTANTIVE LAW Contract Drafting for Your Small Business Clients BANQUET ROOM 8 Mark E. Kellogg, Fraser Trebilcock Davis & Dunlap PC, Lansing	1:00pm–3:30pm ROOM 205 Michigan Probate Judges Association Business Meeting
	MARKETING/LAW PRACTICE MANAGEMENT A Business Analysis of Your Files and Your Time BANQUET ROOM 3 Timothy A. Dinan, Dinan & Associates PC, Grosse Pointe Park	1:30pm–3:30pm BOARD ROOM 1 Animal Law Section Business Meeting
	TECHNOLOGY Legal Drafting—Automation Tools and Best Practices BANQUET ROOM 7 Barron K. Henley, Affinity Consulting Group, Columbus, OH	2:00pm–3:00pm ROOM 202 Aviation Law Section Business Meeting
		2:00pm–3:00pm ROOM 101 Law Student Section Business Meeting

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Solo & Small Firm INSTITUTE SCHEDULE DETAILS

Thursday, September 19, 2013

MODERATORS:

Plenary Session/Substantive Law Track

Elizabeth A. Silverman, Chair, General Practice—
Solo & Small Firm Section of the State Bar of
Michigan, Elizabeth A. Silverman PC, *Farmington Hills*

Marketing/Law Practice Management Track

William A. McNeil, vLawyer Consulting LLC,
Orlando, FL

Technology Track

Randy Arden Musbach, Law Office of Randy Musbach,
Chelsea

8:00am EXHIBIT HALL A

Continental Breakfast, Vendor Showcase, and Registration

Sponsored by ALPS



8:15am BANQUET ROOM 3

Getting the Most Out of Your ICLE Resources

Demonstration by ICLE staff

9:00am BANQUET ROOM 3

Welcome and Introductions

Elizabeth A. Silverman, Chair, General Practice—
Solo & Small Firm Section of the State Bar of
Michigan, Elizabeth A. Silverman PC, *Farmington Hills*

9:20am BANQUET ROOM 3

Report from the Executive Director

Greetings from the State Bar's executive director
with an update on Bar activities of special interest to
solo and small firm practitioners.

Janet K. Welch, Executive Director, State Bar
of Michigan, *Lansing*

9:40am BANQUET ROOM 3

KEYNOTE PRESENTATION:**The Art of Professional Networking**

The practice of law is based on relationships with
clients, potential clients, and referral sources. It is
critical to find the networking method that matches
your personality—the one that makes you feel
the most comfortable and confident. Boost your
networking prowess and discover powerful ways to
create and sustain your most important relationships.
Roy S. Ginsburg, Roy S. Ginsburg JD, *Minnetonka, MN*

11:00am

Substantive Law Track: Family Law Update

BANQUET ROOM 8

Family practice continues to change rapidly. Stay on
top of all the latest developments with an analysis of
the most important changes during the last year.

Carrie E. Huff, Alane & Chartier PLC, *Lansing*

11:00am continued

Marketing/Law Practice Management Track: Retain Your Clients—A Roadmap to Effective Client Service

BANQUET ROOM 3

Studies show that the most frequent reason for losing
clients is poor service. So how do you provide the
best service? Get the tools you need to consistently
deliver exceptional service, retain and develop more
business from current clients, and increase referrals.
Classic movie scenes illustrate the key principles
to help you gain a competitive edge through
world-class service.

Roy S. Ginsburg, Roy S. Ginsburg JD, *Minnetonka, MN*

Technology Track: Is Your Office Drowning in Paper? Now There's a Way Out!

BANQUET ROOM 7

Despite the improvements brought by technology,
reliance upon paper continues to clog our offices.
It's time to change all that. Take home a complete
roadmap and begin reducing the paper covering
your desk and filling up your files.

Barron K. Henley, Affinity Consulting Group,
Columbus, OH

2:00pm

Substantive Law Track:**Criminal Law Update**

BANQUET ROOM 8

Stay on top of this fast-paced area of law with the
most current information on criminal statutes, court
rules, and caselaw and what it all means for your
criminal law practice.

F. Martin Tieber, Tieber Law Office, *Lansing*

Marketing/Law Practice Management Track: Law Practice for Sale—**Strategies for Sellers and Buyers, Part 1**

BANQUET ROOM 3

Your law practice is a valuable asset; don't make the
mistake of leaving it on the table. Understand what
your practice is worth, how to locate a potential
buyer, and how to negotiate a fair and balanced
deal. Alternatively, you might be a younger lawyer
who wants a bigger practice. Have you considered
jump-starting this process with the strategic
acquisition of an existing book of business?

