Big Benefits for Small Firms

PATRICIA M. HYNES, PRESIDENT

Contrary to the image many have of the legal profession, not all lawyers work in big firms. Actually, of the thousands of law firms and organizations in the New York City metropolitan area that provide legal services, nearly 94% have fewer than 20 employees, and just over 70% have fewer than four employees. Many lawyers with an entrepreneurial leaning embrace the opportunity to run their own firm; others are being forced by the economy to hang out their own shingle.

Small firm lawyers have a proportionate impact on the City Bar’s activities. A major portion of our membership comes from small firm practitioners, and these lawyers with expertise in areas like foreclosure, immigration, and family law provide a good share of the City Bar Justice Center’s pro bono services.

To serve this significant constituency, the City Bar houses a Small Law Firm Center, which provides advice, resources, events, and opportunities to help small firm practitioners succeed. Alla Roytberg, Director of the Small Law Firm Center, can meet with you one-on-one to discuss your practice. You can receive the monthly Small Law Firm e-newsletter with articles on marketing, technology, and strategies to grow your firm.

The Association also houses the largest private, non-academic law library in the nation; access to online legal databases; legal referral and hotline services; and free conference rooms and workspaces for member use. [See page 2 for more on City Bar benefits, resources, and programs for small law firms.]

Recognizing that smart business is just as important as sound legal practice, the Small Law Firm Center, along with the Association’s volunteer Small Law Firm Committee, also hosts an array of events designed to inform, engage, and challenge small firm practitioners. This month, they will host the Sixth Annual Law Practice Management Symposium, “Jumping in and Staying Afloat in Your Solo or Small Firm Practice,” a whole day of discussion, lecture, and exhibits on small business practice. [See pages 18 and 19 for more on the Symposium.]

Also this month, they will host the second of a three-part luncheon series, “Growing Your Practice,” which will cover marketing, development, and business strategies for small law firm services. [See page 5.]

Your small law firm is important to the City Bar; you are a resource we, and New York City, could not do without. Because of this, we strive to provide you with resources you can’t do without, helping your solo practice or small firm become a savvy and successful business. ■
City Bar Services for Your Small Law Firm

SMALL LAW FIRM CENTER

Advice and Guidance
- **Personal Advice:** Meet with our Small Law Firm Center Director Alla Roytberg on Tuesdays and Thursdays for free advice about your small firm. You can contact her at aroytberg@nycbar.org or at 212.382.6638.
- **Small Law Firm Committee:** The City Bar’s Small Law Firm Committee addresses issues and policies that concern solo and small firm practitioners.
- **E-Newsletter:** Receive a monthly small firm e-newsletter with articles on marketing, technology, and strategies to grow your firm. Log on to the ‘Small Law Firm’ section of our website to sign up for this newsletter.

Resources
- **Library Resources:** The Association’s library holds over 500,000 volumes of cases, codes, treatises, and law reviews. Members can use the library’s Lexis and Westlaw services for free.
- **Online Database Access:** All members can access LLMC Digital (U.S. government documents, old case reports, and other materials) through the “Members Only” section of the website. Small firm practitioners, however, can access Westlaw (including McKinney’s Forms) and Hein Online (legal periodicals, federal legislative history, and other materials) free of charge.
- **Free Workspace:** Members are able to reserve work space and conference rooms for free at the Small Law Firm Center. The rooms are available Monday through Thursday, 9 AM – 8:30 PM, and Friday 9 AM – 6 PM. To reserve a room, contact the Library reference desk at 212.382.6666 or at rmirvis@nycbar.org
- **Other Benefits**
  - **Insurance:** With small firms in mind, the City Bar offers insurance products as a benefit to members, including professional liability, health, disability, long-term care, term life, and worker’s compensation.
  - **Discounts:** City Bar members are eligible for special rates on services critical to your small firm, including discounts from FedEx, FedEx Office, RPost, Link Translations, eResident Agent, Law Firm Merchant Account, and ABA Books. Learn more on the ‘Benefits’ section of our website.
  - **Legal Referral Service:** The City Bar’s Legal Referral Service handles calls from over 100,000 people seeking legal services every year. To join a panel of the Legal Referral Service, you must meet certain experience criteria and agree to LRS rules – and then open yourself up to referrals of new clients.
  - **Ethics Hotline:** Lawyers facing ethical dilemmas regarding their professional conduct can call our Ethics Hotline at 212.382.6624 to speak to a member of our Professional and Judicial Ethics Committee.
  - **Lawyer Assistance Program:** The Lawyer Assistance Program provides advice and referrals to thousands of lawyers every year who need help with alcohol or substance abuse, depression, or other mental health issues. If you or someone you know needs help, you can call 212.302.5787 for a confidential consultation.

Events

**Growing Your Practice – Luncheon Series**
- **Thursday, November 12, 12:30 PM – 2 PM**
  - Rethinking the Billable Hour: Value, Pricing, and Billing
  - Registration by November 9 is necessary. The fee, which includes lunch, is $25 for members; $35 for non-members.
- **Thursday, December 10, 12:30 PM – 2 PM**
  - Adapting Your Business Development Strategy to Today’s Economy
  - Registration by November 9 is necessary. The fee, which includes lunch, is $25 for members; $35 for non-members.

6th Annual Law Practice Management Symposium: Jumping in and Staying Afloat in Your Solo or Small Firm Practice
Thursday, November 5, 8:30 AM – 5 PM
Please see pages 18 & 19 for more information.
You Can Make It Happen!
Help over 25,000 Disadvantaged New Yorkers Get Free Legal Assistance Through the City Bar Justice Center Each Year

Yes! I would like to make a gift to support the City Bar Justice Center:
☐ $100 ☐ $250 ☐ $500 ☐ $1,000 ☐ $5,000 ☐ Other $
☐ This gift is in honor of ____________________________

Name (Please Print) ____________________________________________________________
Address _______________________________________________________________________
City, State and Zip _____________________________________________________________
Telephone __________ Email ______________________________________________________
Enclosed is my check payable to City Bar Justice Center
Please charge my credit card: ☐ Visa ☐ MasterCard ☐ American Express
Account Number __________ Exp. Date _______________________________
Signature _____________________________________________________________________

The City Bar Justice Center is a division of the Association of the Bar of the City of New York Fund, Inc., a 501(c)(3) tax-exempt nonprofit corporation. All contributions are tax-deductible to the fullest extent of the law.

Corporate Counsel Pro Bono Coordinators, City Bar Justice Center, and Greater New York Chapter of the Association of Corporate Counsel present

Pro Bono Opportunities for In-house Counsel

Come learn about a new initiative focused on pro bono opportunities specifically for corporate counsel

Tuesday December 1, 2009
4:00 pm to 6:00 pm
at the
House of the Association

Save-the-Date
TUESDAY, DECEMBER 15
6 PM BUFFET RECEPTION
7 PM LECTURE

The Annual Justice Ruth Bader Ginsburg Distinguished Lecture on Women and the Law

Ideas for Change: A Conversation About Reforming New York’s Nonprofit Law and Regulations

2 MONDAY, 6 PM – 9 PM
New York’s Not-for-Profit Corporation Law and administrative regulations create such a challenging environment that many practitioners advise New York nonprofits to incorporate in another state. This program aims to provide a forum to exchange ideas about how best to reform the 40-year-old N-PCL, a proposed revision of which has been introduced in the legislature, and modernize nonprofit administrative practice.

