



2011 Fall Meeting & National Solo and Small Firm Conference

October 20 – 22, 2011

Westin Denver Downtown

Denver, CO

As of 10/17/2011

Friday, October 21, 2011

R-E-S-P-E-C-T YES, THAT IS WHAT...NO, NO ITS R-E-S-P-A! Learn about RESPA, Dodd-Frank and their mutual friend, the Consumer Financial Protection Bureau and what it means for your real estate practice!

1:30 p.m. - 2:30 p.m.

Continental A

Major RESPA changes went into effect on January 1, 2010 and lenders and real estate attorneys are still grappling with the changes. Mortgage experts are using words like confusion, chaos and pandemonium to describe how RESPA implementation has been working. Loans are taking longer to close. Mortgage lenders have hired additional compliance specialists. Technology glitches and training issues abound.

More RESPA changes have been brought about by the Dodd-Frank Wall Street Reform and Consumer Protection Act. This piece of legislation will bring about enormous changes to the way that mortgage lending is conducted in this country. A new Regulatory body has been created and given strong powers to protect consumers. The Consumer Financial Protection Bureau will enforce RESPA and other federal consumer laws and has the authority to levy millions of dollars in fines against those who violate any of these laws. One of the first orders of business for the Bureau will be to combine the disclosures required by the Truth in Lending Act and RESPA into one new form.

Speakers: Rich Hogan, Rocky Hill, CT

Eric Nesbitt, Denver, CO

Kimberly Martinez, Denver, CO

Increasing Cloudiness in Your Forecast: Moving Your Practice to the Web Ethically, Responsibly, Practically - From A-Z

1:30 p.m. - 2:30 p.m.

Continental B

The "cloud" is on everyone's mind, must do you know what it is? Do you understand the distinction between third-party hosting, Software as a Service and internal hosting? Just as there are many kinds of clouds in the sky, the digital cloud is many different things, suitable for many different law practice situations. The key to making smart "cloud" decisions for your practice is understanding what your options are, how they work, and above all, how much they really cost. So whether it's a hurricane force gale that sweeps you away or high, fluffy clouds that carry you upward on a beautiful day, the choice is yours - come to learn the real scoop about cloud computing including storing confidential client information, practice and financial management services, online backup and much more.

Speakers: Ross Kodner, Milwaukee, WI

Immigration Hearings 101: A Complete Tool Kit for Representing Children in Immigration Court- Part 1

1:30 p.m. - 2:30 p.m.

Lawrence A

This comprehensive CLE will be taught by experienced immigration lawyers and trainers and will provide lawyers with the tools needed to competently represent children in the immigration courts. This program is being sponsored by the GP Solo Pro Bono & Public Service Committee and upon completion of the training, attendees will be offered the opportunity to participate in immigration proceedings representing unaccompanied children, through established pro bono programs that identify and screen clients, and provide mentors and support.

Moderator: Christina Fflis, Denver, CO

Speakers: Diana Castaneda, New York, NY

Kristin Petri, Westminster, CO

Katie Glynn, Westminster, CO

Honorable Mimi Tsankov, Los Angeles, CA

Lawyers' Use of Evolving Technologies: Ethical Issues and Proposed Solutions

1:30 p.m. - 2:30 p.m.

Lawrence B

Whether operating in “the Cloud” or using Internet based services to disseminate information about the law and legal services as well as to attract new clients, lawyer’s use of technology will continue to grow. Small firm and solo practitioners are most often the early adopters of these new technologies. As technology evolves at an unprecedented pace, so do its ethical implications for lawyers. This panel will engage participants in a discussion about those ethical issues and the recent technology related proposals of the ABA Commission on Ethics 20/20.

Speakers:

Honorable Daniel Crothers, Justice of the Supreme Court of North Dakota, Bismarck, ND

Andrew Perlman, Sharon, MA

Ellyn S. Rosen, Chicago, IL

Residential Foreclosure Update

2:45 p.m. - 3:45 p.m.

Continental A

This presentation will cover current developments affecting the lawyer who defends residential foreclosures. As this is a rapidly changing field, recent decisions and developments in the area of foreclosures will be covered. Past presentations have addressed a variety of hot topics including securitization, document forgeries, and regulatory changes affecting home foreclosures

Speaker: Wendell Finner, Jacksonville Beach, FL

Ken Barrows, Denver, CO

10 Ways WordPerfect Can Make You Work Better, Stronger, Faster

2:45 p.m. - 3:45 p.m.

Continental B

How to use easy automation tools and little known techniques to streamline your document production.

