



**SPEAKER  
LEADS  
2013**

## Welcome to the 2013 Edition of Speaker Leads

An extensive resource for ALA Regional and Chapter educational planners and committees, our Speaker Leads provides information on speakers who have spoken at ALA events during 2013 and have been evaluated as **above average** by ALA members attending those presentations. Speakers have been categorized into the following areas:

**Communication & Organizational Management (CM)**  
**Financial Management (FM)**  
**Human Resource Management (HR)**  
**Legal Industry/Business Management (LI)**  
**Operations Management (OM)**

The event where the session took place and the session title of each presentation is noted under **Event/Topic**. **Prefixes** indicate the events as follows:

<b>A</b>	Annual Educational Conference and Exposition – National Harbor, MD
<b>R1/3</b>	Regions 1/3 Educational Conference – Cleveland, OH
<b>R2</b>	Region 2 Educational Conference – Memphis, TN
<b>R4</b>	Region 4 Educational Conference – Albuquerque, NM
<b>R5</b>	Region 5 Educational Conference – Anchorage, AK
<b>R6</b>	Region 6 Educational Conference – Reno, NV
<b>LFA</b>	Large Firm Principal Administrators Retreat – Scottsdale, AZ
<b>IP</b>	IP Conference for Legal Professionals – National Harbor, MD
<b>ECLA</b>	Essential Competencies for Legal Administrators, Los Angeles, CA
<b>F</b>	Law Firm Financial Management Conference – Los Angeles, CA
<b>W</b>	Webinar

If you are looking for a particular topic or speaker not listed in this publication, please feel free to contact the Professional Development Department at 847.267.1252 for additional leads and assistance. The final page of this list is a Speaker Recommendation Form. If you have recommendations, please fill out this form and if possible attach the speaker's biography. We are always interested in hearing what topics are of interest to our members as well as discovering new speakers to present at our conferences and Webinars. Also while biographical and contact information was valid at the time of posting, content will not be updated on the web or otherwise until the 2013 edition. For up to date web and email information, please contact the speaker directly.

## **COMMUNICATIONS AND GENERAL MANAGEMENT**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
James R. Bailey, Ph.D.	George Washington University	<a href="mailto:jbailey@gwu.edu">jbailey@gwu.edu</a> (202) 994-1669	A - Strategic Leadership: Application of Leadership Frameworks	James R. Bailey, Ph.D., is the Hochberg Professor of Leadership Development and Director of the World Executive MBA Program at The George Washington University School of Business (GWSB), and a Fellow in the Centre for Management Development, London Business School. He has been the recipient of many teaching distinctions, including three GWSB Outstanding Educator Awards, and in 2006 was named one of the world's top 10 executive educators by the International Council for Executive Leadership Development. Bailey currently serves as Editor-in-Chief of the <i>Academy of Management Learning and Education</i> .
Barbara Braunstein	Barbara Braunstein & Associates	<a href="mailto:b.braunstein@att.net">b.braunstein@att.net</a> (800) 827-0063	A - Is Your Filter Blurring Your Actions? How Attitudes Affect Skills	Barbara Braunstein started her career in the airline industry – first as an international flight attendant, and then as a supervisor and trainer. From there she moved on to hospital administration – developing projects, managing and supervising several different departments. Braunstein was also a former runway model and competitive tennis player. She is now the President of Barbara Braunstein & Associates.
Jayson L. Dibble, Ph.D.	Hope College	dibble@hope.edu	W - Saying the Hard Things with Aloha	Jayson L. Dibble, Ph.D., Assistant Professor in the Department of Communication at Hope College specializes in relational communication, particularly within face-to-face settings. His research areas include interpersonal communication, persuasion, health, and youth and family communication. His current interests are in the dynamics and communication implications regarding the interpersonal delivery of bad news.
Barbara A. Foley, CLM	RatnerPrestia, PC	<a href="mailto:bafoley@ratnerprestia.com">bafoley@ratnerprestia.com</a> (610) 993-4233	A - Save Me a Seat at the Table: How to Become a Strategic Resource	Barbara A. Foley, CLM, Chief Operating Officer of RatnerPrestia, PC in Valley Forge, Pennsylvania, an intellectual property firm. Foley has worked in the legal industry for more than 20 years. She has served in numerous ALA leadership positions and was the ALA Region 1 Director. She has also been a frequent speaker at ALA Conferences and contributor of articles relating to law firm management.
Ruth Fry	Saul Ewing LLP	<a href="mailto:rfry@saul.com">rfry@saul.com</a> (410) 332-8876	A - Diversity & Inclusion Leadership: Are You Ready?	Ruth V. Fry is Office Manager for the Baltimore office of Saul Ewing LLP. She has been instrumental in furthering the firm's diversity initiative, as well as diversity initiatives throughout Baltimore's legal community and is one of the driving forces behind the firm's popular annual Diversity Retreat. She has also served as Diversity Chair of the Maryland Chapter of ALA since 2009 and has been a member of ALA's Diversity & Inclusion Committee since 2011. Last year, Fry's work as Diversity Chair of the Maryland Chapter earned her the Region 2 ALA Volunteer of the Year Award.

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Lynn Gaertner-Johnson	Syntax Training	lynng@syntaxtraining.com (206) 782-8410	R2 and R4– Business Writing: Get Results One Message at a Time	Lynn Gaertner-Johnson, Principal of Syntax Training, has been helping employees and managers write better for more than 20 years. Through her company, she has led writing seminars for dozens of firms and organizations, among them Dorsey & Whitney, the King County Prosecuting Attorney’s Office, and many ALA meetings and conferences. She has been quoted on business writing etiquette in <i>The Wall Street Journal</i> , <i>The Atlantic</i> and other media, and is the author of <i>Business Writing With Heart: How to Build Great Work Relationships One Message at a Time</i> .
Steve Gilliland, CSP, CPAE	Steve Gilliland, Inc.	<a href="mailto:amanda@stevegilliland.com">amanda@stevegilliland.com</a> (866) 445-5452	R4 – Making a Difference	Steve Gilliland, CSP, CPAE, Principal of Steve Gilliland, Inc., is a member of the Speaker Hall of Fame and one of the most sought after and top-rated speakers in North America. Recognized by his peers as a master storyteller and brilliant comedian, he is also a bestselling author who was named Author of the Year in 2010. Gilliland has been recognized by Who's Who for speakers and business professionals and has shared the platform with numerous dignitaries and celebrities.
Marguerite Ham	Igniting Success, LLC	<a href="mailto:marguerite@ignitingsuccess.net">marguerite@ignitingsuccess.net</a> (303) 646-2857	A - Memory Skills -The Magic of a Mighty Memory	Marguerite Ham, Principal of Igniting Success, is a business coach, trainer, memory expert and author of <i>How to Remember Anything in 60 Minutes or Less</i> , <i>How to Remember What’s His Name</i> and the audio series <i>Total Recall</i> . Her training has improved the effectiveness and increased individual productivity for the past 20 years in organizations such as Lucent Technologies, TRW, Lockheed Martin, FDIC, Bell Canada and associations worldwide.
Rob Hazlett, J.D.	Hazlett Law Firm	<a href="mailto:robertscott71@comcast.net">robertscott71@comcast.net</a>	R1/3 – Trans Gender Insights & Perspectives	Rob Hazlett, J.D., will offer perspectives by someone in the early stages of transitioning. An attorney with Hazlett Law Firm, he serves as a Board Member for OutFront Minnesota, and is devoted to serving families and individuals in the LGBT community.
Dale Henry, Ph.D.	Your Best Unlimited	<a href="mailto:dale@drdalehenry.com">dale@drdalehenry.com</a> (800) 794-9409	R2- The Only Four Letter Word Everybody Should Use	Dale Henry, Ph.D., Founder of Your Best Unlimited, grew up in the foothills of the Smoky Mountains, an area that is bountiful in hospitality and storytelling. He has been a teacher, principal, dean of the oldest college in Tennessee, a businessperson, author, speaker and trainer. In customer service over half of his life, he combines his customer service experience with his unique ability to captivate audiences. Since he began speaking just a few short years ago, corporate, government and educational agencies call on Dr. Henry regularly to have him train their professionals. He is the author of <i>The Proverbial Cracker Jack: How to Get Out of The Box And Become The Prize</i> .

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Judy Hissong, CLM	Nesso Strategies LLC	<a href="mailto:judy@nessostrategies.com">judy@nessostrategies.com</a> (619) 546-7885	R2-24/7: Surviving or Thriving?  R5 – Stealth Leadership  ECLA - The Administrator As Leader	Judy Hissong, CLM, Principal of Nesso Strategies, LLC, partners with law firm professionals for strategic planning, leadership development, executive coaching, team-building play shops and training in conflict and communication skills. As a former ALA member, she's held numerous ALA leadership positions, including Chair of the 2006 Annual Conference Committee. A popular speaker, Hissong speaks frequently at ALA Conferences.
Laura Hlavacek, SPHR	Hinshaw & Culbertson, LLP	<a href="mailto:hlavacek@hinshawlaw.com">hlavacek@hinshawlaw.com</a> (312) 704-3090	A - Diversity & Inclusion Leadership: Are You Ready?	Laura J. Hlavacek, SPHR, is the Director of Human Resources at Hinshaw & Culbertson LLP and a member of the firm's Diversity Committee where she is the current Chair. She was Director of HR & Diversity for five years at Freeborn & Peters and spent eight years at Hewitt Associates as HR Business Partner, Talent Manager and Senior Diversity Manager. She earned an MBA at the Kellogg Graduate School of Management and is certified as a Senior Professional in Human Resources (SPHR).
Ellen Krug, J.D.	Call for Justice	<a href="mailto:ellen.krug@callforjustice.org">ellen.krug@callforjustice.org</a> (319) 360-1692	R1/3 – Trans Gender Insights & Perspectives	Ellen Krug, J.D., transitioned from male to female in 2009, and is one of the few attorneys in the country to try lawsuits in separate genders. She practiced law in Massachusetts and Iowa, and at one time founded and oversaw a law firm specializing in trial work. Author of the recently published book, <i>Getting to Ellen: A Memoir about Love, Honesty and Gender Change</i> , Krug is a frequent speaker on the life lessons learned as she traveled on her "gender journey." She is currently the Executive Director of a Minnesota based non-profit organization.
Jeff Lanza	Communication Dynamics LLC and Retired FBI Special Agent	<a href="mailto:jefflanza@thelanzagroup.com">jefflanza@thelanzagroup.com</a> (816) 853-3929	R2 – Keynote Address: Leadership Communication: Develop, Deliver, Connect	Jeff Lanza, Principal of Communication Dynamics LLC, is a retired FBI Agent where he investigated organized crime, cyber-crime and terrorism. For nearly two decades, he also served as a spokesman and a public face of the FBI. In this capacity, he learned how to communicate effectively in critical situations with diverse audiences, including the public, the media and Congress. In his retirement from the Bureau, he appears regularly on national news and has presented to thousands around the globe. His latest book, <i>"Pistols to Press,"</i> explores issues involving leadership, communication and the media, and has received critical acclaim from national media figures.