Moderator:
DAVID W. LOWDEN, Stroock & Stroock & Lavan, LLP

Speakers:
FREDERICK G. ATTEA, Phillips Lytle LLP; Chairman, Committee on Revision of the Not-for-Profit Law, New York State Bar Association; ASSEMBLYMAN RICHARD L. BRODSKY, Chairman, Standing Committee on Corporations, Authorities, and Commissions; ALLEN BROMBERGER, Perlman & Perlman, LLP; Author, Getting Organized and Advising Nonprofits; former Executive Director of Lawyers Alliance for New York; JAMES FISHMAN, Professor, Pace University School of Law; Co-author, New York Nonprofit Law and Practice; PAMELA MANN, Law Offices of Pamela A. Mann, LLC; former Chief, Charities Bureau, NYS Attorney General’s office; DAVID NOCENTI, Executive Director, Union Settlement Association, Inc; former Counsel to Governors David Paterson and Eliot Spitzer; BARBARA SCHATZ, Professor, Columbia Law School; Chair, Non-Profit Working Group

You’ve Survived Your First Year of Law School: Now What?
A Roadmap for Law Students
3 TUESDAY, 6:30 PM – 8 PM
You’ve made it through the Socratic method, mandatory classes, outlining, and first-year finals. Now what? Come hear panelists discuss the ways in which you can continue to develop your skills and make yourself marketable. Panelists will cover topics such as important classes to take, the Bar Exam and the Multistate Professional Responsibility Test, internships, externships, clinics, study abroad programs, and Bar Association membership. A reception will follow and light refreshments will be served.

Speakers:
ANDREW CHAPIN, Director of Counseling and Public Interest Scholars, Fordham University School of Law; STUART D. SMITH, Director of Legal Recruitment, New York City Law Department

No fee required. Please RSVP to Jodi Savage at lspchairman@yahoo.com

Career Search Support Group
4 WEDNESDAY, 12 PM – 1 PM
11 WEDNESDAY, 12 PM – 1 PM
Please see back page for more information about sessions and registration.

Sixth Annual Law Practice Management Symposium:
Jumping In and Staying Afloat in Your Solo or Small Firm Practice
5 THURSDAY, 8:30 AM – 5 PM
Please see pages 18 & 19 for details.

Books at the Bar –
Holding Bishops Accountable: How Lawsuits Helped the Catholic Church Confront Clergy Sexual Abuse
5 THURSDAY, 6 PM – 8 PM
Everyone loves to hate tort lawyers—until their lawsuits reveal hidden injustice and injury. The dark secret of the Catholic Church was the vast extent to which the institution tolerated sexual abuse of school children and young parishioners by clergy. It took aggressive plaintiffs’ attorneys to shed light on the scandal. Albany Law School professor Timothy D. Lytton examines more than 20 years of litigation that rocked the church to its core in his well-received book published last year by Harvard University Press. A wine and cheese reception will be held at 6 PM with a book discussion and signing to follow.

Speakers:
TIMOTHY D. LYTTON, Professor and Author, Holding Bishops Accountable: How Lawsuits Helped the Catholic Church Confront Clergy Sexual Abuse (2008)

Please register online at www.nycbar.org

Friday Evening Chamber Music
6 FRIDAY, 6 PM
Timothy Carter (cello) and Diana Wan (piano) will play Beethoven’s sonata for piano and cello in g minor (Op. 5, No. 2), Shostakovich’s sonata for cello and piano (Op. 40), and Schumann’s Fantasy Pieces (Op. 73).
Making the Right Hire: Employer Responsibilities and Best Practices When Hiring People with Criminal Conviction Histories

9 MONDAY, 6 PM – 9 PM

The program will address employers’ state and federal law obligations – and best practices – when hiring people with criminal conviction histories. It will also include discussion of resources such as tax credits, bonding, and workforce development programs.

Moderator:
LOU MICELI, Executive Director, Workforce Professionals Training Institute

Speakers:
ALPHONSO DAVID, Chief, Civil Rights Bureau, NYS Attorney General’s Office;
TANI MILLS, Chief Program Officer, Center for Employment Opportunities;
KEISHA-ANN GRAY, Senior Counsel, Proskauer Rose LLP; ELAINE KOST, Workforce Programs and Federal Bond Coordinator, NYS Department of Labor

Please register online at www.nycbar.org

Rethinking the Billable Hour: Value, Pricing, and Billing

Small Law Firm Luncheon – Growing Your Practice
(Second of a three-part luncheon series)

12 THURSDAY, 12:30 PM – 2 PM

Will the billable hour standard for fee setting really die? Probably not. But the focus on value services and value billing will continue to expand. We will discuss clients’ definitions of value, pricing as the “4th P” of marketing, and how to bill effectively. We will also provide a template to make it easier to understand how much your specific services cost and how profitable each one is.

Moderator:
ANTHONY Verna III, Weiss Imbesi, PLLC

Speakers:
MARK A. JOSEPHSON, CPA, CFP, CFE,
Murray & Josephson, CPAs, LLC;
CAROL SCHIRO GREENWALD, PhD, MarketingPartners

Registration by November 9 is necessary. The fee, which includes lunch, is $30 for members; $45 for non-members. Please register on page 7 or online at www.nycbar.org

Japanese Whisky Tasting & Cocktail Reception

Young Lawyers Connect – First Thursdays

12 THURSDAY, 6:30 PM – 8:30 PM

Please join us for an exclusive tasting of Japan’s Yamazaki whiskey. Led by Gardner Dunn, brand ambassador of Suntory’s Yamazaki, Yamazaki 12 Year Old, Yamazaki 18 Year Old, Yamazaki 1984, Limited Edition Single Malt, and Hibiki 12 Year Old will all be sampled and discussed.

The tasting begins promptly at 6:30 and will be followed by a cocktail reception featuring a special Yamazaki cocktail and hors d’oeuvres. Mingle with fellow attorneys and other young professionals while enjoying this taste of Japan. Space is limited.

The fee is $30 for members, $50 for non-members. We will not be able to offer refunds. Please register at www.nycbar.org or call 212.382.4723.

The First Department Guardianship Roundtable: A Frank and Open Discussion of Guardianship Problems

12 THURSDAY, 6:30 PM – 8:30 PM

This program will provide a frank and open discussion concerning problems faced by guardian justices and practitioners. In addition to the usual Q&A, members who would like to ask questions without attribution are invited to email those questions to Sylvia E. Di Pietro at femalelitigator@yahoo.com. Selected questions will be addressed by the panel of justices. In addition to judges and practitioners, this program should be of interest to providers of services to the guardianship community, such as commu...
nity guardians, court examiners, court guardianship departments, and government agency personnel.

Opening Remarks: FERN A. FISHER, Deputy Chief Administrative Judge, New York City Courts

Speakers: HON. LOTTIE WILKINS, Supreme Court Justice, New York County; HON. MILTON TINGLELING, Supreme Court Justice, New York County; HON. SHLOMO HAGLER, Supreme Court Justice, New York County; HON. ALEXANDER HUNTER, Supreme Court Justice, Bronx County; HON. DONNA MILLS, Supreme Court Justice, New York County; HON. HOWARD SHERMAN, Supreme Court Justice, Bronx County

Please register online at www.nycbar.org

City Bar Contemplative Lawyers Group: Contemplative Approaches to Legal Questions

12 THURSDAY, 7 PM

The topic for this month’s gathering will be how to apply a contemplative approach to specific issues that come up in legal practice. Contemplative practices will be taught, and there will be discussion on how to utilize them in dealing with issues from legal research and problem-solving to interpersonal issues with clients and colleagues, as well as in increasing personal satisfaction levels in one’s career.