Speakers: Michael Koenecke, Richardson, TX

Immigration Hearings 101: A Complete Tool Kit for Representing Children in Immigration Court – Part 2

2:45 p.m. - 3:45 p.m.

Lawrence A

This is the second part of the comprehensive CLE will be taught by experienced immigration lawyers and trainers and will provide lawyers with the tools needed to competently represent children in the immigration courts. This program is being sponsored by the GP Solo Pro Bono & Public Service Committee and upon completion of the training, attendees will be offered the opportunity to participate in immigration proceedings representing unaccompanied children, through established pro bono programs that identify and screen clients, and provide mentors and support.

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Speakers: Diana Castaneda, New York, NY

Kristin Petri, Westminster, CO

Katie Glynn, Westminster, CO

Honorable Mimi Tsankov, Los Angeles, CA

How the Public Finds Lawyers

4:00 p.m. - 5:00 p.m.

Continental A

How do people find lawyers? Are the Yellow Pages dead? Do online searches rule? What types of Internet models are people most likely to use? Is social networking a good marketing tool? Do people know about unbundled legal services and are they interested in them? These are issues that were explored in a national public opinion survey conducted by Harris Interactive. Members of the ABA Standing Committee on the Delivery of Legal Services will discuss the survey results and implications for the solo and small firm practitioner.

Speakers: H. Ritchey Hollenbaugh, Columbus, OH

Luz Herrera, San Diego, CA

Fred Rooney, Flushing, NY

Will Hornsby, Chicago, IL

60 Tips in 60 Minutes

4:00 p.m. - 5:00 p.m.

Continental B

60 Tips in 60 Minutes is a fast-paced presentation filled with advice on how to improve your law practice. Speakers Jeffrey Allen and Tony Vittal will provide tips on everything from new technology to productivity tools, helpful websites and time management strategies.

Speakers: Jeffrey Allen, Oakland, CA

J. Anthony Vittal, Los Angeles, CA

The Changing Face of the Legal Profession: How Commoditization and Specialization Is Permanently Altering the Practice of Law

4:00 p.m. - 5:00 p.m.

Lawrence A

For many years, the legal profession has operated from a bespoke approach, with services highly-tailored to the needs of every individual client. The proliferation of technology has changed that model, with more firms offering packaged services. Increasingly, legal services are being commoditized, which offers greater quality, consistency, and faster turnaround for a client. How can a small or solo firm compete in this arena? This session will explore how cloud-based technologies can assist the small or solo firm to compete in this new model, while at the same time increasing client satisfaction.

Speaker: Don Hagans, Incline Village, NV

This Time the Government Really is Here to Help-Finding Business Using a Procurement Technical Assistance Center (PTAC)

4:00 p.m. - 5:00 p.m.

Lawrence B

This program will introduce solo and small firm lawyers to the business development opportunities that are available for themselves and their clients through the services offered by the 93 Procurement Technical Assistance Centers (PTACs) located across the country. Learn how to access the no cost counseling and education programs that can help you and your clients sell your services and products to the appropriate government agencies.

Moderator: Michael Flowers, Columbus, OH

Speakers: Charles R. Lucy, Colorado Springs, CO
Kenneth Knapp, Colorado Springs, CO

Saturday, October 22, 2011

Plenary – Perils of Pauline: An Ethical Musical Dilemma

8:10am - 9:40 am

Continental A

The perils of Pauline, a family law attorney in the wild and woolly west, who skillfully negotiates the ethical duties and dilemmas of a practitioner in the turn of the century (but still applicable today!).

Speakers: Noel Tucker, Edmond, OK

Phillip Tucker, Edmond, OK

Donelle Ratheal, Oklahoma City, OK

David Tracy, Tulsa, OK

D. Scott Pappas, Stillwater, OK

Rees Evans, Oklahoma City, OK

Tim Walker, Centennial, CO

Credit Scores, Credit Reporting & The FCRA: Why Jury Verdicts Keep Rising

9:45am - 11:15 am

Continental A

With Credit Scores & Credit Reports playing an ever more important role in consumers' lives, and inaccuracies persisting, the number of lawsuits, and the size of settlements and jury verdicts, continue to grow.

Speakers: Evan Hendricks, Cabin John, MD

Setting Up a Law Office: Do It Right and Ethically the First Time!

9:45am - 11:15 am

Continental B

The program is designed to give practical insight into the setting up of a solo or small firm practice minimizing the time it takes, avoiding errors and ethical pitfalls. The program will benefit lawyers leaving existing firms to set up their own practice and also lawyers going solo right out of law school. It will examine topics from office location, practice areas, drafting your own personal check list of tasks to set up the practice, insurance needed beyond professional errors/omissions, etc. The topics are designed so you never need say, "Gee, I wish I had thought of that!"