Roy S. Ginsburg, Roy S. Ginsburg JD, *Minnetonka, MN*

Technology Track: Cloud Computing 2013—The Benefits, Drawbacks, and Ethical Issues of Moving Your Practice to the Cloud

BANQUET ROOM 7

Barron reveals the pros, cons, and risks of moving
to the cloud and what options are available for
case management, accounting, trial presentation,
document management, and more. Make smart
decisions before you make the jump and understand
when you may ethically store confidential client data
in the cloud.

Barron K. Henley, Affinity Consulting Group,
Columbus, OH

2:50pm

Substantive Law Track: Practical Discovery—The Streamlined Approach

BANQUET ROOM 8

Sometimes less really is more! In this practical and
time-saving segment, learn how to fine-tune your
discovery requests to hit all the issues in your case.
Turn your "kitchen sink" approach into a leaner,
smarter discovery strategy.

C. Denise Fawcett, Law Office of C. Denise Fawcett,
Ann Arbor

Marketing/Law Practice Management Track: Law Practice for Sale—**Strategies for Sellers and Buyers, Part 2**

BANQUET ROOM 3

In part two of this session, get more tips to
understand what your practice is worth, how to
locate a potential buyer, and how to negotiate a fair
and balanced deal. Alternatively, you might be a
younger lawyer who wants a bigger practice. Have
you considered jump-starting this process with the
strategic acquisition of an existing book of business?

Roy S. Ginsburg, Roy S. Ginsburg JD, *Minnetonka, MN*

Technology Track:**How to Run 80 Percent of Your Practice on Your iPad**

BANQUET ROOM 7

It's the new 80/20 rule! While you can't do every
legal task on an iPad (yet), you can accomplish at
least 80 percent of your daily legal work using an
iPad. Explore how a lawyer at the forefront of the
mobile revolution has taken his law practice to
new heights using his iPad, iPad Mini, and a few
well-chosen apps and accessories.

Randy Arden Musbach, Law Office of Randy Musbach,
Chelsea

3:55pm

Substantive Law Track:**What Your Small Business Clients Need to Know About Health Care Reform**

BANQUET ROOM 8

The Affordable Care Act brings with it sweeping
changes for small business owners, from mandatory
insurance offerings to tax credits to health care
exchanges. Get the must-know information about
compliance with the Act and help your clients
make proactive decisions that work best for them
and their businesses.

David L. Rogers, Rogers Mantese & Associates PC,
Farmington Hills

Marketing/Law Practice Management Track: Reinvent Your Law Practice: Your**30-Day Blueprint to Greater Freedom**

BANQUET ROOM 3

Bring your imagination to this high-energy
presentation where you will be given a step-by-step,
30-day roadmap to gain more freedom from your
law practice. Make a paradigm shift and learn
specific techniques that will help you escape the
office, get more clients, and use the Internet to
increase your bottom line.

William A. McNeil, vLawyer Consulting LLC,
Orlando, FL

Solo & Small Firm INSTITUTE SCHEDULE DETAILS

Thursday, September 19, 2013 continued

3:55pm continued

Technology Track: How to Protect Yourself While Trading Documents Electronically

BANQUET ROOM 7

Negotiating documents today regularly happens electronically with lawyers e-mailing documents (Word or PDF files) to one another (and clients) to indicate changes and propose modifications.

Uncover the tools in Word and Acrobat that let you safely transmit documents, compare versions, track changes, add comments and other annotations, and “lock down” a document to prevent further changes.

Barron K. Henley, Affinity Consulting Group, Columbus, OH

4:45pm

Substantive Law Track: Top 10 Forgotten Guidelines for Successful Criminal Jury Trial Practice

BANQUET ROOM 8

Once you’ve fully prepared your trial, make sure to keep in mind these important, practical, but often unspoken factors that every criminal defense attorney should remember before embarking on a jury trial.

Daniel T. Geherin, Simon & Geherin PLLC, Ann Arbor

Marketing/Law Practice Management Track: What Went Wrong? 10 Common Mistakes in Starting a Law Practice and How to Avoid Them

BANQUET ROOM 3

Starting a law practice is a big step and making mistakes is inevitable. The key to a thriving practice is to minimize those miscalculations and chart the right path as quickly as possible. Review the common mistakes lawyers make when starting a new practice and learn techniques to prevent them. Jump-start your new practice with sage advice from a successful practitioner who has admittedly made a few mistakes, but lived to tell the tale!