Presenter: ROBERT CHENDER, Director, Contemplative Lawyers Group

Please register online at www.nycbar.org

Resume and Cover Letter Writing: Telling Your Story, Selling Yourself

16 MONDAY, 8:30 AM

In this competitive job market, your resume must be flawless. If you are looking to switch practice areas or transition into a quasi-legal position, or simply need to update an old resume, come to this two-part program and listen to our panel of experts offer advice on general resume rules, crafting resumes for transition periods, and avoiding common mistakes. Afterwards, you will have the opportunity to ask your own individualized resume questions in a breakout group led by one of our expert panelists. You will also receive guidance regarding cover letters and how to use them with e-mail submissions. You will leave this program with lots of ideas for improved and enhanced materials that will better tell your story and sell your talents.

Moderator: PATRICIA MORRISSY, Chief Legal Recruiting Officer, Sullivan & Cromwell

Speakers: GIL ALLISON, Senior Vice President, Right Management; BRUCE BLACKWELL, President, Career Strategies International; JESSICA SILVERSTEIN, Principal, Attorney’s Counsel; JULIA HERR SMITH, President, Esquire Prep, LLC; MARGARET M. WILLIAMS, Director of Employer Relations, Touro Law Center

The fee is $15 for members, $25 for non-members. Please register on page 7 or online at www.nycbar.org

Paid Family Leave in New York: Can We Afford Not to Have It?

17 TUESDAY, 6 PM

A multi-disciplinary panel will discuss paid family leave legislation recently introduced in New York and related issues, including: policy rationales for paid family leave and gender implications, the impact of the economic downturn on efforts to pass new legislation, challenges for employers, and public health dimensions. Panelists will also address the 2008 New Jersey paid leave legislation and its implementation.

Speakers: SHERRY LEIWANT, Executive Director & Co-Founder, A Better Balance; JANET C. GORNICK, Professor of Political Science & Sociology, The Graduate Center of the City University of New York; WENDY CHAVKIN, Professor of Clinical Population & Family Health, Mailman School of Public Health; Professor of Clinical Obstetrics & Gynecology, College of Physicians & Surgeons; CHRIS LONGO, Director of Temporary Disability Insurance, New Jersey Department of Labor and Workforce Development

Please register online at www.nycbar.org

Regional Rounds of the 60th Annual National Moot Court Competition

18 WEDNESDAY, 5 PM & 8 PM
19 THURSDAY, 5 PM & 8 PM

This year, the 60th Annual Moot Court Competition presents two issues not yet decided by the U.S. Supreme Court. First, does the imposition of a life sentence without the possibility of parole on a juvenile offender convicted of a non-homicide crime violate the Cruel and Unusual Punishment Clause of the 8th Amendment to the United States Constitution? Second, what standard should the court apply when deciding a motion to change venue in which the defendant argues that she cannot receive a fair trial in the current forum?

Participating schools: Brooklyn Law School; Cardozo Law School; City University of New York School of Law; Fordham University School of Law; Hofstra University School of Law; New York Law School; New York University School of Law; Pace University School of Law; Rutgers School of Law – Newark; Seton Hall University School of Law; St. John’s University School of Law; Thomas Jefferson School of Law

Presented in conjunction with: American College of Trial Lawyers
# NOVEMBER 2009 REGISTRATION FORM

- **Is a Contract, Freelance, Staff, or Discovery Attorney Position Right for You?**
  11 Wednesday
  The fee is $15 for members, $25 for non-members.

- **Small Firm Law Luncheon**
  12 Thursday
  Registration by November 9 is necessary. The fee, which includes lunch, is $30 for members, $45 for nonmembers.

- **Resume and Cover Letter Writing**
  16 Monday
  The fee is $15 for members, $25 for nonmembers.

Please return this form to: **Meeting Services**, New York City Bar, 42 West 44th Street, New York, NY 10036-6604. Please make checks payable to the Association of the Bar. If registering for additional persons, duplicate this form.

<table>
<thead>
<tr>
<th>Name</th>
<th>Number of Reservations</th>
</tr>
</thead>
<tbody>
<tr>
<td>Company</td>
<td></td>
</tr>
<tr>
<td>Address</td>
<td></td>
</tr>
<tr>
<td>City</td>
<td>State</td>
</tr>
<tr>
<td>Phone</td>
<td></td>
</tr>
<tr>
<td>Email</td>
<td></td>
</tr>
<tr>
<td>Total Enclosed $</td>
<td></td>
</tr>
</tbody>
</table>

Please charge to my:  
- [ ] Mastercard  
- [ ] Visa  
- [ ] Amex

<table>
<thead>
<tr>
<th>Card Number</th>
<th>Exp. Date</th>
</tr>
</thead>
</table>

Signature
<table>
<thead>
<tr>
<th>Sunday</th>
<th>Monday</th>
<th>Tuesday</th>
<th>Wednesday</th>
<th>Thursday</th>
<th>Friday</th>
<th>Saturday</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>1</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6 PM – 9 PM Ideas for Change: A Conversation About Reforming New York’s Nonprofit Law and Regulations</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>2</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6:30 PM – 8 PM You’ve Survived Your First Year of Law School: Now What? A Roadmap for Law Students</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>3</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12 PM – 1 PM Career Search Support Group (Part of Series)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>4</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>8:30 AM – 5 PM Sixth Annual Law Practice Management Symposium</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6 PM – 8 PM Books at the Bar – Holding Bishops Accountable: How Lawsuits Helped the Catholic Church Confront Clergy Sexual Abuse</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6 PM Friday Evening Chamber Music</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>7</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>8</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6 PM – 9 PM Making the Right Hire: Employer Responsibilities and Best Practices When Hiring People with Criminal Conviction Histories</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>9</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>7 PM 2009 Annual Benjamin N. Cardozo Lecture At the Tipping Point: State Courts and the Balance of Power – Hon. Margaret H. Marshall, Chief Justice of the Massachusetts Supreme Court</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>10</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12 PM – 1 PM Career Search Support Group (Part of Series)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>11</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6:30 PM Is a Contract, Freelance, Staff, or Discovery Attorney Position Right for You?</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12:30 PM – 2 PM Small Law Firm Luncheon – Growing Your Practice: Rethinking the Billable Hour: Value, Pricing, and Billing</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>13</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>12:30 PM – 2 PM Young Lawyers Connect – Japanese Whisky Tasting &amp; Cocktail Reception</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>14</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6:30 PM – 8:30 PM The First Department Guardianship Roundtable</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>7 PM City Bar Contemplative Lawyers Group: Contemplative Approaches to Legal Questions</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>15</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>6 PM – 9 PM Resume and Cover Letter Writing: Telling Your Story, Selling Yourself</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>16</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>8:30 AM Paid Family Leave in New York: Can We Afford It? Can We Afford Not to Have It?</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>17</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5 PM &amp; 8 PM Regional Rounds of the 60th Annual National Moot Court Competition (Day 1)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>18</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>5 PM &amp; 8 PM Regional Rounds of the 60th Annual National Moot Court Competition (Day 2)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>19</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>20</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>21</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>22</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>23</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>24</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>25</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>26</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>27</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>28</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>29</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>30</td>
</tr>
<tr>
<td>Sunday</td>
<td>Monday</td>
<td>Tuesday</td>
<td>Wednesday</td>
<td>Thursday</td>
<td>Friday</td>
<td>Saturday</td>
</tr>
<tr>
<td>--------</td>
<td>--------</td>
<td>---------</td>
<td>-----------</td>
<td>----------</td>
<td>--------</td>
<td>----------</td>
</tr>
<tr>
<td>1</td>
<td>2</td>
<td>3</td>
<td>4</td>
<td>5</td>
<td>6</td>
<td>7</td>
</tr>
<tr>
<td>9 AM – 5 PM</td>
<td>Basic Mediation Training: Conflict Resolution Theory and Techniques 3.0 Credits* (Must attend all 4 days)</td>
<td>9 AM – 5 PM</td>
<td>Basic Mediation Training: Conflict Resolution Theory and Techniques 3.0 Credits* (Must attend all 4 days)</td>
<td>6 PM – 9 PM</td>
<td>The Dirt on Ground Leases: Their Use as Vehicles for the Development &amp; Financing of Commercial Real Estate 3.0 Credits*</td>
<td>6 AM – 12 PM</td>
</tr>
<tr>
<td>8</td>
<td>9</td>
<td>10</td>
<td>11</td>
<td>12</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>9 AM – 5 PM</td>
<td>Basic Mediation Training: Conflict Resolution Theory and Techniques 3.0 Credits* (Must attend all 4 days)</td>
<td>9 AM – 5 PM</td>
<td>Basic Mediation Training: Conflict Resolution Theory and Techniques 3.0 Credits* (Must attend all 4 days)</td>
<td>9 AM – 12 PM</td>
<td>Securities Offering Process: The Basics and Beyond 3.0 Credits*</td>
<td>6 AM – 8 PM</td>
</tr>
<tr>
<td>15</td>
<td>16</td>
<td>17</td>
<td>18</td>
<td>19</td>
<td>20</td>
<td>21</td>
</tr>
<tr>
<td>22</td>
<td>23</td>
<td>24</td>
<td>25</td>
<td>26</td>
<td>27</td>
<td>28</td>
</tr>
<tr>
<td>9 AM – 5 PM; 5 PM – 6 PM</td>
<td>Environmental Ethical Issues in Derivatives Law 2009 2.0 Credits; NT</td>
<td>9 AM – 11 AM</td>
<td>Video Replay: Developing Issues in Derivatives Law 2009 2.0 Credits; NT</td>
<td>9 AM – 12 PM</td>
<td>Everyday Ethical Challenges in the Practice of Law 3.0 Credits*</td>
<td>9 AM – 12 PM</td>
</tr>
<tr>
<td>29</td>
<td>30</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>6 PM – 9 PM</td>
<td>Video Replay: Significant Ethical Issues Facing Insiders &amp; Others 3.0 Credits; NT</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*This live program provides transitional/non-transitional credit to all attorneys.
**ADR/ARBITRATION/MEDIATION/NEGOTIATION**