Speakers: Robert Zupkus, Denver, CO
Alan Klevan, Wellesley, MA

Running a Law Office on a MAC (and other APPLE products)

9:45am - 11:15 am

Lawrence A

More and more solo and small firm attorneys have turned to the Mac and the Apple OS to run their offices. Many more are considering whether they should make the switch. We will talk about the pros and cons of running your law office on the Mac in order to help you make the decision about whether to switch to the Mac. As we will talk about specific programs that may help you with your practice, if you are already a Mac user, you will not want to miss this program as you may discover that key piece of software you have searched for since you switched or something else that may make it easier for you to run your office because you have chosen to move to the Mac and the Apple OS.

Speaker: Jeffrey Allen, Oakland, CA
Brett Burney, Beachwood, OH

What Solo and Small Firm Practitioners Need To Know About the Professional Discipline System

9:45am - 11:15 am

Lawrence B

If you are a small firm/sole practitioner you face a high risk of being on the receiving end of one and likely more disciplinary complaints. Are solo and small firm practitioners treated unfairly by the disciplinary system? In addition to discussing this perception and state bar studies that have examined the issue, experts will engage the audience in a discussion about how the profession can help small firm/sole practitioners reduce their risk of becoming the subject of disciplinary complaints.

Moderator: Amy Lin Myerson, Weston, CT

Speakers: James Coyle, Denver, CO

Myles V. Lynk, Tempe, AZ

Theresa Gronkiewicz, Chicago, IL

Reba Nance, Denver, CO

Todd C. Scott, Minneapolis, MN

How to Get More Clients Through Legal Plan Participation

11:30am - 12:30 pm

Continental A

Session will cover the basics of how to make work for legal plan clients a profitable part of a solo or small firm practice. Come hear from an insider about what makes a great panel attorney and what the plans are looking for. If you've never heard of group legal services or have been on a panel for years, this session will give every lawyer something to take back to their office and think about. Legal plans are paying out millions of dollars in fees to panel lawyers, why not be one of them?!

Speakers: Robert Dzik, Cleveland, OH

Social Networking for Lawyers 201

11:30am - 12:30 pm

Continental B

Social media are fueling the most significant changes in legal marketing since the advent of the Internet. Blogs, Facebook, LinkedIn, Twitter, YouTube and other tools empower lawyers to reach ever-broader audiences of potential clients, more effectively than ever before and at little or no cost. At the same time, these tools are radically changing how consumers shop for and buy legal services. This session will provide advanced tips for lawyers on how you can use social-media tools to build your practice and enhance your reputation.

Speakers: Alan Klevan, Wellesley, MA

Robert "Bob" Ambrogi, Rockport, MA

Leveraging Technology for More Efficient ADR

11:30am - 12:30 pm

Lawrence A

Alternative Dispute Resolution (ADR) systems are designed to effectively prevent, manage, and resolve claims, conflicts, and disputes. The challenging part in any system design is to determine what will be 'effective' in any given situation to prevent disputes and to minimize the severity and cost of disputes that still occur. This session will explore how to leverage web-based technologies to design and manage efficient and effective ADR systems, and how to introduce clients to the benefits of utilizing ADR to prevent and minimize disputes.

Speaker: Stewart Levine, Oakland, CA

Can David Work for Goliath? -Solo and Small Firm Strategies to Gain Business from Corporate Clients.

11:30am - 12:30 pm

Lawrence B

The members of this panel will share with solo and small firm lawyers successful strategies that they have developed and employed to secure business from larger corporate clients. Find out how your often lower fee structure and the use of technology can make you competitive with large firms and attractive to cost conscious corporations. They will also discuss the perspective of an in house counsel in selecting and retaining minority lawyers and law firms and the importance of using a diverse legal team to increase a corporation's bottom line.

Moderator: Aurora Austriaco, Chicago, IL & Michael Flowers, Columbus, OH

Speakers: Robin Wofford, San Diego, CA

Sandra Yamate, Chicago, IL

Marc Firestone, Chicago, IL

Veterans Disability Compensation: An Overview for the Small Firm or Solo Practitioner

1:45pm - 3:15 pm

Continental A

This presentation will provide solo practitioners and/or small firms with an overview to a growing practice area - legal representation of U.S. Veterans in their claims for disability compensation for injuries incurred while in military service. The presentation will include an overview of the Claims Process, how fees can be generated from the practice, special accreditation requirements, how/where to find clients, and resources to assist practitioners who wish to enter this practice area.