John J. Conway, John J. Conway PC, Royal Oak

Technology Track:

50 Tech Tips in 50 Minutes

BANQUET ROOM 7

Fast-paced and fun, covering everything under the technology sun! From cool websites to apps to gadgets and utilities, attend the fastest 50 minutes in CLE to learn the technology that will help you work smarter, faster, and more efficiently.

Barron K. Henley, Affinity Consulting Group, Columbus, OH

Friday, September 20, 2013

MODERATORS:

Plenary Session/Marketing/Law Practice Management Track

Elizabeth C. Jolliffe, Your Benchmark Coach, Ann Arbor

Substantive Law Track

David L. Shultz, Chalgian & Tripp Law Offices PLLC, East Lansing

Technology Track

Barron K. Henley, Affinity Consulting Group, Columbus, OH

8:00am EXHIBIT HALL A

Continental Breakfast, Vendor Showcase, and Registration

Sponsored by
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8:15am BANQUET ROOM 3

Getting the Most Out of Your ICLE Resources

Demonstration by ICLE staff

9:00am BANQUET ROOM 3

KEYNOTE PRESENTATION:

The Art, Science, and Ethics of the 21st Century Retainer Agreement

The retainer agreement is one of the most important contracts that you’ll ever draft or sign as an attorney. Not only do retainer agreements protect clients from overreaching by unscrupulous lawyers, but they can immunize lawyers against malpractice claims and nonpayment by clients. Learn how the humble retainer agreement reflects the core values of your practice. This session will go beyond pure theory, and offer solid tips for how lawyers can update their retainer agreements to address concerns of 21st century clients, including provisions relating to document retention in an electronic age, use of the cloud and outsourced personnel, alternative billing, and much more.

Carolyn Elefant, MyShingle.com, Washington, DC

10:00am BANQUET ROOM 3

KEYNOTE PRESENTATION:

Avoiding Multitasking Distractions—Finding Focus and Technological Efficiency

Master your technology, instead of the other way around! There are wonderful labor-saving technology tools which can solve problems, improve client service, and make your life easier. You’ll gain strategies for quickly learning new technology, plus practice management tips to help you operate cost-effectively. Explore the research regarding multitasking and how staying focused on one thing at a time can make lawyers far more efficient.

Barron K. Henley, Affinity Consulting Group, Columbus, OH

11:10am

Substantive Law Track: Top Tips for Resolving Landlord-Tenant Disputes

BANQUET ROOM 8

Landlord-tenant disputes are more common than ever. Whether you represent landlords or tenants, this session will provide best practice tips for quick and effective resolutions. From summary proceedings to workouts and negotiation strategies, get the tools you need to effectively assist your clients.

Lawrence Shoffner, Lawrence Shoffner Esq., Detroit

Marketing/Law Practice Management Track: Social Media for Lawyers—12 Steps to Make Social Media Work for Any Practice

BANQUET ROOM 3

Social media has been around for nine years now, yet many lawyers have resisted coming on board. However, all law firms can benefit from efficient and ethical use of social media. Get introduced to established and new forms of social media, learn how to match specific, measurable goals to social media tools, and employ social media to spread the reach of your existing work.

Carolyn Elefant, MyShingle.com, Washington, DC

Technology Track: Presentation Software on Your Windows PC, Mac, or the Web!

BANQUET ROOM 7

Compare, contrast, and evaluate PowerPoint, Keynote, and Prezi. Optimize your presentation skills and discover which of these applications is the best fit for your practice.

Diane Ebersole, Practice Management Advisor, State Bar of Michigan, Lansing

2:00pm

Substantive Law Track: Adding Estate Administration to Your Practice

BANQUET ROOM 8

Expanding your practice has never been easier. Learn key strategies to grow and manage an estate administration practice quickly and efficiently. Get the tools you need to help your clients through every step of the probate process, from court forms to procedures to fee agreements.