Basic Mediation Training: Conflict Resolution Theory and Techniques

2 – 3 & 9 – 10 MONDAYS & TUESDAYS, 9 AM – 5 PM
10 TUESDAY: NETWORKING RECEPTION, 5 PM – 6 PM
A four-day course on the theory and skills of basic mediation, covering essential techniques and procedures of mediation in lecture, exercises, and small group role-playing. Topics to be covered include: getting the mediation process started, organizing the discussion, generating movement, overcoming barriers to an agreement, concluding the mediation, and other practice issues. Certificates of completion will be issued at the conclusion of the program. This program is geared toward law school graduates and beyond who have an interest in learning to mediate, but is also appropriate for non-lawyers. Attendance at all four days of the program is required.

Special Feature: Participants will receive a free copy of the book *The Practice of Mediation: A Video Integrated Text* (2008), by Douglas N. Frenkel and James H. Stark. For the first time, a wine and cheese networking reception will follow the fourth day of the program. Registration is limited to 48 people.

This program will not be taped. You have only one chance to see it, live.

Lead Trainers:
CAROL B. LIEBMAN, Clinical Professor, Columbia Law School; DINA JANSENSON, Mediator/Arbitrator, JAMS; Of Counsel, Fleming Zulack Williamson Zauderer LLP

**CREDIT:** 31.0 total: 24.5 skills, 4.5 professional practice & 2.0 ethics*

---

**CORPORATE & SECURITIES**

Securities Offering Process: The Basics and Beyond

11 WEDNESDAY, 9 AM – 12 PM
This program will provide you with a primer on securities law and then you throughout the mechanics of the offering process. The faculty will explain how the SEC works and will provide a sample timetable for an offering. Various types of offerings, such as shelf offerings and SPACs (Special Purpose Acquisition Companies), will be explained, as well as the advantages of each offering. Attendees will leave the seminar with a comprehensive understanding of securities offering processes.

Program Chair:
N. ADELE HOGAN, White & Case LLP

Faculty:
BRUCE C. BENNETT, Covington & Burling LLP; ROBERT E. BUCKHOLZ, JR, Sullivan & Cromwell LLP; LISA FIRENZE, Executive Director & Senior Counsel, Investment Banking Group, UBS Securities LLC; KENNETH L. JOSSELYN, Managing Director & General Counsel, Finance & Corporate, Goldman Sachs & Co.; KEVIN W. KELLEY, Gibson, Dunn & Crutcher LLP; JAMES M. LURIE, Osler, Hoskin & Harcourt LLP; STUART S. MOSKOWITZ, Senior Counsel, International Business Machines Corporation; GLEN A. RAE, General Counsel, Global Equities, Capital Markets, Products & Credit Derivatives, Bank of America Merrill Lynch; RODOLFO VELA, Director, Citigroup Global Markets Inc.

**CREDIT:** 3.0 PP*

---

The Impact of the Current Environment on Private Investment Funds & Their Managers

17 TUESDAY, 6 PM – 9 PM
This program will examine the impact of the current regulatory and business environment on private investment funds and private investment fund managers, including new developments and how they affect the operations of private investment fund managers.

Program Chair:
YUKAKO KAWATA, Davis Polk & Wardwell, LLP

Faculty:
MICHAEL A. GERSTENZANG, Cleary Gottlieb Steen & Hamilton LLP; EDWARD D. NELSON, Gibson, Dunn & Crutcher LLP; JOHN R. O’NEIL, Kirkland & Ellis LLP; ALEXANDRA POE, Reed Smith LLP

**CREDIT:** 3.0 total: PP*

---

**Video Replay: Developing Issues in Derivatives Law 2009**

24 TUESDAY, 9 AM – 11 AM
This video replay provides an analysis of new federal and state over-the-counter derivatives regulatory and legislative developments, including those affecting credit default swaps and centralized derivatives clearinghouses. The faculty also examines lessons learned from the Lehman bankruptcies concerning swaps and other derivatives trading agreements, including unanticipated collateral issues, rehypothecation issues, nuances of master netting agreements, secured interests, and the use of custody and control agreements. There is also a review of litigation developments concerning derivatives transactions. Attendees will leave the video replay with an arsenal of up-to-date information preparing them to advise clients about the regulatory status of OTC derivatives transactions, and a fresh perspective on negotiating relevant agreements.

Program Co-Chairs:
ROBERT M. MCLAUGHLIN, Katten Muchin Rosenman LLP; MICHAEL S. SACKHEIM, Sidley Austin LLP

**CREDIT:** 3.0 PP*

---

*This live program provides New York & California transitional/non-transitional credit to all attorneys. Credit abbreviations: PM=practice management; PP=professional practice
ESTATE PLANNING

An Introduction to Probate and How to Avoid It
2 MONDAY, 6 PM – 9 PM
This program is an introduction to the probate process in New York State and will include a review of the probate process, requirements, forms, and pre-mortem preparation. There will also be a brief discussion of probate contests and 1404 depositions. Finally, there will be a review of why and how to avoid the probate process using revocable trusts and other legal entities.