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Carl A. Leonard, JD	The George Washington University	<a href="mailto:leonardcarl2@gmail.com">leonardcarl2@gmail.com</a> (831) 656-9254	A - Strategic Leadership: Application of Leadership Frameworks	Carl A. Leonard, JD, is experienced both as a law firm leader and a practicing lawyer. He joined former Hildebrandt International following a 26-year career with Morrison & Foerster as a corporate partner and Chairman of the firm, Leonard has been a Visiting Professor in the MBA Program in Law Firm Management, Nottingham Law School, England; Lecturer, Columbia Business School Executive Education Program; and is currently the Program Director and Adjunct Professor at The George Washington University, College of Professional Studies, Master's Program in Law Firm Management.
Michelle Lipkowitz, JD	Saul Ewing, LLP	<a href="mailto:mlipkowitz@saul.com">mlipkowitz@saul.com</a> (410) 332-8602	A - Diversity & Inclusion Leadership: Are You Ready?	Michelle Lipkowitz, JD, is Partner at Saul Ewing, LLP. She focuses her practice on litigation involving contractual disputes, shareholder disputes, consumer class actions, mortgage fraud, lender liability, construction and products liability. She has extensive experience in complex commercial litigation in various state and federal courts throughout Maryland and across the country representing clients from a broad range of industries. In addition, she is adept at handling bankruptcy issues, check fraud, and claims arising under the Fair Credit Reporting Act, Truth in Lending Act, Equal Credit Opportunity Act, as well as state and federal corporate, securities, commercial and consumer laws.
Devon Meade, MSc	Greater Twin Cites United Way	<a href="mailto:devon.meade@unitedwaytwin-cities.org">devon.meade@unitedwaytwin-cities.org</a> (612) 408-2989	R1/3 – Trans Gender Insights & Perspectives	Devon Meade, MSc, underwent gender transition from female to male in 2009 and is currently a senior research analyst focusing on economics and geography at the Greater Twin Cites United Way in Minneapolis. He holds a Master of Science (MSc) from the London School of Economics in International Development.
Carol Anne Nitsche, CLM	Karr Tuttle Campbell	<a href="mailto:cnitsche@karrtuttle.com">cnitsche@karrtuttle.com</a> (206) 224-8241	A - Diversity & Inclusion Leadership: Are You Ready?	Carol Anne Nitsche, CLM, is an administrator at Karr Tuttle Campbell in Seattle, WA. She currently serves on the Board of Trustees of the Foundation of ALA as Vice President, and is a past Region 5 Director and Region 5 Communications Officer. Nitsche is a recipient of the Spirit of the PSALA Award. She has served on the Association and Regional Nominating Committees, held several leadership positions in the Puget Sound Chapter and has served on many Chapter Committees, including the Diversity Committee.

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Michael Parker, MBA	Value-Centered Solutions, Inc.	<a href="mailto:shethcock@vcsinc.com">shethcock@vcsinc.com</a> (510) 662-3333	R6 – Lead Developmentally Through Value-Centered Management	Michael E. Parker, MBA, is CEO and Founder of Value-Centered Solutions, Inc., and author of <i>Who Said So?</i> After working for Toyota, Parker used his experiences in lean management and his passion for excellence to create his own management philosophy: Value Centered Management. This philosophy gave birth to over 10 businesses in various industries across four states. When many of his most lucrative companies were hit hard by the real estate and investment market downturn, he strengthened his existing businesses and created innovative new technology products and services, launching You Are a CEO and 2DOLife to help people live the life they desire and achieve their greatest potential.
Paul Prestia, Esq.	RatnerPrestia, PC	<a href="mailto:pprestia@ratnerprestia.com">pprestia@ratnerprestia.com</a> (302) 778-3470	A - Save Me a Seat at the Table: How to Become a Strategic Resource	Paul F. Prestia, Esq., RatnerPrestia Senior Counselor & Strategic Advisor, co-founded the firm and led its development as a nationally recognized intellectual property law firm that is highly regarded for its technical skills and professionalism. His awards include the highest recognition for Pennsylvania IP lawyers by Chambers USA and Pennsylvania Super Lawyers, the Distinguished IP Practitioner Award of the Philadelphia Intellectual Property Law Association and a Distinguished Service Medal of the Linn IP Inn Alliance of the American Inns of Court.
Craig Price	Speaker, Author and Podcaster	<a href="mailto:craig@speakercraigprice.com">craig@speakercraigprice.com</a> (877) 572-7890	R4 – How to Put Your Conference into Action: A Reality Check with Craig Price	Craig Price, speaker, author and podcaster, has helped some of the most effective and diverse corporate leaders, from multibillion-dollar manufacturers to top universities, find the path to success. His honest and realistic approach allows them to understand how to achieve change and productivity. Price uses his sharp wit, intelligence and straight talk to deliver entertaining, yet informative programs that allow people to believe in themselves under any circumstances. His weekly podcast "Reality Check with Craig Price" highlights entertaining and educational guests from a wide spectrum of expertise.
Ron Price	Price Associates	<a href="mailto:ron@price-associates.com">ron@price-associates.com</a> (208) 442-0556	R5 – Preparing Tomorrow's Leaders	Ron Price, founder of Price Associates, has more than 35 years of experience in leading successful organizations. He has traveled more than 1 million miles giving more than 1000 speeches in 15 countries, bringing his unique perspective as the president of a global company and business advisor/executive coach to dozens of leaders around the world. Price has been recognized as a thought leader in several areas related to individual and organizational performance. A regular contributor to magazines, radio and TV, he is the author of five books, the latest of which is <i>Treasure Inside: 23 Unexpected Principles That Activate Greatness</i> .

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Stevie Ray	Stevie Ray's Improv Company	<a href="mailto:stevie@stevierays.org">stevie@stevierays.org</a> (612) 825-1832	R6 – Leading Change Through Persuasion	Stevie Ray, Executive Director of Stevie Ray's Corporate Training Services and Stevie Ray's Improv Company, is a successful businessman, an accomplished entertainer, talented writer, lucky husband and worn-out stepdad. In addition to leading his companies, he is a corporate trainer for Fortune 500 companies and start-ups alike, and has been a keynote speaker for conferences and events nationwide. Ray is the author of <i>Quick Thinking for Any Situation</i> ; <i>Working the Room: Networking for Professionals</i> ; <i>What We Laugh At...and Why</i> and <i>Speaking in Public without Sweating in Private</i> .
Peter Sheahan	C/O National Speakers Bureau, Inc.	<a href="mailto:ann@nationalspeakers.com">ann@nationalspeakers.com</a> (847) 295-1122	A - Flip: Turn Challenge into Opportunity and Change into Competitive Advantage	Peter Sheahan is internationally known for inspiring innovative business thinking and creating lasting behavioral change. He is a highly successful entrepreneur with his international thought leadership practice and as the CEO of ChangeLabs™, a global consultancy that builds and delivers large-scale behavioral change projects for clients such as Google, Apple and IBM. He has been voted the Australian National Speakers Association's Keynote Speaker of the Year, named one of the 25 Hottest New Speakers in America, one of the 25 Most Influential Speakers in the industry and was recently inducted into the CPAE <i>Speaker Hall of Fame</i> . Sheahan has been a featured expert in a five-part global series on Innovation on CNBC, and has been written up in the <i>Washington Post</i> and <i>Fast Company</i> magazine. He is the author of six books, including <i>Flip</i> , <i>Generation Y</i> and his newest book, <i>Making It Happen</i>
Peter Barron Stark	Peter Barron Stark Companies	<a href="mailto:peter@peterstark.com">peter@peterstark.com</a> (858) 451-3601	R4 – Surviving and Thriving During Change – Part 1  R4 – Leading and Coaching Change – Part 2	Peter Barron Stark, Principal of Peter Barron Stark Companies, is a consultant, speaker, and author who has coached more than 250 executives, partners and managers in employee engagement, leadership, leading change, customer service and negotiation skills. He has published more than 300 articles, written 10 books, including his newest, <i>The Competent Leader</i> , and has been featured in <i>American Executive</i> , <i>Investor's Business Daily</i> , <i>The New York Times</i> , <i>CNN</i> , <i>Bloomberg</i> , <i>Inc.com</i> and <i>USA Today</i> .
Robert G. Stevens, M.A., CLM, SPHR	Bennett Bigelow & Leedom, PS	<a href="mailto:rstevens@bblaw.com">rstevens@bblaw.com</a> (206) 622-5511	A - Diversity & Inclusion Leadership: Are You Ready?	Robert G. Stevens, M.A., CLM, SPHR is the C.O.O. of Bennett Bigelow & Leedom in Seattle, WA. He has been in law firm leadership for 20 years Hawaii and has been extensively involved in the local community as well as organizations supporting law firm management. He has held ALA leadership positions at the both Chapter and National levels, and is the incoming Chair of the Committee on Diversity & Inclusion. Stevens has worked in law firms in Western Washington and Hawaii and has been extensively involved in the local community as well as organizations supporting law firm management.



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Andres Tapia	Diversity Best Practices	<a href="mailto:katherine.reardon@diversitybestpractices.com">katherine.reardon@diversitybestpractices.com</a> (312) 256-2558	A - The Inclusion Paradox A - Retaining Talent in a Multicultural, Diverse Workplace	Andrés Tapia is President of Diversity Best Practices, a preeminent diversity and inclusion think tank and consultancy. Previously, he was Chief Diversity Officer and Emerging Workforce Consulting Leader at Hewitt Associates. His experiences in the U.S., China, Canada, the UK, Spain, India, Kenya, Korea and throughout Latin America and his native Perú have equipped him with a true global perspective. He has also developed actionable insights into how varying worldviews can impact health, wealth, learning, safety and workplace performance. An engaging and prominent speaker, he is the author of <i>The Inclusion Paradox: The Obama Era and the Transformation of Global Diversity</i> .
Dan Thurmon, CSP, CPAE	Motivation Works, Inc.	<a href="mailto:stephanie@danthurmon.com">stephanie@danthurmon.com</a> (770) 982-2664	R1/3 – Perform-Ability: Be Your Best When it Matters the Most	Dan Thurmon, CSP, CPAE, is the author of two books, a renowned speaker, and a recognized expert in delivering peak performances on stage and in the workplace. As president of Motivation Works, Inc., he has worked with hundreds of clients and delivered thousands of presentations worldwide. He began his performance career at eleven, crafting a one-man-show incorporating comedy, juggling and acrobatics. This enabled him to develop a strong work ethic and learn fundamental lessons about performance excellence at a very early age. Today, his programs have educated and uplifted Fortune 500 companies, young audiences, and the troops on the front lines of Iraq and Afghanistan.
Rebecca Waggoner	OutFront Minnesota	<a href="mailto:rwaggoner@outfront.org">rwaggoner@outfront.org</a> (612) 822-0127	R1/3 – Trans Gender Insights & Perspectives	Rebecca Waggoner is the Anti-Violence Program Director of OutFront Minnesota. She manages all Anti-Violence Program related activities including developing effective services for GLBT crime victims, staffing the 24-hour crisis line, providing individual crisis counseling and providing advocacy services to victims to help them work within law enforcement, legal and/or medical systems.
James Wagstaffe, JD	Kerr & Wagstaffe, LLP	<a href="mailto:wagstaffe@kerrwagstaffe.com">wagstaffe@kerrwagstaffe.com</a> (415) 371-8500	A - Public Speaking – No More Clammy Hands!	James (Jim) M. Wagstaffe, JD, partner and co-founder of Kerr & Wagstaffe LLP in San Francisco, handles a diverse range of litigation matters and also leads the firm's successful appellate group. Wagstaffe is recognized as an authority and frequently is consulted by other law firms and clients alike on complicated civil procedure, legal ethics and trial practice issues. He is the author of <i>Romancing the Room</i> published by Random House.

