

SPEAKER LEADS 2016

Welcome to the 2016 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 2015 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:

A Annual Educational Conference and Exposition – Los Angeles, CA

RLMC Regional Legal Management Conference – Boston, Phoenix,

Indianapolis

CORP Corporate Law Department Symposium, Washington, DC IP Conference for Legal Professionals – Washington, DC Large Firm Principal Administrators Retreat – Napa, CA

W 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 may not be current. For up to date web and email information, please contact the speaker directly.

COMMUNICATIONS AND GENERAL MANAGEMENT

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Dr. Jeff Magee	JeffreyMagee.com	drjeffspeaks@aol.com 406-548-5385	A – CM20 Trajectory Code: Manage Your Present Behaviors and Actions	Dr. Jeffrey Magee PDM, CSP, CMC, has been called one of today's leading leadership and marketing strategists. He is the author of more than 20 books, two college textbooks and four bestsellers. He is also the publisher of PERFORMANCE/P360 Magazine, former co-host of the national business entrepreneur program on Catalyst Business Radio, and human capital developer for more than 20 years. Magee has been invited to keynote at many major associations and speak at West Point Military Academy.
Vanessa VanEdwards	Science of People	vanessa@scienceofpeople.com 312-702-8886	A - CM21 The Power of Body Language	Vanessa Van Edwards is the lead investigator at Science of People, a human behavior research lab. She is a <i>Huffington Post</i> columnist and published author. Her innovative work has been featured on NPR, <i>Business Week</i> and <i>USA Today</i> . She regularly gives keynotes and appears in the media to talk about her research. She has written for CNN, <i>Fast Company</i> and <i>Forbes</i> . Edwards is also a sought-after corporate consultant and has used her research with a number of Fortune 500 companies
Steve Hughes	Hit Your Stride, LLC	steve@hityourstride.com 314-821-8700	A – CM14 Unflappable: How to Look Smart5 When You Have to Think on Your Feet	Steve Hughes is the President of Hit Your Stride, LLC, a consultancy that helps people look and sound smart when they talk. He's the author of <i>Dazzle Me</i> , and his seminars have been featured on NPR, BBC Radio and BusinessWeek. He is also the proud creator of "International Be Kind to Lawyers Day." Today he consults with top law firms, Fortune 500 companies, national associations and leading universities. Hughes won the prestigious Olin Cup while earning his MBA at Washington University in St. Louis.

COMMUNICATIONS AND GENERAL MANAGEMENT

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
racy Spears	Exceptional Leaders Lab	tracy@tracyspears.com (918) 779-7744	A – CM32 Why People Do What They Do	Tracy L. Spears is a Vice President with Transworld Systems, author, consultant and a member of the National Speakers' Association. As a keynote speaker, she has addressed thousands of people with her signature presentations, including "Why People Do What They Do" and "What Exceptional Leaders Know." Spears is also the co-author of the best-selling book, What Exceptional Leaders Know which delivers high-impact skills, strategies and ideas for all types of leaders. She is also an accomplished athlete and competed in the U.S. Olympic Festival in Japan as a member of Olympic Coaching Instructor.
Norma Hollis	Norma Thompson Hollis, Inc.	coaching@normahollis.com 323-734-7144	A – CM15 Speak with Ease and Confidence	Norma T. Hollis is a prolific, multi-gifted, transformational artist expressing herself as a mentor, speaker, trainer and coach. She is a strong believer in the strength of the human spirit, and her passion is building leaders and transforming individuals and organizations through programs and practices she creates that help people find, live and share the spirit that lives within. Known as America's Leading Authentic Voice Doctor®, she helps you find the most authentic part of yourself.
Mauricio Velasquez	The Diversity Training Group, LLC	mauriciov@diversitydtg.com (703) 478-9191	A – CM24 Toxic Employees, Toxic Workplaces	Mauricio Velasquez, MBA, is the President and Founder of the Diversity Training Group, LLC, of Herndon, VA. He has consulted with, trained, and partnered with dozens of small, medium and large firms from all over the country, general counsels, ALA chapters, Bar Associations, even the US Navy Judge Advocate General, and related organizations over his 25-year career. Velasquez has a BA from the University of Virginia and an MBA from George Washington University.
Jan McInnis	The Worklady	brenda@theworklady.com 800-403-5943	A – CM30 Finding the Funny in Change	Jan McInnis has spent the past 19 years as a professional speaker, comedian and comedy writer. She was featured in the <i>Wall Street Journal</i> and the <i>Washington Post</i> for her humor, and she has shared her humor keynotes with thousands of organizations in industries such as law, administration, health care, human resources, technology/telecommunications, management, real estate, education and finance.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Dr. Christine Porath	Georgetown University	<u>cp423@georgetown.edu</u> 202-687-3209	A – CM31 Civility Pays	Christine Porath, PhD, is an associate professor at the McDonough School of Business at Georgetown University. Her research focuses on leadership, organizational culture and change and has been featured worldwide in over 750 television, radio and print outlets, including 20/20, Academy of Management Journal and Harvard Business Review. She has written articles for the New York Times Sunday Review and the Washington Post and blogs for Harvard Business Review, and she is the co-author of The Cost of Bad Behavior. Porath frequently speaks at various organizations and conferences, including Google, United Nations, Human Resource Leadership Forum, Department of Justice, NSA and the Air Force on how they can benefit their performance, creativity, well-being and health.
Connor Cunneen	IrishmanSpeaks	cc@irishmanspeaks.com 630-718-1643	A – CM22 Creating a Great Workplace through the Gift of GAB: Goals, Attitude, Behavior	Irishman Conor Cunneen is happily exiled in Chicago, where he says the natives are friendly and he's been force-fed more corned beef than he ever had in Ireland. Conor combines C-suit business experience from Europe and the United States with the wit that won him <i>Chicago Humorous Speaker of the Year</i> . The result is substance with humor and programs that are insightful, memorable and implementable, and of course laced with impish Irish wit. This author of four books is husband to his long-suffering wife, Pat.
Daymond John	National Speakers Bureau	angela@nationalspeakers.com 847-295-1122	A – CM10 Five Shark Points: Fundamentals for Success in Business and Life	Daymond John has gone from humble beginnings to a self-made multimillionaire with more than \$4 billion to date in global product sales and a starring role on ABC's newest business reality TV show, <i>Shark Tank</i> . He is the personification of the American Dream and continues to set standards of excellence while expanding his interests in fashion, branding, marketing, consulting, entertainment and beyond. An industry leader, cutting-edge business strategist, best-selling author and ground breaking entrepreneurial expert, he has evolved into a highly sought after business and motivational speaker.