Speakers: Chris Attig, Dallas, TX

Essential Technology for the Solo or Small Office: How to Stay Ahead of the Game Avoid Electronic Malpractice

1:45pm - 3:15 pm

Continental B

This 90 minute session will be a basic overview of essential software and hardware necessary in a small law office.

Ben Schorr will present part of the session Microsoft Office, and how MS Word, MS Outlook, MS Excel and MS One Note can greatly enhance the small office environment, through tips and tricks helpful to both the beginners and the more experienced users of the Office environment. Lincoln Mead will be giving the audience a taste of the best new software and hardware products and tips for the solo or small office, and how to run your law office technology safely and securely.

Specific topic will include disaster recovery, document management, hot software and hardware for 2011, including updates and Windows 7 tips, Mac versus PC, as well as a brief introduction to "The Cloud."

Speakers: Lincoln Mead, Salt Lake City, UT

Ben Schorr, Flagstaff, AZ

HIPAA for the General Practitioner-What You Need to Know.

1:45pm - 3:15 pm

Lawrence A

The Health Insurance Portability and Accountability Act ("HIPAA") is a broad body of law that provides national standards for the electronic transmission of personal healthcare information (PHI). Privacy and security of patient information is a fundamental aspect of the law. HIPAA issues can occur in a variety of legal settings and HIPAA's preemption clause trumps state law in certain circumstances. The panel will demystify this encompassing federal law and give you tips on how to pursue and defend HIPAA claims/challenges when they arise. Basics that any lawyer needs to know!

Speakers: Melanie Bragg, Houston, TX

Ashley Hallene, Houston, TX

Making Diversity Work for You: Obtaining Certification of Your Law Firm as a Minority Business Enterprise (MBE)

1:45pm - 3:15 pm

Lawrence B

During this program, solo and small firm lawyers will learn if they are eligible to be certified as a Minority Business Enterprise (MBE) and the steps that they need to take to obtain certification. The panel will also provide guidance on how to market MBE certified status to private sector and public sector clients.

Moderator: Aurora Austriaco, Chicago, IL

Speakers: Shelia Hill Morgan, Chicago, IL
Stan Sena, Denver, CO

Bankruptcy for Non-Bankruptcy Lawyers

3:30pm - 4:30 pm

Continental A

The program will address the problems of a non-bankruptcy lawyer when faced with a bankruptcy by the opposing party in a law suit or a business transaction. We will also address the question of what to do when your client comes to you and says "I'm in trouble, what can I do." The program is designed for the general practitioner with no bankruptcy or insolvency experience or those just becoming interested in practicing in the area.

Speaker: Leslie Cohen, Santa Monica, CA

How To Have Happier Clients – Client Satisfaction

3:30pm - 4:30 pm

Continental B

Our clients are key to our law practices. In today's increasingly competitive environment lawyers have to focus on producing clients who are satisfied and who will refer others to us as well as returning if they need legal services in the future. It is no longer enough to provide great results. Clients need to feel that they were well served throughout the process. Doing a good job of setting client expectations early in the process and doing a good job of communication during the representation will product satisfied clients.

Speakers: Jim Calloway, Oklahoma City, OK
Reba Nance, Denver, CO

Hot Topics in Cold Dirt.

3:30pm - 4:30 pm

Lawrence A

The federal and state governments responded to the real estate crash by radically modified laws relating to real estate transactions. This program will provide an overview of this reaction and impart words of wisdom on how to detect potential minefields.

Speakers: Kathleen Hopkins, Seattle, WA
Evan Loeffler, Seattle, WA

An Introduction to Special Education Law

3:30pm - 4:30 pm

Lawrence B

This webinar provides an overview of special education law. Since the civil rights movement, there have been laws protecting the rights of students with disabilities. Today, the Individuals with Disabilities Education Improvement Act of 2004 (IDEA) requires that school districts provide all individuals with disabilities, age 3 to 22, with a "free appropriate public education"

(FAPE). The IDEA establishes a comprehensive system of procedural and substantive mandates to meet this standard.

This area of law, its requirements, and the consequences of its implementation have received increasing attention from the classroom to the courtroom. Since its 1997 IDEA reauthorization, there has been a rise in IDEA-related disputes between school districts and parents of students with disabilities. Consequently, understanding IDEA fundamentals has become necessary to support the work of not only education lawyers, but family law practitioners, attorneys in the juvenile justice system, solo practitioners, and those lawyers considering a special education legal practice.

Nationally recognized expert in the field of special education law and practice will address a fundamental IDEA topic: eligibility; the meaning of FAPE; and due process.

Speakers: Howard J. Fulfrost, Los Angeles, CA