## ***FINANCIAL MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
James T. Allen, CLM	Hand Arendall, LLC	<a href="mailto:jallen@handarendall.com">jallen@handarendall.com</a> (251) 694-6315	W - Profitable Law Firms - There's no APP for That	James T. Allen, CLM, is Executive Director of Hand Arendall, LLC in Mobile, AL. He has held numerous ALA national, regional and chapter leadership positions including At-Large Director and a member of the ALA Board of Directors. Allen joined the Association in 1992, the same year he became a legal administrator.
Derek Barto, CPA	RBZ, LLP	<a href="mailto:dbarto@rbz.com">dbarto@rbz.com</a>	F – Partner Compensation Fundamentals, Part 1	Derek Barto, CPA, is a Manager in RBZ's Law Firm Services Group and has nine years of public accounting experience. In addition to providing tax and compliance services to small and mid-sized law firms, he consults with clients in a number of areas such as profitability, partner compensation and firm strategy.
Charles Creighton, CLU, ChFC	Key Advisors	<a href="mailto:creighton_charles@nlvmail.com">creighton_charles@nlvmail.com</a> (610) 891-9700	A - 401(k) and Pension Plans - Beyond Basics	Charles V. Creighton, CLU, ChFC, pension consultant with Key Advisors in Media, Pennsylvania, joined the financial services firm in 1982. He became the firm's retirement plan specialist in 1985 and concentrates his practice in the area of retirement and investment planning, working with companies in developing their executive benefit programs.
Jay Erdman, CPA	Rippe & Kingston Systems, LLC	<a href="mailto:jerdman@rippe.com">jerdman@rippe.com</a> (513) 241-1375	R1/3 – Keeping Partners Informed with Key Performance Indicators	Jay Erdman, CPA, a Principal in Rippe & Kingston Systems, LLC, consults with a large number of law firms across the country on a range of topics including revenue and profitability enhancements, profitability analysis, partner development, and other financial management issues. He was instrumental in the design of Rippe & Kingston's LMS III and LMS IV, and today continues that endeavor for LMS V and LMS+ products, which serve more than 200 law firms throughout the United States.
Frederick Esposito, Jr., CLM	Meyer Suozzi English & Klein, PC	<a href="mailto:fesposito@msek.com">fesposito@msek.com</a> (516) 741-6565	F – Initiating and Structuring Effective Alternative Fee Arrangements	Frederick J. Esposito, Jr., CLM, Director of Administration/Chief Financial Officer for the Garden City, NY law firm of Meyer, Suozzi, English & Klein, PC, has more than 20 years of law and accounting firm experience. He is a frequent speaker and author of articles on a wide-range of topics, including financial and strategic management, alternative fee arrangements, legal project management and profitability models. Last fall, Long Island Business News named him CFO of the Year. Esposito is currently Chair of ALA's Certification Committee.
Alan Fishman, CLU, CFP	Yorktown Financial Group, Inc.	<a href="mailto:afishman@yorktownfinancialgroup.com">afishman@yorktownfinancialgroup.com</a> (215) 517-6665	A - 401(k) and Pension Plans - Beyond Basics	Alan J. Fishman, CLU, CFP®, is a former CPA who works with Yorktown Financial Group, Inc. (YFG) in Elkins Park, Pennsylvania. He brings experience in public accounting, financial management and insurance to his association with YFG. He is a Chartered Life Underwriter (CLU).

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Debbie Foster	Affinity Consulting Group, LLC	<a href="mailto:dfoster@affinityconsulting.com">dfoster@affinityconsulting.com</a> (727) 544-5400	A - Excel® Techniques: You Asked For More, You Got It!	Debbie Foster is a Partner with the Affinity Consulting Group (ACG), where she specializes in practice management, time/billing/accounting and document management software, as well as providing technology audits for firms around the country. She was the Chair of ABA TECHSHOW 2010, presented by the ABA Law Practice Management Section.
Craig Howser, ARM	ProQuest a division of Alliant	<a href="mailto:craigh@proquestinsurance.com">craigh@proquestinsurance.com</a> (312) 546-5599	A - Insurance – You’ve Got it Covered, or Do You?	Craig Howser, ARM, is Senior Vice President with ProQuest a division of Alliant. Howser has dedicated the past 15 years of his insurance career as a broker working exclusively on behalf of law firms in facilitating their insurance needs. Prior to ProQuest, Howser was with Aon Risk Services, specializing in law firms, and with Zurich American as an underwriting team leader in Alternative Risk Casualty Group. He holds an Associate in Risk Management (ARM) designation and is a member of the Professional Liability Underwriting Society and the Association of Lloyd’s Brokers.
Beth Keno, CPBA, CPMA	Keno Consulting	<a href="mailto:beth@kenoconsulting.com">beth@kenoconsulting.com</a> (312) 857-3570	F – A Busy Financial Manager’s Guide to Collections	Beth Keno, CPBA, CPMA, Keno Consulting, LLC, delivers strategic and results-oriented client solutions focused on small to mid-size law firms. Keno owned and operated Juris® Midwest which provided back office Law Management software and consulting services to more than 100 law firms. Working with Juris clients, allowed her an opportunity to improve their operational performance and bottom line profitability. As a result, she founded Keno OR™, an operational assessment designed specifically for law firms.
Edward Knight	National Seminars Training	<a href="mailto:cbdevery@natsem.com">cbdevery@natsem.com</a>	R4 – Demystifying Financial Statements	Edward Knight, Principal of National Seminars Training, has had a successful career in sales and management that equipped him well to train others in the skills they need to achieve their goals on the job. Rising from a position as account manager to regional chain sales manager at Hallmark Cards, Inc., and, ultimately, to national sales manager for Empire Candles and K & Company, he has often demonstrated his ability to speak powerfully, with the conviction of a trainer who knows from personal experience that his ideas work.
Robert Mattern	Mattern & Associates	<a href="mailto:rmattern@matternassoc.com">rmattern@matternassoc.com</a> (610) 459-7750	F – Cost Recovery: What is Your Firm Leaving on the Table?	Robert Mattern is President and Founder of Mattern & Associates. He is a frequent speaker and sponsor of ALA Chapters, ALM’s CIO CTO Forum, the Hildebrandt Institute’s COO CFO Forum, and PricewaterhouseCoopers Law Firm Services Global Forum in New York City. Mattern has published numerous articles in many prestigious magazines such as the <i>Wall Street Journal</i> , and he is an Editorial Board member of <i>Law Journal Newsletter’s Accounting &amp; Financial Planning for Law Firms</i> .

## ***FINANCIAL MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Seelin Naidoo, MBA	Intelliteach	<a href="mailto:seelin@cms-group.com">seelin@cms-group.com</a> (800) 878-6522	R1/3 – Building a Better Revenue Cycle	Seelin Naidoo, MBA, is Chief Executive Officer of Intelliteach, the only dedicated law firm-specific outsourced service desk company in the legal market, where he is responsible for the strategic direction and overall operations. Prior to joining CMS, he was Senior Vice President at Trustinus, a global outsourcing company, and Vice President and General Manager of Kelly Services' outsourcing division. Naidoo has sold and launched outsource operations in Europe, Mexico and India, and has negotiated and developed key alliances on and off shore.
John T. Niehoff, CPA	Baker Tilly Virchow Krause, LLP	<a href="mailto:john.niehoff@bakertilly.com">john.niehoff@bakertilly.com</a> (703) 923-8224	A- Working Capital: Equipment, Lines and Leases - Capital Ideas!	John T. Niehoff, CPA, is Baker Tilly's Partner-in-Charge of the Professional Services practice, leading the firmwide strategy for providing exceptional client service to law firms and other professional service businesses. He has extensive experience assisting law firms with specialized advisory projects tailored to achieve their financial objectives.
Richard J. Nigon, CLM	Robins, Kaplan, Miller & Ciresi L.L.P.	<a href="mailto:rjnigon@rkmc.com">rjnigon@rkmc.com</a> (612) 349-8532	W - Forecasting the Realistic Budget	Richard J. Nigon, CLM, is the CFO of Robins, Kaplan, Miller & Ciresi L.L.P. in Minneapolis. He has more than 25 years of law firm finance experience and is a frequent presenter at ALA conferences and chapter meetings. A former ALA President, Nigon is the 2009 recipient of the prestigious "The Spirit of ALA" award. Nigon was admitted in 2012 as a Fellow in the College of Law Practice Management.
Michael Palmer	Allen Matkins Leck Gamble Mallory & Natsis LLP	<a href="mailto:mpalmer@allenmatkins.com">mpalmer@allenmatkins.com</a> (213) 955-5646	F – Profitability: The Next Step  F – How to Build a Budget You Can Count On	Michael E. Palmer is a former CPA and the Executive Director at Allen Matkins Leck Gamble Mallory & Natsis LLP, a California-based law firm with 220 lawyers and five offices. Palmer has worked in public accounting and held various finance and administration positions, in addition to his law firm experience of more than 26 years. A past-president of ALA, he has been an active ALA member since 1987.
John Podbielski, Jr.	Ungaretti & Harris LLP	<a href="mailto:jpodbielski@uhlaw.com">jpodbielski@uhlaw.com</a> (312) 977-4885	F – Client Intake & Risk Assessment	John T. Podbielski, Jr., is the Client Services Manager at Ungaretti & Harris LLP, a mid-sized Chicago-based law firm where he oversees credit and collections at the firm and leads and manages the firm's annual year end collection push. He is a frequent speaker and author on credit and collections for professional services firms. He founded and leads the Law Firm Credit & Collections Group's listserv and discussion forum and serves as the Treasurer for the Greater Chicago Chapter. Prior to his career in legal administration, he practiced law as a creditors' rights attorney.

## ***FINANCIAL MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
David Roberts, CPA	RBZ, LLP	<a href="mailto:droberts@rbz.com">droberts@rbz.com</a> (310) 478-4148	F – Partner Compensation Fundamentals, Part 1	David Roberts, CPA, serves as RBZ's Managing Partner and Partner-in-Charge of the Law Firm Services Group. His primary responsibility is the stewardship of the firm's vision and assisting law firm clients to successfully deal with the challenges of today's competitive environment. With more than 26 years of experience working with law firms of all sizes, he understands the nuances of this distinctive marketplace.
Ron Seigneur, MBA ASA, CPA/ABV CFF	Seigneur Gustafson LLP	<a href="mailto:ron.seigneur@cpavalue.com">ron.seigneur@cpavalue.com</a> (303) 980-1111 x213	F – Safeguarding Assets and Related Internal Controls  ECLA - Financial Management	Ronald L. Seigneur, MBA ASA, CPA/ABV CGMA, managing partner of Seigneur Gustafson LLP, based in Lakewood, Colorado, where he specializes in management coaching/mentoring, succession & exit planning strategies, business & intellectual property appraisal, litigation support services, financial reporting and taxation. He is also a founder of YS Advisory where his diverse practice focuses on management consulting and strategic planning, utilizing over 30 years of experience advising professional service providers and their firms.
Mathew Steilberg	C & F Bank	<a href="mailto:msteilberg@cfc.com">msteilberg@cfc.com</a> (757) 741-2210	A- Banking: Who's Holding Our Money & What Do We Get in Return?	Matthew Steilberg, head of Retail Banking for C&F Bank of West Point, Virginia, was recently named a "Top Bank of the Decade" by Forbes.com in May 2012. Steilberg has 25 years of experience in the industry, including senior leadership roles with Wells Fargo Bank and Bank of America in both retail and business banking.
Karen M. Steinberger ,CLM	Saiber LLC	<a href="mailto:ksteinberger@saiber.com">ksteinberger@saiber.com</a> (973) 645-4835	W - Profitable Law Firms - There's no APP for That	Karen M. Steinberger ,CLM, Executive Director at Saiber LLC in Florham Park, NJ, has been a Legal Administrator since 1983. She is a Past President of the New Jersey Chapter and has been actively involved in many of the chapter's committees. Steinberger recently completed serving six years on the CLM Certification Committee. She is a frequent speaker, published author and contributor to the <i>ALA Management Encyclopedia</i> .
Reid Trautz, J.D.	AILA Practice & Professionalism Center	<a href="mailto:rtrautz@aila.org">rtrautz@aila.org</a> (202) 507-7647	A - Client Cultivation: Weeding Out the Thorns While Preserving the Rose	Reid F. Trautz, J.D., Director of the Practice and Professionalism Center at the American Immigration Lawyers Association, practiced law in a small firm for 10 years. He now advises and counsels lawyers who seek excellence in the practice by providing superior legal and customer service to their clients, while maintaining a balanced quality of life. He is the co-author of <i>The Busy Lawyer's Guide to Success: Essential Tips to Power Your Practice</i> .