Program Chair:
PHILIP J. MICHAELS, Fulbright & Jaworski LLP

Faculty:
JANET S. MISHKIN, NY County Surrogate’s Court; MARK A. ROBERTSON, Fulbright & Jaworski LLP

Credit: 3.0 total: 2.5 PP & 0.5 ethics*

Everyday Ethical Challenges in the Practice of Law
19 THURSDAY, 6 PM – 8:45 PM
This program will address common ethical issues facing practitioners in a variety of practice settings with particular emphasis on New York’s new Rules of Professional Conduct, adopted by the Appellate Division on April 1, 2009. Among other topics, our panelists will discuss how to avoid conflicts among clients or between the client’s and the lawyer’s own interests. We will also discuss techniques for avoiding disciplinary complaints, malpractice claims, or a sanctions motion. Hypotheticals will be used to encourage attendees’ discussion and to focus on practical problems of interest to the participating lawyers in their practices.

Program Chair:
BARRY R. TEMKIN, Mound Cotton Wollan & Greengrass

Faculty:
PERY D. KRINSKY, Law offices of Michael S. Ross; LAWTON W. SQUIRES, Herzfeld & Rubin, P.C.; LEWIS TESSER, Tesser, Ryan & Rochman, LLP

Credit: 3.0 ethics*

ETHICS

The New New York Rules of Professional Conduct and Their Impact on Criminal Practice
10 TUESDAY, 6 PM – 9 PM
This program will explore, through hypotheticals, the most significant changes in the new ethics rules that have an impact on criminal practice in state and federal courts. The issues include candor to the tribunal, confidentiality and its exceptions, duty to disclose evidence, conflicts, and obligations in cases of alleged wrongful convictions.

Program Chair:
BARRY R. TEMKIN, Mound Cotton Wollan & Greengrass

Faculty:
PERY D. KRINSKY, Law Offices of Michael S. Ross; LAWTON W. SQUIRES, Herzfeld & Rubin, P.C.; LEWIS TESSER, Tesser, Ryan & Rochman, LLP

Credit: 3.0 ethics*
**Video Replay: Significant Ethical Issues Facing Inside Counsel: What In-House Counsel and Those Who Advise Them Need to Know**

30 MONDAY, 6 PM – 9 PM

This video replay explores ethics issues of significance to inside counsel and outside counsel working with inside counsel. Topics covered include: corporate-family conflicts in the age of insolvency, secondments, legal outsourcing overseas, the “no contact” rule and inside counsel, advance waivers and the use of screens, and the pitfalls of inside counsel acting as negotiator.

**Program Chair:**
**DAVID G. KEYKO**, Pillsbury Winthrop Shaw Pittman LLP

**Faculty:**
**RONALD C. MINKOFF**, Frankfurt Kurnit Klein & Selz PC; **PROFESSOR ROY D. SIMON**, Howard Lichtenstein Distinguished Professor of Legal Ethics, Hofstra Law School

**Credit:** 3.0 ethics*

---

**FAMILY LAW**

Matrimonial Law in the Tri-State Area: The Critical Distinctions Every Practitioner Must Know and Hot Tips from the Experts

23 MONDAY, 6 PM – 8:30 PM

A prominent faculty of attorneys will discuss the interplay of matrimonial law among New York, New Jersey, and Connecticut through a fact pattern designed to elicit the key distinctions every practitioner needs to be aware of in everyday practice. The second half of the program will be devoted to a highly informative, rapid-fire session comprised of 10-minute hot tips, strategies, and techniques shared by a panel of experienced professionals from the bench, bar, and valuation community. This program is a must for experienced matrimonial attorneys as well as general practitioners and attorneys interested in working in the matrimonial area.

**Program Co-Chairs:**

**Faculty:**

**Credit:** 2.5 total: 1.5 PP & 1.0 skills*

---

**INSURANCE**

Insurance Law: The Basics

9 MONDAY, 6 PM – 9 PM

Most commercial transactions and civil litigations have an insurance component. This program provides the nuts and bolts of New York Insurance Law and is designed for attorneys who encounter insurance issues in their practice. The faculty of seasoned speakers will present practical information on issues that regularly arise, including policy application and rescission, reservation of rights, disclaimer of coverage and the defense and indemnity obligation, unfair claim settlement practices, and bad faith litigation.

**Program Chair:**
**MONTE E. SOKOL**, L’Abbate, Balkan, Colavita & Contini LLP

**Faculty:**
**KENNETH M. LABBATE**, Mound Cotton Wollan & Greengrass; **JILLIAN MENNA**, L’Abbate, Balkan, Colavita & Contini LLP; **BRIAN A. SMITH**, Smith & Newman LLP

**Credit:** 3.0 total: PP*

---

**INTELLECTUAL PROPERTY**

Trademark Basics and Beyond

5 THURSDAY, 6 PM – 9 PM

In today’s brand-conscious environment, all practitioners should know the basics of trademark
This program will provide an overview of the basic principles of trademark law and brand protection, including (a) trademark selection and strategies for searching and clearing a mark in the United States and internationally, (b) procedure for registering a mark with the U.S. Patent & Trademark Office, including strategies for overcoming substantive and technical refusals to the application, (c) basics of trademark registration and protection in select countries around the world, (d) the intersection of trademarks and domain names, including the Uniform Domain-Name Dispute-Resolution Policy (UDRP), and (e) basics of trademark enforcement.

Program Chair:
MONICA B. RICHMAN, Sonnenschein Nath & Rosenthal LLP

Faculty:
CECELIA M. DEMPSEY, Director, Senior Attorney, Trademarks & Patents, Burger King Corporation; VICTORIA J.B. DOYLE, Fried, Frank, Harris, Shriver & Jacobson LLP; SHIRIN KEEN, Davis & Gilbert LLP; DENNIS S. PRAHL, Ladas & Parry LLP; RICHARD SAMSON, Senior Counsel, The New York Times Company

Credit: 3.0 PP*

Executive Compensation and Other Pay Practices in the New Era on Wall Street and Beyond
12 THURSDAY, 6 PM – 8 PM
At this timely annual program, a panel of prominent attorneys representing both individuals and firms focuses on the most effective strategies for managing executive compensation and employee pay practices in today’s turbulent times. What policies and provisions will comply with the requirements of recent legislation and the demands of increasingly active shareholders, yet still meet the company’s personnel needs? Particular attention will be paid to the increasing use of clawback provisions in employment agreements, incentive compensation programs, and severance arrangements. What are the issues, and how are they managed most effectively by both firms and employees so as to avoid disputes? How should counsel handle the disputes that will inevitably follow the changing practices?

Program Chair:
ROBERT D. KRAUS, Kraus & Zuchlewski LLP

Faculty:
SCOTT BROWNING GILLY, Thompson Wigdor & Gilly LLP; JEFFREY M. KANTER, Managing Director, Frederic W. Cook & Co., Inc.; LINDA E. RAPPAPORT, Shearman & Sterling LLP

Credit: 2.0 PP*

Writing to Persuade
20 FRIDAY, 9 AM – 4:30 PM
You’ve thought through the case again and again. You’ve mastered the facts and the law, found a story to tell, decided how to shape the issues, lined up your authorities. Now you have to write a brief that holds the attention of—and persuades—an overworked, impatient judge who reads hundreds of briefs a year.

Writing to Persuade demonstrates how to write briefs that are clear, credible, and persuasive. It doesn’t teach you “tips” or “tricks.” Instead, it starts from the fundamental principles of rhetoric and psychology that show you how to think coherently about the techniques of persuasion. Building on those principles, this program gives you concrete, practical methods for writing and editing a brief so that its organization, style, and tone present your argument in the best possible light. The program mixes lecture with the discussion of many examples and features exercises throughout the day. It is lively, fast moving, and thought-provoking.