Jennifer M. Harvey, Harvey Legal Group PLLC, Ann Arbor

Marketing/Law Practice Management Track: Lean Law Firm—Applying the Big-Vision, Low-Cost Lessons of Startups to Launch and Build a Successful 21st Century Law Practice

BANQUET ROOM 3

All across Silicon Valley, startup companies are applying the lessons of Eric Ries’ book, *The Lean Startup*, to launch successful, sustainable businesses quickly and at minimal cost. Learn how to create a “lean” business plan for your new or existing practice that identifies your firm’s unique selling proposition, targets clients and revenue streams, and builds a mechanism to pivot if your initial projections don’t work out as anticipated. Plus, learn to repurpose existing assets and leverage free and low-cost tools to keep your startup firm on the track to success.

Carolyn Elefant, MyShingle.com, Washington, DC

Solo & Small Firm INSTITUTE SCHEDULE DETAILS

Friday, September 20, 2013 continued

2:00pm continued

Technology Track: Pick the Right Computer Today BANQUET ROOM 7

With the advent of Windows 8, there is a fresh crop of computing devices on the market. From Ultrabooks to hybrids, from convertible laptops to tablets, get Barron's advice on which options lawyers should consider and how they can best be used in the practice of law.

Barron K. Henley, Affinity Consulting Group, Columbus, OH

2:55pm

Substantive Law Track:

Latest Developments in Medicaid Planning BANQUET ROOM 8

The policies governing eligibility for Michigan's Medicaid program are constantly changing. Learn the current planning strategies for helping single people and married couples qualify for Medicaid and the methods and resources available to help practitioners solve eligibility problems in this important government benefit program.

David L. Shultz, Chalgian & Tripp Law Offices PLLC, East Lansing

Marketing/Law Practice Management Track: Solo Practice Systems for Success BANQUET ROOM 3

All told, nonlegal tasks can account for as much as 40 percent of a solo's work week, which means less time for family or billable matters. Applying principles from Atul Gawande's book, *The Checklist Manifesto*, learn how solos can systematize routine tasks using free and low-cost tools to delegate more, maximize productivity, and grow their practices.

Carolyn Elefant, MyShingle.com, Washington, DC

2:55pm continued

Technology Track: Getting the Most Out of Microsoft Word 2010 and 2013 BANQUET ROOM 7

From fixing default settings to using styles, you can save enormous amounts of time and energy by tapping the full potential of Word. Maximize your time in the law office with Barron's most practical solutions and time-saving tips for the two most recent versions of Word.

Barron K. Henley, Affinity Consulting Group, Columbus, OH

4:00pm

Substantive Law Track: Contract Drafting for Your Small Business Clients BANQUET ROOM 8

Join the discussion of common small business contracts and key provisions that should typically be considered for most contracts. Understand the dos and don'ts on common and not-so-common boilerplate language. Plus—is boilerplate language really "boilerplate"?

Mark E. Kellogg, Fraser Trebilcock Davis & Dunlap PC, Lansing

4:00pm continued

Marketing/Law Practice Management Track: A Business Analysis of Your Files and Your Time BANQUET ROOM 3

The only way to measure progress is to keep track of the essentials. What's the best way to calculate your effective hourly rate? Are you charging a fair rate? Dig in and measure your performance and determine the value of each client. You'll also learn to track the payback on your marketing, volunteerism, and memberships. Get the tools to set better goals and avoid taking bad cases.

Timothy A. Dinan, Dinan & Associates PC, Grosse Pointe Park

Technology Track: Legal Drafting: Automation Tools and Best Practices BANQUET ROOM 7

Creating new documents from existing ones produces an unacceptably high margin for error. Learn easier, better, and safer ways to draft your documents. See a demonstration of features present in Microsoft Word which almost no legal users take advantage of, and how add-in programs can be used to further increase accuracy and speed.