## **HUMAN RESOURCES MANAGEMENT**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Jennifer Alfonso, MBA, MSW, LCSw-C	Anger Management Techniques	<a href="mailto:manageyouranger@gmail.com">manageyouranger@gmail.com</a> (301) 244-8090	A - Between a Rock and a Hard Place: Dealing With the Unpredictable	Jennifer Alfonso, MBA, MSW, LCSW-C, founded AngerManagement.Org in 1997. She is a nationally recognized expert and speaker on anger and stress management, conflict resolution, and non-defensive communication. Alfonso is a former part-time faculty member at a local college where she taught organizational behavior and management. She currently works with the staff psychologist for Montgomery County Department Fire and Rescue Services to evaluate and recommend strategies to reduce organizational stress for the Emergency Communication Center.
Sheldon Blumling, Esq.	Fisher & Phillips LLP	<a href="mailto:sblumling@laborlawyers.com">sblumling@laborlawyers.com</a> (949) 798-2127	R6 – Your Prescription for Healthcare Reform Headaches	Sheldon J. Blumling, Esq., is a partner in the Irvine office of Fisher & Phillips LLP and a member of the firm's Employee Benefits Practice Group where he advises clients with respect to all aspects of employee benefits and executive compensation. Blumling also advises employers on compliance issues involving the Health Insurance Portability and Accountability Act (HIPAA), all types of federal and state employment taxes, and has had extensive experience advising clients on the employee benefits and executive compensation aspects of mergers and acquisitions.
Michael S. Cohen, JD	Duane Morris LLP	<a href="mailto:mcohen@duanemorris.com">mcohen@duanemorris.com</a> (215) 979-1882	W - Document, Document, Document!  A - Effective Feedback - An Appraisal Success Plan  A - Diversity & Inclusion and the Law  R6 – HR Life Cycle: Gain Through Interviewing and Hiring  R6 – HR Life Cycle: Reframe Through Performance Management  R6 – HR Life Cycle: Retain by Motivating Employees	Michael S. Cohen, JD, is a Partner at Duane Morris LLP in Philadelphia in the firm's Employment, Labor, Benefits and Immigration Practice Group. A highly-rated ALA speaker, he has trained and counseled employees throughout the country on employment subjects, including harassment prevention, diversity, discipline, hiring, firing, recruiting, performance evaluations and compliance.

## ***HUMAN RESOURCES MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Lynne Curry, Ph.D., SPHR	The Growth Company, Inc.	<a href="mailto:lynne@thegrowthcompany.com">lynne@thegrowthcompany.com</a> (907) 276-4769	R5 – Hiring for Fit, Soft Skills and Emotional Intelligence: Zero Defect Interviewing	Lynne Curry, Ph.D, SPHR, is President of The Growth Company, Inc., a management consulting and personnel training firm. With more than 30 years of experience in training, consulting and managing, she has provided consulting projects to more than 3,700 organizations worldwide. Curry has been awarded Trainer of the Year multiple times by the Anchorage chapter of the American Society of Training and Development. An authority on workplace and human resources, she is the author of four books and is a weekly columnist for <i>HRC Suite</i> .
Jeanette Derby	Legal E – Employment Partners	<a href="mailto:Jderby@mylegale.com">Jderby@mylegale.com</a> (202) 319-1500	IP - Staffing and Benchmarks for IP Firms	Jeanette Derby, President of Legal E – Employment Partners, has specialized in legal staffing for more than 30 years. She is a distinguished business leader in the Greater Washington, DC Area who throughout her career has been responsible for five successful start-up ventures in the legal staffing industry. She is a proud ALA Capital Chapter and Northern Virginia Business Partner, and a sought after thought-leader and presenter on a myriad of human resources topics and legal staffing trends.
Denise Eaves, , LCSW, CEAP	Ad Hoc Consulting	<a href="mailto:denise.eaves1@gmail.com">denise.eaves1@gmail.com</a> (847) 637-5239	R2 – Life Crisis Interventions	Denise Eaves is owner of Denise Eaves and Associates and an associate consultant for Ad Hoc Consulting, labor relations experts. She is also an affiliate consultant for Risk Advisory Associates, a security and investigation firm for crime prevention. Eaves is active in the Northern Illinois chapter of the Employee Assistance Professional Association and was a visiting lecturer at DePaul University School for New Learning. A certified Substance Abuse Professional, she has served on the Chicago Chamber of Commerce Drug-Free Workplace Committee and Wellness Committee.
Scott Gordon	Rodey Dickason Sloan Akin & Robb, P.A.	<a href="mailto:sdgordon@rodey.com">sdgordon@rodey.com</a> 505-768-7264	R4 – I’m in Court: What Went Wrong?	Scott D. Gordon, is a Director in the Albuquerque office of Rodey Dickason Sloan Akin & Robb, P.A. and the Chairman of the Litigation Department. An adjunct professor at the University of New Mexico School of Law, he also serves on the faculty for the National Institute of Trial Advocacy. Gordon has been listed in <i>Chambers &amp; Partners-America’s Leading Lawyers for Business</i> since 2004 and has been given a #1 ranking in Labor and Employment Law. In 2011, <i>New Mexico Business Weekly</i> selected him as one of New Mexico’s “Best of the Bar.”

## ***HUMAN RESOURCES MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Jamie Honeycutt	TIS Insurance Services, Inc.	<a href="mailto:jhoneycutt@tisins.com">jhoneycutt@tisins.com</a> (865) 824-3793	R2 – Medicare Made Easy	Jamie Honeycutt is an independent insurance agent and account manager at TIS Insurance Services, Inc. located in Knoxville, TN where she has worked for four years. She manages the Financial Services Division and the Senior Care Division and specializes in life and health insurance, Medicare and Long Term Care insurance. Honeycutt prides herself in educating seniors and their families about how to plan and prepare for their future.
Karen Kirkpatrick	Infinisource	<a href="mailto:kkirkpatrick@infinisource.com">kkirkpatrick@infinisource.com</a> (866) 350-3040 x 1272	R4 and R1/3 – The Healthcare Evolution	Karen L. Kirkpatrick is the Senior Compliance Advisor with Infinisource where she has gained a national reputation for being one of the foremost experts on HR Compliance, COBRA, HIPAA, FMLA, Consumer Driven Health Plan Options, Health Care Reform and other benefit laws. Having conducted more than 2,000 seminars, webinars and executive briefings, she is not only known for her compliance expertise, but her ability to make sense of compliance 'spaghetti' and for providing audiences with actionable items and clear language.
Maureen Kolb	Cr8ive Energies	<a href="mailto:Maureen@cr8iveenergies.com">Maureen@cr8iveenergies.com</a> (414) 350-9034	A - Never Let Them Go: Retaining the Best and the Brightest	Maureen Kolb is founder of Cr8ive Energies, an executive coaching consulting team. Her professional career has been dedicated to serving others by helping them see things from a different perspective. Kolb began her consulting career as a facilitator for a ropes course - a challenging outdoor personal development and team building activity. She believes we can use life experiences to manifest constructive change. She is the author of Stop Telling, Start Asking available through Cr8iveEnergies.com.
Mark Korf	Thomson West	<a href="mailto:mark.korf@Thomsonreuters.com">mark.korf@Thomsonreuters.com</a> (651) 687-5192	A - Creating a Sustainable Mentoring Program: Associate Development and Succession Planning	Mark Korf is the Director of New Lawyer Development with West Professional Development, a Thomson Reuters business, which provides such products as West LegalEdcenter, Federal Publication Seminars, and Beyond the Bar. Korf is a founding member of the National Legal Mentoring Consortium and currently a member of its Executive Committee. He is also a member of the Minnesota State Bar Association (MSBA) Committee36, a new program to provide recent graduates with resources and support from a coach who is a member of the MSBA.



## ***HUMAN RESOURCES MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Jeff Lanza	Communication Dynamics LLC and Retired FBI Special Agent	<a href="mailto:jefflanza@thelanzagroup.com">jefflanza@thelanzagroup.com</a> (816) 853-3929	R4 – Workplace Safety and Violence	Jeff Lanza, Principal of Communication Dynamics LLC, is a retired FBI Agent where he investigated organized crime, cyber-crime and terrorism. For nearly two decades, he also served as a spokesman and a public face of the FBI. In this capacity, he learned how to communicate effectively in critical situations with diverse audiences, including the public, the media and Congress. In his retirement from the Bureau, he appears regularly on national news and has presented to thousands around the globe. His latest book, "Pistols to Press," explores issues involving leadership, communication and the media, and has received critical acclaim from national media figures.
Thomas L. McCally, Esq.	Carr Maloney P.C.	<a href="mailto:tjm@carrmaloney.com">tjm@carrmaloney.com</a> (202) 310-5506	A - Breaking News: Employment Law Briefing	Thomas L. McCally, Esq., an Equity Member of Carr Maloney P.C. in Washington, District of Columbia, heads the Employment and Labor Law Practice. McCally is an experienced trial attorney representing clients in federal and state courts throughout the mid-Atlantic region. In addition, he regularly practices before the EEOC and state/local EEO agencies.
Sara R. Miller	CBIZ Benefits & Insurance Services, Inc.	<a href="mailto:samiller@cbiz.com">samiller@cbiz.com</a> (314) 692-2249	A - The Changing Terrain in the Road to Health-Care Reform	Sara R. Miller, Client Services Manager for CBIZ Benefits and Insurance, serves as the company Health Care Reform expert. She works closely with account management staff on developing their business plans, training, and building service models for each client. She also develops business strategy and builds a communication plan centered on employee benefits and its impact on clients and their employees
Michael Moore, J.D.	Moore's Law	<a href="mailto:mmoore@moores-law.com">mmoore@moores-law.com</a> (414) 467-5983	W - Mentoring: It's Déjà Vu All Over Again  R1/3 – Aligning Our Stars: Succession Planning for the Administrative Team	Michael Moore, J.D., founder of Moore's Law, helps lawyers achieve professional success. He also helps law firms achieve strategic, organizational and resource optimization. Moore specializes in proven methods to increase both associate and partner productivity, improve client development and increase profits.
Michelle Nash	The NALP Foundation for Law Career Research & Education	<a href="mailto:mnash@nalpfoundation.org">mnash@nalpfoundation.org</a> (301) 230-1528	A - Creating a Sustainable Mentoring Program: Associate Development and Succession Planning	Michelle Nash is the Senior Vice President for The NALP Foundation for Law Career Research and Education, where she provides leadership for outreach, development and marketing in support of the Foundation's mission. She formerly served as Managing Director of Talent Development for The Shannon Group, Principle of Briggs & Nash, and Associate Director for Career Development for The Gorge Washington Law School. Author and coach, Nash is also one of the co-creators of <i>the Lawyer Leader 360</i> ©.