This program assumes that you are comfortable with the substantive aspects of writing briefs. It therefore does not include such basics as case analysis, defining issues, and constructing an argument.

This program will not be available on tape. You only have one chance to see it, live.

Co-Sponsored by ALI-ABA

Program Instructor:
TIMOTHY P. TERRELL, Professor of Law, Emory University School of Law; Consultant, LAWriters LLC

Credit: 7.0 total: 6.0 skills & 1.0 ethics*

*This live program provides New York & California transitional/non-transitional credit to all attorneys. Credit abbreviations: PM=practice management; PP=professional practice
Workplace Issues Affecting Lesbian, Gay, Bisexual, Transgender, and Gender Non-Conforming Employees and Their Employers

6 FRIDAY, 9 AM – 12 PM

Employers and employees face a myriad of issues navigating the ever-changing tide of legal developments affecting LGBT communities. Experienced management- and employee-side attorneys will address the current law, trends, and best practices impacting LGBT and gender non-conforming workers. The panel will provide an update on discrimination, retaliation, and harassment cases and proposed laws as well as policies that promote an inclusive workplace. The panel will also discuss benefits issues for transgender employees and the same-sex partners of employees.

Program Co-Chairs:
CARMELYN P. MALALIS, Outten & Golden LLP; FRANK F. MARTINEZ, Law offices of Frank F. Martinez LLC

Faculty:
JORDAN BACKMAN, Senior Benefits Counsel, Sony Corporation of America; KEN CHOE, Senior Staff Attorney, ACLU LGBT Rights & AIDS Projects; LISA A. LINKSY, McDermott Will & Emery LLP; MICHAEL D. SILVERMAN, Executive Director, Transgender Legal Defense & Education Fund, Inc.

Co-Sponsored by: The Lesbian, Gay, Bisexual & Transgender Law Association of Greater New York (LeGaL); National Association of Women Lawyers; & The National LGBT Bar Association

Credit: 3.0 PP*
Events at the New York City Bar

District Attorney Candidates’ Debate
The three Democratic candidates for Manhattan District Attorney debate at the New York City Bar on September 10th. From left to right: Richard Aborn; Cyrus R. Vance Jr., who won the Democratic primary; and Leslie Crocker Snyder.

Deferred Associate Training

Climate Change
Dr. Yvo de Boer, Executive Secretary of the United Nations Framework Convention on Climate Change, addresses the New York City Bar on September 23rd, calling for U.S. leadership on climate change agreements. The event was hosted by six of the City Bar’s committees.

Human Rights in Iran
A panel of scholars, lawyers, and journalists discuss human rights in Iran at the City Bar on September 29th. From left to right: Roozbeh Mirebrahimi, Journalist and Blogger; Mehrangiz Kar, Human Rights Attorney, Author, Activist; Renee Redman, Executive Director, Iran Human Rights Documentation Center; Gary Sick, Senior Research Scholar, Adjunct Professor, Columbia University; Mark Shulman, Pace Law School, Chair, City Bar Council on International Affairs.

Photography: Sara Shannon
COUNCIL ON JUDICIAL ADMINISTRATION
Letter commenting on the proposed revisions to the Rules of the Commission on Judicial Nomination. The proposed revisions are designed to provide more transparency to the selecting and nominating process, attract a wide range of well-qualified candidates, promote diversity, and utilize a fair and unbiased process.

HEALTH LAW
SEX AND LAW
Report expressing support for S.5808, the Reproductive Health Act, which would modernize New York law by moving the provisions regulating abortion and contraception from the Penal Law to the Public Health Law and would confirm that women have a right to privacy and the right to choose to continue or end a pregnancy under New York law.

INVESTMENT MANAGEMENT REGULATION
Letter to the SEC which provides the following three principal comments on proposed amendments (File No. S7-11-09) to Rule 2a-7 and certain other rules governing money market funds under the Investment Company Act of 1940: (1) that the SEC avoid expanding the list of determinations money market fund directors are required to make under Rule 2a-7; (2) that Rule 17a-9 be further expanded to cover additional classes of transactions; and (3) that the SEC consider, in a separate proposal, additional rulemaking to permit money market fund boards to approve a money market fund’s combination with another money market fund and to address the practical difficulty that applicable state law may require a shareholder vote to approve a liquidation of the type contemplated by Rule 22e-3 or such a fund combination.

LESBIAN, GAY, BISEXUAL, AND TRANSGENDER RIGHTS
Amicus Brief: Lewis v. NYS Department of Civil Service, filed with the New York State Court of Appeals. The brief emphasizes that the recognition of out-of-state marriages between same-sex couples is supported by common law in New York State as well as by public policy. The brief urges the court to recognize marriages between same-sex couples validly executed in other jurisdictions, as such marriages are neither expressly prohibited by New York law nor abhorrent to New York’s public policy.

Testimony before the New York City Council in support of Resolution No. 2172, which would call upon the United States Congress to pass the Uniting American Families Act (H.R.1024/S.424). The Bill would amend the Immigration and Nationality Act to permit U.S. citizens and legal residents in same-sex relationships to sponsor their partners for immigration purposes in the same manner as spouses of citizens and lawful permanent residents, and to penalize immigration fraud in connection with permanent partnerships.

TAXATION OF BUSINESS ENTITIES
Report offering proposed guidance regarding the Passive Foreign Investment Company (PFIC) rules, which would allow them to work more effectively. The report makes recommendations regarding: (1) qualified electing fund elections, (2) the asset test for passive foreign investment companies, (3) treatment of trusts, and (4) multi-tiered passive foreign investment companies.

---

**Seeking a reliable referral source or qualified co-counsel?**

**CALL THE LEGAL REFERRAL SERVICE**

Executive Director, Allen Charne at (212)382-6775 or Managing Attorney, Clara Schwabe at (212)382-6715

When you have a conflict of interest, or need to refer a client to an attorney knowledgeable in an area you don’t cover – turn to LRS. You can be confident that your client will be represented by experienced and competent lawyers.