Barron K. Henley, Affinity Consulting Group, Columbus, OH

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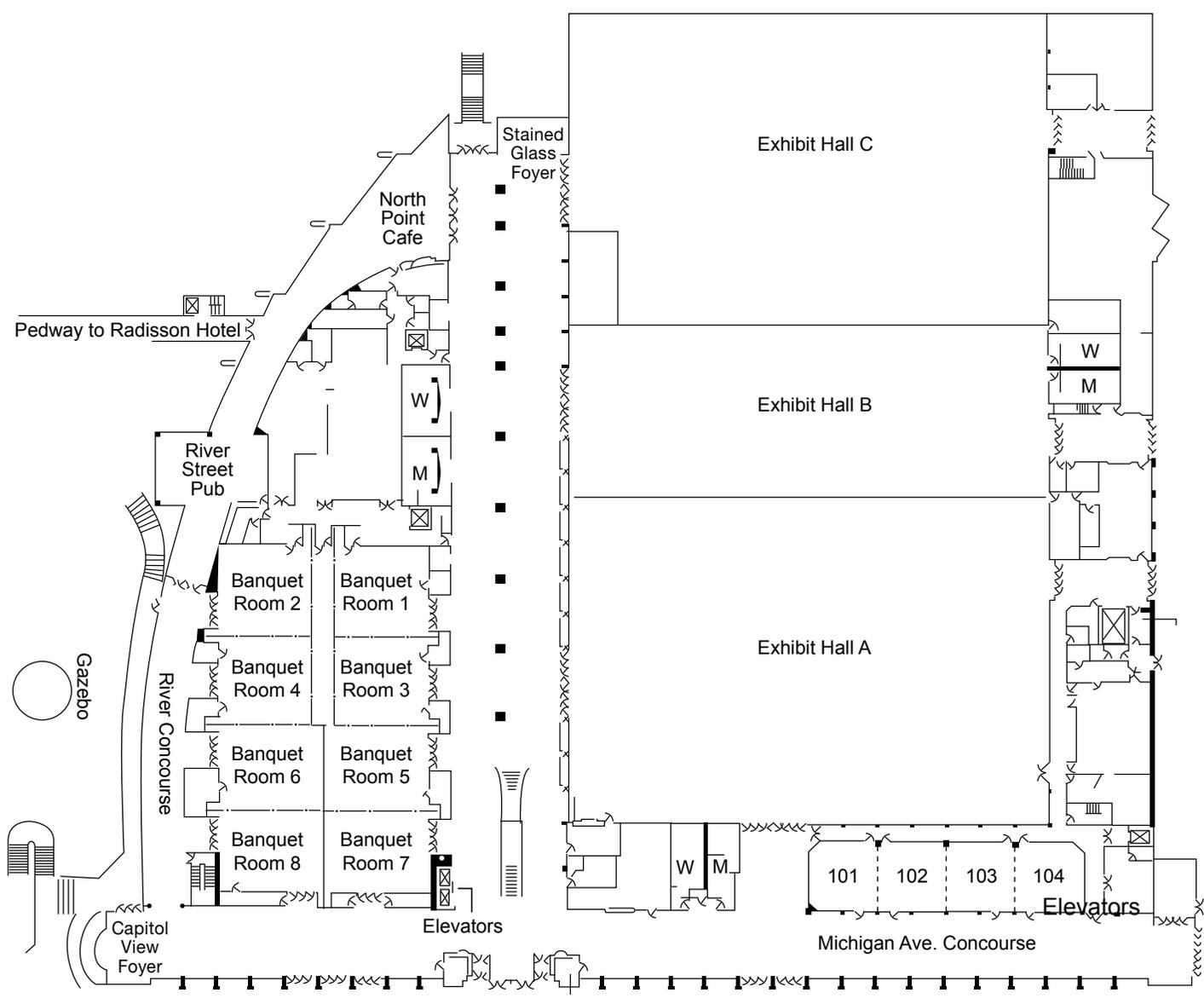
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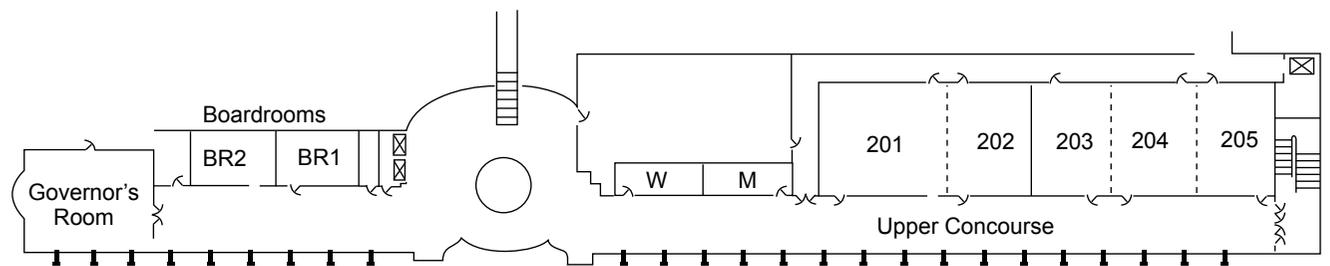
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