## ***HUMAN RESOURCES MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Lynn C. Outwater, JD, SPHR	Jackson Lewis	<a href="mailto:outwater@jacksonlewis.com">outwater@jacksonlewis.com</a> (412) 232-0404	A - Human Resource Audits - Is My Firm Compliant?	Lynn C. Outwater, J.D, SPHR, is a senior partner in the Pittsburgh office of Jackson Lewis, LLP and is the National Coordinator of the firm's Management Education Practice Group. She was also a founding partner of JL's Pittsburgh, Cleveland and Cincinnati offices. Outwater has been designated as a "Super Lawyer" in the Labor and Employment Law Practice Area in the 2004, 2005, 2006, 2008, 2009, 2010 and 2011 editions of Pennsylvania Super Lawyers. She was also selected by her peers for inclusion in The Best Lawyers in America in 2009 through 2011 in the field of labor and employment law.
Alan Reisinger	Robert Half International	<a href="mailto:alan.reisinger@rhi.com">alan.reisinger@rhi.com</a> (216) 781-8367	R1/3 – Aligning Our Stars: Succession Planning for the Administrative Team	Alan Reisinger, Branch Manager, Robert Half International (RHI), oversees several divisions, including Accountemps, Robert Half Finance & Accounting and OfficeTeam in the Cleveland branch. With more than 10 years of experience in the staffing industry, he brings a wealth of experience to job seekers, executives, business owners and other clients requesting staffing assistance in the Cleveland area, and specific expertise placing accounting support professionals at law firms.
Pam Satterfield, MBA	Shook, Hardy & Bacon, L.L.P.	<a href="mailto:psatterfield@shb.com">psatterfield@shb.com</a> (816) 474-6550	R1/3 – Aligning Our Stars: Succession Planning for the Administrative Team	Pam D. Satterfield, MBA, has been with Shook, Hardy & Bacon, L.L.P. since 2009. As the Director of Support Services, she has the responsibility of overseeing all Legal Administrative Assistants and Administrative Assistants, Word Processing, Switchboard and Guest Services in Kansas City. Prior to joining SHB, she was with Sprint for 21 years and held the position of Director of Legal Operations. Satterfield is active in her local ALA chapter in Kansas City, having served as the newsletter committee chair for the past three years.
Rachel Schaming	Radiology, Ltd.	<a href="mailto:rachel.schaming@radltd.com">rachel.schaming@radltd.com</a> (520) 795-2889 x1471	ECLA – Human Resources Management	Rachel Schaming, Director of Human Resources and a Corporate Coach at Radiology Ltd, is a senior human resource professional with more than 30 years of proven success in leading people, processes, systems and cultures in innovative change initiatives. Her career includes human resource and organizational development positions at NASA/Houston, the Texas Medical Center/Houston, two New York City law firms and a technology company. Schaming is a Past President of the Association of Legal Administrators and a member of SHRM and the International Coach Federation, and a fellow in the ABA Law Practice Management Section.

## ***HUMAN RESOURCES MANAGEMENT***

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Amber Schreier	Robert Half Legal	<a href="mailto:amber.schreier@rhi.com">amber.schreier@rhi.com</a> (612)349-2810	R1/3 – Aligning Our Stars: Succession Planning for the Administrative Team	Amber Schreier is Regional Vice President of Robert Half Legal, a provider of experienced project and full-time professionals for law offices and corporate legal departments. In this role, she oversees operations in several markets, including Minneapolis, St. Louis, Detroit and Columbus, Ohio. She spent 10 years in the legal industry and eight years in legal staffing, and she currently acts as an advocate for both candidates and clients seeking new opportunities and new employees. Having earned a reputation for providing skilled and practical guidance, Schreier has received company recognition and multiple awards for her leadership skills.
Tammie Seely	IP-Central LLC	<a href="mailto:seely@ip-central.com">seely@ip-central.com</a> (202) 293-0667	IP - Staffing and Benchmarks for IP Firms	Tammie J. Seely is the President and CEO of IP-Central LLC with 31 years of Intellectual Property instructional, consulting, docketing, patent secretarial and patent department managerial experience with the area's premier patent firms. Seely is also a US Patent Course instructor who has taught throughout the United States and abroad. She shares her passion for the patent industry as well as provides expertise to course attendees with an effective hands-on approach only to be outdone by her dynamic and energetic teaching style. Well-known throughout the patent community, she is considered to be an authority on best practices for US Patent procedures and processes.
Darren Straniero	Financial Balance Group	<a href="mailto:dstraniero@financialbalance.com">dstraniero@financialbalance.com</a> (301) 917-2324	A - Getting from Part A to Part B: Connect the Dots of Social Security and Medicare	Darren Straniero, Financial Advisor for the Financial Balance Group, LLC in Rockville, Maryland, helps clients protect family, enjoy lifestyle, and achieve financial comfort through proactive designs. He also maintains relationships with several of the largest law firms in the Washington D.C. area, where he educates and empowers individuals and business owners alike to make informed financial decisions when planning for the expected and unexpected.
Scott Warrick, J.D., MLHR, CEQC, SPHR	Scott Warrick Consulting	<a href="mailto:scott@scottwarrick.com">scott@scottwarrick.com</a> 614-367-0842	R1/3 – A Healthy & Safe Workplace: Bullying and Healing the Human Brain  R1/3 – A Healthy & Safe Workplace: Hiring for Success	Scott Warrick, JD, MLHR, CEQC, SPHR, Principal of Scott Warrick Consulting, Training & Employment Law Services, specializes in working with organizations to prevent employment law problems from happening while improving employee relations. Warrick uses his unique blend of law and human resources to help organizations get where they want to go. He is the recipient of the Human Resource Association of Ohio's Linda Kerns Award for Outstanding Creativity in the Field of Human Resource Management and the Ohio State Human Resource Management Council's David Prize for Creativity in Human Resource Management.

## **LEGAL INDUSTRY**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
David Avrin	The Visibility Coach	<a href="mailto:info@visibilitycoach.com">info@visibilitycoach.com</a> (303) 795-9898	R6 – It's Not Who You Know, It's Who Knows YOU! Building Your Business by Building Your Brand	David Avrin, President of The Visibility Coach, has more than 25 years of experience on the front lines of marketing, public relations and strategic branding. His clients have appeared on every major television network and such programs and publications as Fast Company, Sports Illustrated, The New York Times, Wall Street Journal, Parenting Magazine, the Today Show and even Oprah. The author of three books including the acclaimed <i>It's Not Who You Know, It's Who Knows YOU!</i> (©2010 John Wiley & Sons), his newest book, <i>Impossible to Ignore</i> , is due out in 2014.
Thomas Ball, JD	Gridpoint, Inc.	<a href="mailto:tball@orcc.com">tball@orcc.com</a> (730) 653- 2309	A - What Do General Counsel Really Want/Expect in this Evolving Market?	Thomas Ball, JD, is Vice President, General Counsel & Secretary of Online Resources Corporation, an online banking technology leader. He serves as a trusted advisor to the company's executives and board, as well as its business managers, conducting operations throughout the U.S. and in India, in navigating a broad array of corporate, strategic, transactional, intellectual property, risk management and compliance matters. A member of the company's executive leadership team, Ball plays an integral role in balancing the company's strategies for innovation and growth with its complex and evolving compliance obligations.
Kerry Scott Boll	Something Digital	<a href="mailto:kboll@somethingdigital.com">kboll@somethingdigital.com</a> (646) 561-6611	A - Blogging, Tweeting, Social Networking - Making it Work for Your Firm	Kerry Scott Boll is National Account Executive for Something Digital, and has been in the legal community for more than 20 years. He is best known for his role in developing and marketing a fully hosted desktop cloud computing solution well before its time. Boll has spoken at the events for the International Legal Technology Association, Association of Legal Administrators, ARMA International, Philadelphia Bar Association, Montgomery Bar Association and Rotary International.
Patricia M. Davis, ARM, AAI, AIM	Lawyers Professional Liability, the Hanover Insurance Group	<a href="mailto:pamdavis@hanover.com">pamdavis@hanover.com</a> (678) 243-5624	A - The Mystery Revealed: Completing Professional Liability Contracts	Patricia M. Davis, ARM AAI AIM, Director of Underwriting, Lawyers Professional Liability, part of the Hanover Insurance Group, has worked in the insurance industry for more than 25 years. She has been underwriting Lawyers Professional for 10 years and is responsible for mid-size law firms. Davis has held various positions in underwriting, marketing, brokerage and management roles for St Paul, Travelers, Crum & Forster and Marsh.

## **LEGAL INDUSTRY**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
James A. Durham, JD	McGuireWoods LLP	<a href="mailto:jdurham@mcguirewoods.com">jdurham@mcguirewoods.com</a> ; <a href="mailto:brobenson@mcguirewoods.com">brobenson@mcguirewoods.com</a> (804) 775-1337	A - Make Every Minute Count: Put Value and Power in Your Firm's Retreat	James A. Durham, JD, Chief Marketing and Business Development Officer at McGuireWoods LLP, directs strategic marketing and business development. Previously, as President of the Law Firm Development Group, Inc., he worked with law firms and clients worldwide. He also practiced business law for more than 15 years, and worked with two of New England's largest law firms as a CMO. Durham is the author of The Essential Little Book of Great Lawyering and The Law Firm Marketer's Guide to Survival.
Diane M. Ennist, JD	Carey International, Inc.	<a href="mailto:diane.ennist@carey.com">diane.ennist@carey.com</a> (202) 895-1220	A - What Do General Counsel Really Want/Expect in this Evolving Market?	Diane M. Ennist, JD is Senior Vice President, General Counsel & Corporate Secretary at Carey International, Inc., a private equity-backed company. She is an experienced litigator and business advisor, having practiced at a law firm, the Department of Justice and in-house at Freddie Mac for 16 years. As General Counsel, Ennist is responsible for all the legal work of the company and is closely involved in nearly all the business challenges and opportunities of the company.
Lauren Fisher, JD	Vox Media, Inc.	<a href="mailto:lauren@voxmedia.com">lauren@voxmedia.com</a> (202) 747-1282	A - What Do General Counsel Really Want/Expect in this Evolving Market?	Lauren Fisher, JD is Vice President & General Counsel at Vox Media, Inc., a media publisher that owns and operates more than 325 ad-supported websites. She manages all of Vox Media's legal matters as General Counsel in addition to handling strategic Business Development and Human Resources. Before joining Vox Media, Fisher was Assistant General Counsel for AOL and Associate Counsel for Intellectual Property for The Vanguard Group. Before moving in-house, she practiced Intellectual Property law at Akin, Gump, Strauss, Hauer & Feld, L.L.P.
Barbara A. Foley, CLM	RatnerPrestia, PC	<a href="mailto:bafoley@ratnerprestia.com">bafoley@ratnerprestia.com</a> (610) 993-4233	A - A Succession Planning Success Story - How One Firm Did It	Barbara A. Foley, CLM, Chief Operating Officer of RatnerPrestia, PC in Valley Forge, Pennsylvania, an intellectual property firm. Foley has worked in the legal industry for more than 20 years. She has served in numerous ALA leadership positions and was the ALA Region 1 Director. She has also been a frequent speaker at ALA Conferences and contributor of articles relating to law firm management.