We receive referrals from attorneys who cannot represent a client for any specific reason. For more information call 212.382.6775
<table>
<thead>
<tr>
<th>Event</th>
<th>Date</th>
<th>Member</th>
<th>Non-member</th>
</tr>
</thead>
<tbody>
<tr>
<td>An Introduction to Probate and How to Avoid It</td>
<td>November 2</td>
<td>$215</td>
<td>$285</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$335</td>
<td>$405</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>**Basic Mediation Training: Conflict Resolution Theory and Techniques</td>
<td>November 2–3 &amp; 9–10</td>
<td>$1595</td>
<td>$1895</td>
</tr>
<tr>
<td>The Dirt on Ground Leases: Their Use as Vehicles for the Development</td>
<td>November 4</td>
<td>$215</td>
<td>$325</td>
</tr>
<tr>
<td>and Financing of Commercial Real Estate</td>
<td></td>
<td>$335</td>
<td>$405</td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Trademark Basics and Beyond</td>
<td>November 5</td>
<td>$215</td>
<td>$325</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$335</td>
<td>$405</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Workplace Issues Affecting Lesbian, Gay, Bisexual, Transgender, and</td>
<td>November 6</td>
<td>$215</td>
<td>$325</td>
</tr>
<tr>
<td>Gender Non-Conforming Employees and Their Employers</td>
<td></td>
<td>$335</td>
<td>$405</td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Insurance Law: The Basics</td>
<td>November 9</td>
<td>$215</td>
<td>$325</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$335</td>
<td>$405</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>The New York Rules of Professional Conduct and Their Impact on</td>
<td>November 10</td>
<td>$245</td>
<td>$355</td>
</tr>
<tr>
<td>Criminal Practice</td>
<td></td>
<td>$365</td>
<td>$435</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$475</td>
<td>$565</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Securities Offering Process: The Basics and Beyond</td>
<td>November 11</td>
<td>$205</td>
<td>$315</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$335</td>
<td>$405</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Executive Compensation and Other Pay Practices in the New Era on</td>
<td>November 12</td>
<td>$205</td>
<td>$315</td>
</tr>
<tr>
<td>Wall Street and Beyond</td>
<td></td>
<td>$335</td>
<td>$405</td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Strategies to Selecting a Jury</td>
<td>November 16</td>
<td>$195</td>
<td>$305</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$335</td>
<td>$405</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>The Impact of the Current Environment on Private Investment Funds</td>
<td>November 17</td>
<td>$245</td>
<td>$355</td>
</tr>
<tr>
<td>and Their Managers</td>
<td></td>
<td>$365</td>
<td>$435</td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$475</td>
<td>$565</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Everyday Ethical Challenges in the Practice of Law</td>
<td>November 19</td>
<td>$245</td>
<td>$355</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$365</td>
<td>$435</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$475</td>
<td>$565</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>**Writing to Persuade</td>
<td>November 20</td>
<td>$205</td>
<td>$315</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$335</td>
<td>$405</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>Materials Only (no CLE credit)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Matrimonial Law in the Tri-State Area: The Critical Distinctions</td>
<td>November 23</td>
<td>$205</td>
<td>$315</td>
</tr>
<tr>
<td>Every Practitioner Must Know and Hot Tips from the Experts</td>
<td></td>
<td>$335</td>
<td>$405</td>
</tr>
<tr>
<td>CDs (includes materials)</td>
<td>$445</td>
<td>$535</td>
<td></td>
</tr>
<tr>
<td>DVDs (includes materials)</td>
<td>$105</td>
<td>$135</td>
<td></td>
</tr>
<tr>
<td>Video Replay: Developing Issues in Derivatives Law 2009</td>
<td>November 24</td>
<td>$235</td>
<td>$345</td>
</tr>
<tr>
<td>Video Replay: Significant Ethical Issues Facing Inside Counsel: What</td>
<td>November 30</td>
<td>$245</td>
<td>$355</td>
</tr>
<tr>
<td>In-House Counsel and Those Who Advise Them Need to Know</td>
<td></td>
<td>$365</td>
<td>$445</td>
</tr>
<tr>
<td>Private Investment Funds and Their Managers</td>
<td></td>
<td>$475</td>
<td>$565</td>
</tr>
<tr>
<td>The Critical Distinctions Every Practitioner Must Know and Hot Tips</td>
<td></td>
<td>$105</td>
<td>$135</td>
</tr>
<tr>
<td>from the Experts</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

CITY BAR CENTER FOR CLE POLICIES
Member rates apply to City Bar and co-sponsoring organization members. A $25 "walk-in" fee will be charged for reservations received after 3:00 p.m. one business day prior to the program.

For more information on registration, cancellations, refunds, fees and credit, please visit our website at www.nycbar.org or call 212.382.6663.

All registrations must be prepaid by either credit card or a check made payable to: City Bar Center for CLE or New York City Bar.

Name
Member
Non-member
Firm
Title
Address
City
State
Zip
Phone
Email
Total Enclosed $

Please charge $_______ to my:  ☐ Mastercard  ☐ Visa  ☐ American Express
Card Number
Exp. Date

Signature
Amid the continued economic gloom of 2009 it takes a leap of faith, a healthy dose of optimism, and lots of planning to start a small law firm. Some of you have been dreaming about this for years, others are being forced into it by layoffs. Unlike thousands of people in various industries who have lost their jobs, your degree provides you with the unique opportunity to be your own boss. However, it must be done the right way. To answer your questions and address your needs, the Small Law Firm Center of the New York City Bar has developed this year’s Sixth Annual Law Practice Management Symposium, entitled "Jumping in and Staying Afloat in Your Solo or Small Firm Practice." Its focus is on how solo and small firm practitioners can start up, maintain, and grow their firms most efficiently during a tough economic climate.

## AGENDA

<table>
<thead>
<tr>
<th>TIME</th>
<th>TRACK 1:</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30 am - 9:00 am</td>
<td>Networking Breakfast Sponsored by Westlaw.</td>
</tr>
<tr>
<td>9:00 am - 9:45 am</td>
<td>Plenary Session: Cost-Effective Marketing</td>
</tr>
<tr>
<td>10:00 am - 10:45 am</td>
<td>Small Firm Startup on a Shoestring Budget</td>
</tr>
<tr>
<td>11:00 am - 12:30 pm</td>
<td>Plenary Session: Escrow Accounts</td>
</tr>
<tr>
<td>12:30 pm - 1:30 pm</td>
<td>Networking Lunch</td>
</tr>
<tr>
<td>1:30 pm - 2:15 pm</td>
<td>Best Strategies to Grow Your Small Firm</td>
</tr>
<tr>
<td>2:30 pm - 3:00 pm</td>
<td>Plenary Session: Client Base - LRS</td>
</tr>
<tr>
<td>3:00 pm - 4:00 pm</td>
<td>Plenary Session: Work-Life Synergy</td>
</tr>
<tr>
<td>4:00 pm - 5:00 pm</td>
<td>Wind-Down Reception with Live Music by the &quot;Mad Jazz Hatters.&quot;</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>TIME</th>
<th>TRACK 2:</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:30 am - 9:00 am</td>
<td>Networking Breakfast Sponsored by Westlaw.</td>
</tr>
<tr>
<td>9:00 am - 9:45 am</td>
<td>Plenary Session: Cost-Effective Marketing</td>
</tr>
<tr>
<td>10:00 am - 10:45 am</td>
<td>Small Firm Tech Support</td>
</tr>
<tr>
<td>11:00 am - 12:30 pm</td>
<td>Plenary Session: Escrow Accounts</td>
</tr>
<tr>
<td>12:30 pm - 1:30 pm</td>
<td>Networking Lunch</td>
</tr>
<tr>
<td>1:30 pm - 2:00 pm</td>
<td>Solo and Small Law Firms (Westlaw)</td>
</tr>
<tr>
<td>2:30 pm - 3:00 pm</td>
<td>Plenary Session: Client Base - LRS</td>
</tr>
<tr>
<td>3:00 pm - 4:00 pm</td>
<td>Plenary Session: Work-Life Synergy</td>
</tr>
<tr>
<td>4:00 pm - 5:00 pm</td>
<td>Wind-Down Reception with Live Music by the &quot;Mad Jazz Hatters.&quot;</td>
</tr>
</tbody>
</table>

### “Seasoned Solo” Drop-In Networking Center

*Brainstorm about your practice with your colleagues in the “Seasoned Solo” Drop-In Center*

### EXHIBITORS

- Accurate Building Inspectors
- Amicus Attorney/PSN Solutions, Inc.
- The David J. Yvars Group, Trust & Estate Services
- HSBC Premier Corporate & Professional Legal Team
- Hudson Valley Bank
- Law Firm Merchant Account
- Law Firm Suites
- LexisNexis
- MarketingPartners
- Marsh
- OfficeLinks
- PC Law/I. Michael Cash & Associates
- Tabs3/PracticeMaster
- Thomson Findlaw
- Translation & Interpretation Agency
- USI Affinity
- US Small Business Administration
- West Forms - ProDoc
- West - Westlaw
- Your Wall Street Office Inc.
### WORKSHOPS

**9:00 am - 9:45 am**

**Plenary Session: Cost-Effective Marketing, Online Presence and Social Networking**

Are you concerned where new clients will come from in a down economy? Do you worry that with the increased competition your existing clients may turn elsewhere? This session will help you deepen relationships with current clients, connect with referral sources, gain visibility for your services and communicate effectively with multiple audiences on- and off-line.