## **LEGAL INDUSTRY**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Patricia Groff, CLM	McKenna Long & Aldridge, LLP	<a href="mailto:pgroff@mckennalong.com">pgroff@mckennalong.com</a> (619) 699-2576	R1/3 – Are Your Ethics Showing?	Patricia L. Groff, CLM, is Office Administrator for the San Diego County offices of McKenna Long & Aldridge, LLP. An ALA Past President and current Chair of ALA's International Relations Committee, Groff has served on numerous committees and held positions on both the Regional and Chapter level, served as Chair of the 33rd ALA Annual Educational Conference and Exposition, and is the recipient of ALA's Spirit of ALA Award. She has been an instructor at UC San Diego Extension, teaching classes in Legal Ethics and Risk Management, and is a member of the UCSD Extension Paralegal Advisory Board.
Dan Hanson, CPCU	RJF, a Marsh & McLennan Agency LLC	<a href="mailto:hansond@rjfacencies.com">hansond@rjfacencies.com</a> (763) 548-8599	A - The Mystery Revealed: Completing Professional Liability Contracts	Dan Hanson, CPCU, Director of the Management Liability Group for RJF since 2007, designs programs to protect his clients by managing and reducing their executive risk exposures. He has 17 years of experience in the insurance industry, specializing in executive liability lines of insurance, including directors and officer liability (D&O), employment practices liability (EPL), fiduciary liability, professional liability (errors and omissions), and network security/cyber liability insurance.
Thomas D. Hickey, JD	Iridium Communications, Inc.	<a href="mailto:Thomas.Hickey@iridium.com">Thomas.Hickey@iridium.com</a> (703) 287-7411	A - What Do General Counsel Really Want/Expect in this Evolving Market?	Thomas D. Hickey, Chief Legal Officer, Iridium Communications Inc. As Chief Legal Officer of Iridium Communications Inc., Hickey is responsible for all legal, regulatory, corporate governance and compliance matters at the company. Prior to joining Iridium, he served as General Counsel and Corporate Secretary at Primus Telecommunications Group, Incorporated, a global provider of advanced facilities-based communications solutions.
Judy Hissong, CLM	Nesso Strategies LLC	<a href="mailto:judy@nessostrategies.com">judy@nessostrategies.com</a> (619) 546-7885	R5 – Strategic Planning for Small Firms: A Hands-On Experience	Judy Hissong, CLM, Principal of Nesso Strategies, LLC, partners with law firm professionals for strategic planning, leadership development, executive coaching, team-building play shops and training in conflict and communication skills. As a former ALA member, she's held numerous ALA leadership positions, including Chair of the 2006 Annual Conference Committee. A popular speaker, Hissong speaks frequently at ALA Conferences.
Jeremy Kriegel	Marshall, Gerstein & Borun	<a href="mailto:jkriegel@marshallip.com">jkriegel@marshallip.com</a> (312) 474-9561	IP - AIA Update Post 3/16/12	Jeremy R. Kriegel, patent attorney and partner at Marshall, Gerstein & Borun in Chicago, IL, prepares and prosecutes U.S. and foreign patents in a wide range of mechanical technologies. Kriegel authored a series of articles on the AIA and submitted comments to the U.S. Patent and Trademark Office proposing changes to its rules to implement the AIA.

## **LEGAL INDUSTRY**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Jeff Lanza	Communication Dynamics LLC and Retired FBI Special Agent	<a href="mailto:jefflanza@thelanzagroup.com">jefflanza@thelanzagroup.com</a> (816) 853-3929	R5 – Leading with Integrity	Jeff Lanza, Principal of Communication Dynamics LLC, is a retired FBI Agent where he investigated organized crime, cyber-crime and terrorism. For nearly two decades, he also served as a spokesman and a public face of the FBI. In this capacity, he learned how to communicate effectively in critical situations with diverse audiences, including the public, the media and Congress. In his retirement from the Bureau, he appears regularly on national news and has presented to thousands around the globe. His latest book, "Pistols to Press," explores issues involving leadership, communication and the media, and has received critical acclaim from national media figures.
Emily S. Leeson	Alston & Bird	<a href="mailto:eleeson@alston.com">eleeson@alston.com</a> (404) 881-7014	A - How to Successfully Train and Coach Lawyers to be Better Rainmakers	Emily S. Leeson is the Director of Attorney Professional Development at Alston & Bird LLP where she works closely with the firm's Professional Development Partner, staff and the Business Development Department to create and implement business and client development programs for Alston & Bird lawyers. Previously, she served the firm for many years as the Director of Attorney Hiring & Development. Prior to joining Alston & Bird, she worked in attorney hiring for a Texas based law firm. Leeson is a member of the Professional Development Consortium and NALP, the Association for Legal Career Professionals.
Carl Leonard, J.D.	The George Washington University	<a href="mailto:leonardcarl2@gmail.com">leonardcarl2@gmail.com</a> (831) 656-9254	F – Succession Planning: The Do's and Don'ts	Carl A. Leonard, J.D., Co-Program Director and Adjunct Professor, Master's Program in Law Firm Management at The George Washington University, is experienced both as a law firm leader and a practicing lawyer. He practiced law at Morrison & Foerster for 15 years as a general corporate partner and later was the firm's Chairman. Leonard was named one of the 100 most influential lawyers in America by <i>The National Law Journal</i> . He is the Founder of The Hildebrandt Institute, dedicated to leadership and skills development for managing partners and practice leaders.
Erin Meszaros	Burr & Forman, LLP	<a href="mailto:erin.meszaros@burr.com">erin.meszaros@burr.com</a> (404) 685-4337	R2 – Client Interviewing: From Telephone to Third Party	Erin Corbin Meszaros is the Chief Marketing Officer/Director of Practice Management at Burr & Forman, LLP, in Atlanta, GA where she is an integral part of the implementation of the firm's business strategies, client service programs, public relations efforts, practice management and marketing communications. Meszaros assists and supports the efforts of the practice group leaders, client service team leaders and industry leaders to ensure the firm's strategic goals are being met.

## **LEGAL INDUSTRY**

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Michael Moore, J.D.	Moore's Law	<a href="mailto:mmoore@moores-law.com">mmoore@moores-law.com</a> (414) 467-5983	R1/3 – Succession Planning: A Blinding Flash of the Obvious	Michael Moore, J.D., founder of Moore's Law, helps lawyers achieve professional success. He also helps law firms achieve strategic, organizational and resource optimization. Moore specializes in proven methods to increase both associate and partner productivity, improve client development and increase profits.
Nancy Myrland	Myrland Marketing	<a href="mailto:nancy@myrlandmarketing.com">nancy@myrlandmarketing.com</a> (317) 370-9684	A - Don't Be a Twit, Learn How to Tweet - Bridging the Generation Gap	Nancy Myrland, President, Myrland Marketing, is a Certified Social Media Consultant, speaker and trainer, and a professional marketing advisor to law firms, legal marketers, administrators and lawyers. She has more than 20 years of experience partnering with clients to build their business by strengthening their relationships with their clients. Myrland has worked in sales and business development, in management and marketing in corporate America with Time Warner and The Berry Company, in-house at the law firm of Baker & Daniels, and in various other professional services firms.
Alan Olson	Altman Weil, Inc.	<a href="mailto:arolson@altmanweil.com">arolson@altmanweil.com</a> (414) 427-5400	R6 – Demystifying Partnership	Alan R. Olson is a principal of Altman Weil, Inc. He provides management consulting services in a variety of key areas, including: strategic planning, succession planning, compensation systems, law firm mergers, practice management, professional services marketing, management and implementation strategies. He has been advising law firms throughout the United States and Canada for more than 25 years and works with firms of all sizes.
Roch Parayre, Ph.D.	Decision Strategies International (DSI)	<a href="mailto:parayre@decisionstrat.com">parayre@decisionstrat.com</a> (610) 717-1000	LFA - The Blue Ocean Strategy Alternative	Roch Parayre, Ph.D., is Senior Partner at DSI, a master teacher and a world-class speaker whose work has been published in a variety of academic journals, industry reports and trade publications. A strategist who blends rigor with contagious enthusiasm, his executive education seminars focus on decision-making, scenario planning, innovation and strategy. Parayre has advised organizations on five continents and across a wide spectrum of industries, such as Pepsi, Microsoft, GE, Disney, L'Oreal, Merrill Lynch and Comcast. He is a Teaching Fellow at the Wharton School of the University of Pennsylvania and a co-Academic Director of Wharton's Full-Spectrum Innovation program. Parayre also teaches at CEDEP and INSEAD in France, for Duke Corporate Education and at the Tuck School of Business at Dartmouth College.



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Paul F. Prestia, Esq.	RatnerPrestia, PC	<a href="mailto:pprestia@ratnerprestia.com">pprestia@ratnerprestia.com</a> (302) 778-3470	A - A Succession Planning Success Story - How One Firm Did It	Paul F. Prestia, Esq., RatnerPrestia Senior Counselor & Strategic Advisor, co-founded the firm and led its development as a nationally recognized intellectual property law firm that is highly regarded for its technical skills and professionalism. His awards include the highest recognition for Pennsylvania IP lawyers by Chambers USA and Pennsylvania Super Lawyers, the Distinguished IP Practitioner Award of the Philadelphia Intellectual Property Law Association and a Distinguished Service Medal of the Linn IP Inn Alliance of the American Inns of Court.
Sharon Quaintance, MBA	HBR Consulting	<a href="mailto:squaintance@hbrconsulting.com">squaintance@hbrconsulting.com</a> (312) 201-8400	R5 – Commoditizations of the Law Firm: Where There Are No Shades of Gray	Sharon S. Quaintance, MBA, is a Senior Director at HBR Consulting (formerly Hildebrandt Baker Robbins) and has extensive experience as a legal outsourcing entrepreneur, an Operations VP of a technology start-up, an operations consultant and an internal operational process change champion within a Fortune 100 company. A successful entrepreneur and software inventor, she was co-founder and CEO of LawDocsXpress, a pioneer in legal word processing and support staff outsourcing using only U.S. labor and a completely cloud-based software platform that she designed.
Michael B. Rynowecer	The BTI Consulting Group	<a href="mailto:mrynowecer@bticonsulting.com">mrynowecer@bticonsulting.com</a> (617) 439-0333	W - Marketing (Mis)Alignment: Closing the Gap Between Marketing and Law Firm Leadership	Michael B. Rynowecer is the President and Founder of The BTI Consulting Group. He is widely recognized as one of the leading analysts and visionaries in all aspects of client relationships and client satisfaction. Rynowecer conceived, designed and built the first and only continuing benchmarking survey of client satisfaction and the ever-evolving expectations of clients. With more than 5,000 in-depth individual interviews, the survey has grown into the largest independent knowledge base on how top executives select and evaluate professional services firms.
Julie Savarino, JD	Business Development, Inc.	<a href="mailto:julie@busdevinc.com">julie@busdevinc.com</a> (734) 668-7008	A - What Do General Counsel Really Want/Expect in this Evolving Market?  A - How to Successfully Train and Coach Lawyers to be Better Rainmakers	Julie Savarino, JD, is an attorney and managing partner of Business Development Inc., where she has successfully assisted lawyers and law firms to develop business for the past 25 years. She has worked with thousands of lawyers and hundreds of law firms, helping generate millions of dollars in new business – as a trainer, coach, professional business developer, program developer and strategist. Savarino also assists in building, advising and supporting the in-house marketing, business development and training departments for many of the world's leading professional services firms.