**MODERATOR:** Anthony M. Verna, III, Weiss Imbesi PLLC  
**SPEAKERS:** Carol Schiro Greenwald, MarketingPartners  
Tony Loscalzo, Thomson Findlaw

**Track 1: 10:00 am - 10:45 am**

**Small Firm Startup on a Shoestring Budget**

Explore entity choice, startup banking, office space, insurance and legal research needs for a newly born law practice.

**MODERATOR:** Mark Josephson, Murray & Josephson, CPA, LLC  
**PANELISTS:**  
Shelly Lawson, USI Affinity  
Gabriel Luber, Your Wall Street Office, Inc.  
Roy S. Lyons, Marsh  
Usman Farooq, Hudson Valley Bank  
Bill Franck, LexisNexis

**Track 2: 10:00 am - 10:45 am**

**Small Firm Tech Support**

Learn how the latest tech tools can help make your small practice operate more efficiently.

**MODERATOR:** Anthony M. Verna, III, Weiss Imbesi PLLC  
**PANELISTS:**  
Paul Sans, Amicus Attorney, PSN Solutions, Inc.  
Harry Salavantis, Tabs3/PracticeMaster  
Michael Cash, PC Law/I. Michael Cash & Associates  
Amy Porter, Law Firm Merchant Account  
Harsh Mehta, OfficeLinks

**11:00 am - 12:30 pm**

**Plenary Session: Escrow Accounts: Learn the Rules/Avoid the Pitfalls**

Learn what every solo and small firm practitioner needs to know about attorney escrow accounts and the IOLA Fund. Get practical information on Attorney Trust accounting and recordkeeping, and court rules regarding missing client funds and dishonored checks.

**MODERATOR:** Deborah Rosenthal, Rosenthal Attorneys at Law, PC.  
**PANELISTS:**  
Stephen Brooks, General Counsel, IOLA Fund  
Sherry K. Cohen, First Deputy Chief Counsel, Departmental Disciplinary Committee, Supreme Court, Appellate Division, First Judicial Department

**Track 1: 1:30 pm - 2:15 pm**

**Best Strategies to Grow Your Small Firm in a Down Economy**

Brush up on financing and accounting basics for your growing small firm. Learn how to build strategic alliances with other lawyers.

**MODERATOR:** Olivia Medenica, Wahab & Medenica, LLC  
**SPEAKERS:**  
Mark Josephson, Murray & Josephson, CPA, LLC  
Martha Soffer, US Small Business Administration  
Berk Saka, HSBC  
Stephen T. Furnari, Law Firm Suites

**Track 2: 1:30 pm - 2:00 pm**

**Solo and Small Firms: Equalizing the Legal Playing Field**

Learn which tools solo and small law firms are employing to seize the momentum in today’s competitive business environment. We’ll show you the strategies these firms are using to close the gap between small and large law firms.

Please join us for a fast-moving interactive seminar. Whether your firm represents clients in litigation or transactional matters, information is power. We’ll show you how to leverage the resources you have now and demonstrate the fastest way to drastically cut the time your firm spends on finding information – technology tools to make your firm more productive and profitable.

**SPEAKER:** Tina McCrea, West - Westlaw

**2:30 pm - 3:00 pm**

**Plenary Session: Expand Your Client Base - Business Opportunities through the Association’s Legal Referral Service**

Find out how to join the oldest and largest legal referral service in New York State. Learn how NYC Bar’s LRS works and how it can help you expand your client base.

**SPEAKER:** Allen Charne, Executive Director, Legal Referral Service, a Joint Service of the New York City Bar & NYCLA

**3:00 pm - 4:00 pm**

**Plenary Session: Finding Your Coast of Utopia - Cultivating Work-Life Synergy for A Solo or Small Law Firm Practitioner**

This workshop will help you build real skills and achieve personal and professional success by managing time, relationships, and tasks in your legal and personal experience.

**MODERATOR:** Eileen Travis, Director of Lawyer Assistance Program, New York City Bar  
**SPEAKER:** Arnie Herz, Legal Sanity Learning Programs
Career Search Support Group

Due to popular demand, the City Bar will continue to hold support groups for its members who have been affected by the current economic climate. The group will be led by practicing attorney, psychologist, and Assistant Clinical Professor of Psychiatry at Einstein Medical School Sylvan Schaffer. The meetings are not self-contained but continuous and progressive, so the participants should try to come for multiple sessions.

Dr. Schaffer has a unique approach that will help members cope with the emotional and psychological blocks related to job loss and job search. Through coaching, skills training, and instructive material, the support group will:

- Provide a forum for members to discuss the impact of job loss and search on their lives
- Help members overcome hurdles in job searching – negative thinking, shame, diminished self-esteem, and depression
- Address ‘myths’ of what lawyers can and cannot do, like temporary or contract work
- Assist members in refocusing their energy on a new venture before abandoning the profession

There will be ample opportunity for the participants to discuss their particular needs and feelings regarding their situation. The group will meet Wednesdays from 12 PM – 1 PM at the House of the Association, on the dates listed below.

Meeting times:
Wednesdays, 12 PM – 1 PM
4 November
11 November
2 December

This program is free of charge and is only open to members. Registration for each date is required. Please register online at www.nycbar.org.

November Career Development and Networking Events and CLE Courses

2 MONDAY & 3 TUESDAY, 9 AM – 5 PM
CLE – Basic Mediation Training: Conflict Resolution Theory & Techniques (Parts 1 and 2 of 4-part workshop)

3 TUESDAY, 6:30 PM – 8 PM
You’ve Survived Your First Year of Law School: Now What? A Roadmap for Law Students

5 THURSDAY, 8:30 AM – 5 PM
Sixth Annual Law Practice Management Symposium: Jumping in and Staying Afloat in Your Solo or Small Firm Practice

9 MONDAY & 10 TUESDAY, 9 AM – 5 PM
RECEPTION, 10 TUESDAY, 5 PM – 6 PM
CLE – Basic Mediation Training: Conflict Resolution Theory & Techniques (Parts 3 and 4 of a 4-part workshop)

11 WEDNESDAY, 6:30 PM
Is a Contract, Freelance, Staff, or Discovery Attorney Position Right for You?

12 THURSDAY, 12:30 PM – 2 PM
Small Law Firm Luncheon – Growing Your Practice Rethinking the Billable Hour: Value, Pricing, and Billing Second of a three-part luncheon series

12 THURSDAY, 6:30 PM – 8:30 PM
Japanese Whisky Tasting & Cocktail Reception
Young Lawyers Connect – First Thursdays

12 THURSDAY, 7 PM
City Bar Contemplative Lawyers Group: Contemplative Approaches to Legal Questions

16 MONDAY, 8:30 AM
Resume and Cover Letter Writing: Telling Your Story, Selling Yourself

19 THURSDAY, 6 PM – 8:45 PM
CLE – Everyday Ethical Challenges in the Practice of Law

20 FRIDAY, 9 AM – 4:30 PM
CLE – Writing to Persuade

Save-the-Date

Annual Pass the Bar Reception
DECEMBER 3RD, 6 PM – 8 PM