## **LEGAL INDUSTRY**

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Kathryn N. Scourby	Hunton & Williams, LLP	<a href="mailto:kscourby@hunton.com">kscourby@hunton.com</a> (804) 788-8490	A - Does Your Disaster Plan Need a Makeover?	Kathryn N. Scourby is the Senior Business Continuity Manager at Hunton & Williams, LLP. She served on the ALA Board of Directors as the Region 2 Director from 2004 to 2008 and is currently a trustee for the Foundation of the Association of Legal Administrators. Scourby is a frequent speaker at ALA conferences and local chapters on disaster recovery, business continuity and risk management issues.
Michael D. Short	LawVision Group, LLC	<a href="mailto:mshort@lawvisiongroup.com">mshort@lawvisiongroup.com</a> (202) 756-1381	A - Flash Forward: Legal Industry Trends	Michael D. Short, Principal with The LawVision Group, counsels law firms and other professional service firms around the world on strategic, management, financial, governance, and compensation issues. He is a regular consultant, presenter and writer on these topics. Over the course of his career, Short has worked with more than 600 law firms of all sizes and locations around the world.
Marcie Borgal Shunk	The BTI Consulting Group	<a href="mailto:mshunk@bticonsulting.com">mshunk@bticonsulting.com</a> (617) 439-0333	W - Marketing (Mis)Alignment: Closing the Gap Between Marketing and Law Firm Leadership	Marcie Borgal Shunk is a Principal with BTI and also serves as BTI's Lead Analyst. She brings more than 10 years of experience of strategic analysis and all aspects of client relationships at professional services firms. Shunk drives BTI's analytical strategies to uncover the most insights from BTI's proprietary research with more than 6,000 key individuals who acquire and manage professional services.
Jonathan H. Spadt, Esq.	RatnerPrestia, PC	<a href="mailto:jhspadt@ratnerprestia.com">jhspadt@ratnerprestia.com</a> (610) 993-4248	A - A Succession Planning Success Story - How One Firm Did It	Jonathan H. Spadt, Esq., is the Chief Executive Officer and President of RatnerPrestia. He is widely recognized for his strong passion that the firm deliver consistent, high quality client service. Spadt's leadership has led to new domestic and international relationships, geographic expansion of work on three continents, and a rise in the number of quality businesses and institutions that trust RatnerPrestia to advise them on their intellectual property matters.
Thomas Spahn, JD	McGuire Woods	<a href="mailto:tspahn@mcguirewoods.com">tspahn@mcguirewoods.com</a> (703) 712-5417	A - The Ethics of Email and Social Media	Thomas Spahn, JD, a commercial litigator with McGuireWoods, regularly advises Fortune 500 clients as in-house counsel on ethics issues, including conflicts of interest, confidentiality, dealing with corporate wrongdoing, and compliance with Sarbanes-Oxley requirements. He has also advised clients on properly creating and preserving the attorney-client privilege and work product protections when conducting corporate investigations, hiring outside consultants, dealing with the government, and on other daily and extraordinary situations.

## **LEGAL INDUSTRY**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Deborah Sterling, Ph.D.	Sterne, Kessler, Goldstein & Fox	<a href="mailto:dsterlin@skgf.com">dsterlin@skgf.com</a> (202) 772-8501	IP - AIA Update Post 3/16/12	Deborah Sterling, Ph.D., is a Director at Washington, DC-based intellectual property specialty firm Sterne, Kessler, Goldstein & Fox. Her practice is focused in the biotechnology and pharmaceutical industries, where she is involved in all areas of patent procurement, exploitation and enforcement. Sterling is a contributing author of <i>Patent Office Litigation</i> , a two-volume set focused on the new contested proceedings under the America Invents Act published in 2012. The book examines how the proceedings interact with other aspects of patent procurement and enforcement, and delivers practical analysis and advice.
David Thomas	IntegriTalk	<a href="mailto:dwthomas70@hotmail.com">dwthomas70@hotmail.com</a> (713) 850-1448	R4 – Ethics: Making a Difference with Integrity	David W. Thomas launched his speaking career in 1996 with the formation of IntegriTalk, an enterprise that stresses the importance of integrity through motivational speeches and interactive seminars. He has business experience in the public accounting, commercial banking and retailing arenas. Thomas is an attorney and certified seminar leader who has inspired audiences throughout 36 states and Canada, including 22 previous appearances for ALA audiences.
William “Lee” Thuston	Burr & Forman, LLP	<a href="mailto:lee.thuston@burr.com">lee.thuston@burr.com</a>	R2 – Client Interviewing: From Telephone to Third Party	William “Lee” Thuston is Burr & Forman’s Managing Partner. He served as Alabama Counsel during the site selection and negotiation processes for Mercedes-Benz U.S. International, Inc., The Boeing Company, Mi-Tech Steel, Inc. and IPSCO Steel. Thuston is listed in <i>The Best Lawyers in America</i> in the General Corporate Law and Economic Development categories. To date, he has worked on new economic development projects and expansions representing over \$15 billion of capital investment and the creation of thousands of new jobs.
Gayle Wissinger	Hanover Insurance Group	<a href="mailto:gwissinger@hanover.com">gwissinger@hanover.com</a> (616) 233-2396	A - The Mystery Revealed: Completing Professional Liability Contracts	Gayle Wissinger has more than 25 years in the insurance industry where she has held various positions related primarily to underwriting with both large and small companies. Since 2000, she has focused on lawyers professional liability, and has served in multiple roles, including operations manager, director of underwriting and product manager. In her current position as Program Manager with Hanover Professionals, she works directly with the decision makers in law firms as she develops coverage products that are relevant to them.
Pamela H. Woldow, JD	Edge International, LLC	<a href="mailto:pwoldow@edge-international.com">pwoldow@edge-international.com</a> (610) 660-9550	A - Legal Project Management Boot Camp	Pamela H. Woldow, JD is General Counsel of Edge International, LCC where she provides advice to law firms and chief legal officers worldwide on effective management of legal matters. She has particular expertise on alternative fee arrangements, requests for proposals, legal project management and other cost management techniques and initiatives.

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Sacha Burn, MS, AEP, EDAC	Humanscale	sburn@humanscale.com (347) 880-1170	R1/3 – A Healthy & Safe Workplace: Designing Healthy Work Environments	Sacha Burn, MS AEP EDAC, Associate Ergonomist with Humanscale since 2010, assists organizations with implementing ergonomics programs to reduce workplace injury and improve employee comfort. She has extensive experience in the areas of ergonomic program development, workstation evaluation and training in office, healthcare, industrial and lab settings. She has experience in product design as well, and holds a patent for her role in the design of an ergonomic workstation on wheels for healthcare environments.
Brett Burney, J.D.	Burney Consultants, LLC	<a href="mailto:burney@burneyconsultants.com">burney@burneyconsultants.com</a> (216) 245-1414	A - iCan! Empowering Administrators with iPads  R6 – The Gold Standard for Working with iPads	Brett Burney, J.D., Principal, Burney Consultants LLC, focuses his time on bridging the chasm between the legal and technology frontiers of electronic discovery. He is very active in the Mac-using lawyer community, working with law firms who want to integrate Mac and iOS devices into their practices. Prior to establishing Burney Consultants LLC, he spent more than five years at Thompson Hine LLP. He is a frequent contributor to Law.com and speaks around the country on litigation support, e-discovery and Mac-related topics.
Chrissy Cornelius, CCIM	Commercial Texas	<a href="mailto:cornelius@commercialtexas.com">cornelius@commercialtexas.com</a>	W - Negotiating the Law Firm Lease: Top Strategies and Lease Clauses that will Improve Your Firm's Bottom Line!	Chrissy Cornelius, CCIM, Associate Vice President of Commercial Texas, has successfully completed over 50 transactions totaling more than \$68 million in transaction value. She has been recognized by the Austin Business Journal as a Heavy Hitter in the Office Tenant Lease Representation category.
Kevin Ellison	Grant Thornton, LLP	<a href="mailto:kevin.ellison@us.gt.com">kevin.ellison@us.gt.com</a> (630) 873-2670	F – Systems Procurement: Foolproof Steps to Buying Large Scale Software	Kevin T. Ellison is Executive Director of Procurement for Grant Thornton, LLP, based in Chicago where he is responsible for three large-scale groups including national procurement, real estate and travel and event services. Prior to joining Grant Thornton, he was a principle at The Ellison Group, his consultancy servicing many law firms across the U.S. in strategic sourcing and procurement needs. Ellison has extensive experience in sourcing every major IT-related need for any size law firm or professional services organization.

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<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Debbie Foster	Affinity Consulting Group, LLC	<a href="mailto:dfoster@affinityconsulting.com">dfoster@affinityconsulting.com</a> (727) 544-5400	A - Excel Techniques: Wow, I Could Have Used That  W - Leveraging Technology for Small Firms  R5 – The Cloud: Who, What, Why and How	Debbie Foster is a Partner with the Affinity Consulting Group (ACG), where she specializes in practice management, time/billing/accounting and document management software, as well as providing technology audits for firms around the country. She was the Chair of ABA TECHSHOW 2010, presented by the ABA Law Practice Management Section.
Judith Flournoy	Kelley Drye & Warren LLP	<a href="mailto:jflournoy@kelleydrye.com">jflournoy@kelleydrye.com</a> (310) 712-6477	A - Security Initiative: LegalSEC™	Judith Flournoy, Chief Information Officer at Kelley Drye LLP has 17 years of leadership experience with Am Law 100 and 250 firms as both a strategic and operational director. In 2006, she received the IT Director of the Year award from <i>Law Technology News (LTN)</i> and was recognized as one of the Global Top 100 CIO's by <i>City Tech</i> magazine. She is a frequent columnist for <i>Law Technology News</i> magazine, a member of the LTN Editorial Advisory Board and has presented at various conferences.
Tim Golden, PMP	McGuire Woods, LLP	<a href="mailto:tgolden@mcguirewoods.com">tgolden@mcguirewoods.com</a> (804) 775-1417	A - Security Initiative: LegalSEC™	Tim Golden, Manager, Enterprise Architecture & IT Governance at McGuireWoods LLP, is responsible for all cross-functional areas within IT, including architectural design, project management, quality assurance, information security, release/change/configuration management and IT policies, procedures and metrics. He has been with the firm for 15 years.
Phillip Hampton	LogicForce Consulting, LLC	<a href="mailto:phampton@logicforce.com">phampton@logicforce.com</a> (615) 238-3539	R4 – 60 Apps and 30 Devices in 60 Minutes  R6 – Bring on the Gold: 60 Apps and 30 Devices in 75 Minutes	Phillip Hampton is the Founder and President of LogicForce Consulting, LLC, a legal-technology consulting firm in Nashville. He has more than 20 years of experience in information technology. Hampton is a computer forensic expert, practice management specialist, litigation technologist and frequent speaker on the use of technology in the practice of law.
Ivan Hemmans, III	O'Melveny & Myers, LLP	<a href="mailto:ihemmans@omm.com">ihemmans@omm.com</a> (213) 430-7830	F – Finance Reporting and Excel: Clean Up Your Data	Ivan L. Hemmans, III, Manager of Technology Development and Communications at O'Melveny & Myers LLP, has extensive experience with information technology. He has worked with law firms for 14 years and computers for more than two decades. With a background in programming and a UCLA Cognitive Science degree, he offers a unique blend of experience and good-natured humor.

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Angela Hickey, CPA, MBA	Levenfeld Pearlstein, LLC	<a href="mailto:ahickey@lplegal.com">ahickey@lplegal.com</a> (312) 476-7521	F – Change Management: Improving Work Flow Processes	Angela (Angie) Hickey, CPA, MBA, is the Executive Director of Chicago law firm Levenfeld Pearlstein, LLC. A member of the firm's Executive Committee and Compensation Committee, she oversees all of the firm's financial and operational functions, including the strategic development and execution of the firm-wide business plan. Hickey is a partner in Law 2023, a think tank comprised of several legal industry organizations that convene to re-imagine the practice of law in the future.
Ken Jones	Pileum Corporation	<a href="mailto:kenjones@pileum.com">kenjones@pileum.com</a> (601) 863-0086	R2 – Digital Security for the Modern, Mobile Law Firm	Ken Jones is a Senior Technology Architect with Pileum Corporation. Prior to this position he was an independent IT consultant and was the Director of Information Technology for a large regional law firm in the southeast for nearly 15 years. Jones was named to the Thomson Elite Steering Committee and the Interwoven Steering Committee for the International Legal Technology Association (ILTA), and recently named as a "Top 100 Global IT Technology Leader" by <i>CityTech Magazine</i> , which focuses on the IT needs of legal and other professional service firms.
Mike Kennedy, SIOR	Commercial Texas	<a href="mailto:mkenedy@commercialtexas.com">mkenedy@commercialtexas.com</a> (512) 474-2411	W - Negotiating the Law Firm Lease: Top Strategies and Lease Clauses that will Improve Your Firm's Bottom Line!	Mike Kennedy, SIOR, is CEO & President of Commercial Texas. Among his many accomplishments, he negotiated the Austin anchor leases of Clark, Thomas and Winters, Akin Gump and Austin Ventures, which led to construction of 300 W. Sixth Street, the first Central Business District high-rise building in the city in 15 years.
Burke Kennedy, J.D.	Commercial Texas	<a href="mailto:bkennedy@commercialtexas.com">bkennedy@commercialtexas.com</a>	W - Negotiating the Law Firm Lease: Top Strategies and Lease Clauses that will Improve Your Firm's Bottom Line!	Burke Kennedy, J.D., Vice President of Commercial Texas, was off to a running start in commercial real estate when he made the decision to step away and attend law school so he could better help his clients review leases and negotiate with landlords. He has completed 64 office lease transactions totaling more than 500,000 square feet of space, with a combined transaction value of more than \$66.7 million.

## **OFFICE OPERATIONS MANAGEMENT**

<b>Speaker</b>	<b>Company/Firm</b>	<b>Contact</b>	<b>Event/Topic</b>	<b>Speaker Information</b>
Britt Lorish	Affinity Consulting Group	<a href="mailto:blorish@affinityconsulting.com">blorish@affinityconsulting.com</a> (540) 767-7624	R2 – Planet of the Apps – The Mobile Office	Britt Lorish is a partner with the Affinity Consulting Group, a legal technology consulting firm with six offices around the country. She is the immediate past chair of ABA TECHSHOW 2013 and spent four years serving on the TECHSHOW Planning Board. A former litigation paralegal and law firm network administrator, she has extensive experience conducting training on legal specific software and specializes in tailoring custom technology solutions for law firms throughout the United States, Canada, Europe and the Caribbean.
Christopher Murray III, AIA, LEED AP	Jones Lang LaSalle	<a href="mailto:chris.murray@am.jll.com">chris.murray@am.jll.com</a> (202) 719-5010	A - Should We Stay or Should We Go: Analyzing Office Lease Options	Christopher C. Murray III, AIA, LEED AP, is a Managing Director in the Law Firm Practice Group of Jones Lang LaSalle, a financial and professional services firm specializing in real estate services and investment management. He has worked with more than 330 law firms in 80 cities in 16 countries totaling over 25 million square feet in the last 32 years. Before joining Jones Lange LaSalle, he led the law firm practice at Gensler.
James Perkins, Ph.D.	Procopio Cory Hargreaves & Savitch, LLP	<a href="mailto:jim.perkins@procopio.com">jim.perkins@procopio.com</a> (619) 238-1900	F – Change Management: Improving Work Flow Processes	James G. Perkins, Ph.D., is the Chief Operating Officer for Procopio Cory Hargreaves & Savitch, LLP where he is responsible for all the firm's non-legal operations including finance, human resources, administration, marketing and information services He is a member of the firm's management committee and also consults as part of the Procopio Business Advisors group. Perkins is a frequent speaker on law firm management issues at conferences and international network meetings.
Terri Raines	USPTO	<a href="mailto:terri.raines@uspto.gov">terri.raines@uspto.gov</a> (571) 272-6272	IP - New Developments at the USPTO	Terri Raines is the Manager of the eCommerce Division of the Office of Patent Information Management at the USPTO, and is responsible for electronic filing of Patent Applications via EFS-Web, Application Administration and Management via Public and Private PAIR, and Customer Service provided through the Electronic Business Center. Raines brings strong technical program management, strategic planning, business management and customer outreach acumen to the USPTO.
William Ramsey, J.D.	Neal & Harwell, PLC	<a href="mailto:ramseywt@nealharwell.com">ramseywt@nealharwell.com</a> (615) 244-1713	R4 – 60 Apps and 30 Devices in 60 Minutes  R6 – Bring on the Gold: 60 Apps and 30 Devices in 75 Minutes	William T. Ramsey, J.D., Partner, Neal & Harwell, PLC in Nashville, is responsible for the firm's computer, telecommunications and technical equipment in addition to his practice on complex civil and criminal litigation. Ramsey has lectured extensively on the use of technology and the impact of the Internet on litigation and the practice of law in general.

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Rachel Ratcliff	Stroz Friedberg	<a href="mailto:rratcliff@strozfriedberg.com">rratcliff@strozfriedberg.com</a> (214) 377-4554	R4 – Cybercrime: Protecting Your Digital Assets in Today's Threat Landscape	Rachel Ratcliff is Vice President in Stroz Friedberg's Dallas office where she manages digital forensic investigations, responds to data breach incidents, and oversees data collection, processing, and hosting in electronic discovery matters. Ratcliff maintains a full docket of cases involving cybercrime, theft of intellectual property, deletion of digital data, e-forgery, cyber-harassment, and online fraud and abuse. Her clients include Fortune 500 companies, government agencies, non-profit organizations, major law firms and private individuals.
Mary Redmond	Independent Lease Review, Inc.	<a href="mailto:mary@reviewyourlease.com">mary@reviewyourlease.com</a> (913) 422-7775	A - Negotiating Leases for Office Equipment and Services	Mary A. Redmond, founder of Independent Lease Review Inc., has negotiated leases for more than 25 years. Redmond speaks, writes and conducts seminars on leasing and negotiations. She is the author of <i>The LeaseSpeak™ System: Your Guide to Saving Money on Leases and Men and Women do it Differently...Negotiate that is!</i>
Raymond Ritchey	Boston Properties	<a href="mailto:ritchey@bostonproperties.com">ritchey@bostonproperties.com</a> (202) 585-0830	A - Should We Stay or Should We Go: Analyzing Office Lease Options	Raymond A. Ritchey, Boston Properties, serves as Executive Vice President, Head of the Washington, District of Columbia Office and National Director of Acquisitions and Development, where he led its expansion to become one of the dominant real estate firms in the D.C. metropolitan area. He is responsible for all business development, leasing and marketing as well as new opportunity origination in the D.C. area. He also directly oversees similar activities on a national basis.
Chris Sale, MA	Young Thompson	<a href="mailto:csale@young-thompson.com">csale@young-thompson.com</a> 703-521-1180	IP - Going Paperless: Building the Next Generation IP Management System	Chris Sale, MA, General Manager of Young Thompson in Northern Virginia, a top 25 IP law firm, has 20 years of business leadership and management experience. Prior to Young Thompson, he was Manager at Lowe Hauptman Ham Berner from 2002 – 2007 and Manager of Pizzey's Patent and Trade Mark Attorneys from 1994 – 2001. Sale is an active member of ALA.
Ben Schorr	Roland Schorr & Tower	<a href="mailto:bens@rolandschorr.com">bens@rolandschorr.com</a> (928) 526-3970	A - Fast and Furious - 60 Tech Tips in 75 Minutes A - Gadgets, Gizmos and Thingamajigs! What Technology Should You Have?  R5 – Microsoft OneNote  R5 – The Future of IT	Ben M. Schorr, Chief Executive Officer of Roland Schorr & Tower, has spent the last two decades helping businesses get the most out of technology. Recently named by the Pacific Technology Foundation as one of the Top 50 Technology Leaders in Hawaii, he is a frequently requested speaker on topics from technology to communications to business. Schorr is the author of <i>The Lawyer's Guide to Microsoft Outlook 2010</i> , <i>The Lawyer's Guide to Microsoft Word 2010</i> and <i>OneNote in One Hour</i> .



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Ralph Schroeder, J.D.	Hyperion Global Partners	<a href="mailto:ralph@hyperiongp.com">ralph@hyperiongp.com</a> (832) 886-6800	IP - Going Paperless: Building the Next Generation IP Management System	Ralph Schroeder, J.D., Managing Director at Hyperion Global Partners, is a recognized expert in the legal industry, with more than 15 years of experience gained from working with leading corporate law departments, law firms and solution providers. His areas of focus include intellectual property, contract and license management, enterprise legal management (e-billing/matter management), legal operations and legal IT strategy and vendor selection.
Carolyn Smallwood, CLM	Ezra Brutzkus Gubner LLP	<a href="mailto:csmallwood@ebg-law.com">csmallwood@ebg-law.com</a> (818) 827-9131	F – Change Management: Improving Work Flow Processes	Carolyn D. Smallwood, CLM, CFO of Ezra Brutzkus Gubner LLP, works in a completely paperless office and has transformed firms of all sizes and in all areas of law to less-paper operations since 1991. She is a frequent contributor to the Product Advisory Teams of LiquidPractice and Thomson Reuters Elite ProLaw software, and is the Education Vice Chair for the ALA's Greater Los Angeles Chapter. She is also a member of the US Green Building Council, the Legal Marketing Association, American MENSA and is a Benefactor of KCSN.
Brian Vandegrift	Venyu	<a href="mailto:brian@venyu.com">brian@venyu.com</a> (225) 214-3849	R1/3 – The Law Office of Tomorrow: How the Cloud is Making the Firm's IT Life Easier	Brian Vandegrift is the Executive Vice President of Sales and Innovation at Venyu. He has more than 15 years of experience in technology consulting, which allows him to play an integral role in the product development process. With certifications from Microsoft, Citrix and VMware, he has the expertise necessary to architect data protection, disaster recovery and hosting solutions for just about every challenging scenario that a business could face.
Lois Zambo	Studley	<a href="mailto:lzambo@studley.com">lzambo@studley.com</a> (202) 624-8530	A - Should We Stay or Should We Go: Analyzing Office Lease Options	Lois Zambo, Vice Chairman, Co-Branch Manager at Studley, has become one of the D.C. area's most iconic women in commercial real estate. She is best recognized as the broker behind <i>USA Today's</i> move to the D.C. area in the mid-1980s. Most recently, she assisted the Freedom Forum with the purchase of 6th & Pennsylvania Avenue to create a new D.C. home for the Newseum – a historic transaction that both the <i>Washington Post</i> and the <i>Washington Business Journal</i> have called the "Deal of the Century."

# Speaker Recommendation for Future ALA Programs

## Criteria for Judging a Speaker's Performance

- Was knowledgeable and to the point
- The content was well organized and focused
- The content was interesting and held the audience's attention
- The topic was presented in sufficient depth
- The learning can be applied directly to the job

Speaker Name \_\_\_\_\_

Company/ Firm \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State/Province \_\_\_\_\_ Zip/Postal Code \_\_\_\_\_

Contact \_\_\_\_\_ Fax \_\_\_\_\_

Area of Expertise \_\_\_\_\_

## **Session(s) on which recommendation is based:**

Session Name \_\_\_\_\_

Event Presented at \_\_\_\_\_

Date Presented \_\_\_\_\_

Comments \_\_\_\_\_

Session Name \_\_\_\_\_

Event Presented at \_\_\_\_\_

Date Presented \_\_\_\_\_

Comments \_\_\_\_\_

*Person making this recommendation* \_\_\_\_\_

*Firm/Company* \_\_\_\_\_

Contact \_\_\_\_\_ Fax \_\_\_\_\_

*May we use you as a reference regarding this speaker?*  Yes  No

*(This may involve interested parties calling you directly)*

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