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L David Knapp, Ph.D.	Zoe Training	ashley.andrus@zoetraining.com 303-359-9321	A – CM23 Marathon Leadership: 26.2 Lessons for Modern Leaders	David Knapp, Ph.D., specializes in marathon leadership training and coaching. His passion is helping clients improve communication, management, and leadership skills through practical application of current research. His diverse background includes stints as manager of North American Training and Development for an international consulting firm, a college professor, and professional actor, which gives him a broad range of experiences to draw from.
Mary Redmond	FearLess Negotiator, LLC	mary@fearlessnegotiator.com (913) 422-7775	A – CM33 When You Want to be H.E.A.R.D. – Negotiate!	Mary Redmond, the "FearLess Negotiator," author, body language expert and highly-rated speaker, has been active in the legal and finance industry for 25 years. She's negotiated on behalf of some of the largest financial institutions in the world, including GE Capital, Wells Fargo Equipment Finance and Ford Financial Services.
Robin Getman	InterACT Group	rgetman220@aol.com 612-789-7115	RLMC – CM01 Take this Job and Love It! Energizing Passion and Elevating Team Performance	Robin Getman is a Certified Speaking Professional and is Co-Founder of InterACT Group, Inc., a training and consulting company whose clients include health care, hospitality, arts, academic and governmental organizations. Her expertise combines 15 years in the hospitality industry with a broad background in stage performance, retail sales, special events coordination, university administration and small business ownership. Getman has helped front-line service teams and emerging leaders create impact and influence with service that soars, communication that connects and laughter than helps.
Michael Nash	Creating a Positive and Professional Law Firm	Nash@rah.net; nash@nwi.net (509) 630-2608	RLMC – CM02 Creating a Positive and Professional Law Firm RLMC – CM03 Creating a Positive and Professional Law Firm: Giving and Receiving Feedback	Michael Nash has 20 years of experience in assisting law firms in achieving excellence by focusing on leadership skills, firm structure, individual behaviors, communication, diagnostics and problem solving, decision-making, employee development, group functioning and more. He has a master's in applied Behavioral Sciences in Organizational Development Consulting and 15 years of direct management experience.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Mack Dryden	Laugh to the Top, Inc.	drydenmack@gmail.com	RLMC – CM05 Laugh to the Top: A Hilarious Guide to Achieving Your Goals	Mack Dryden is a Speaker and Comedian, and has appeared in hundreds of TV shows and several films. He inspires and motivates thousands across the globe by sharing his goal-achieving secrets, techniques and hilarious, life-changing storie about the challenges he's overcome –including beating cancer twice and surviving a stay in an African prison – to reach his goals.

FINANCIAL MANAGEMENT

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Brittney Castro	Financially Wise Women	brittney@financiallywisewome n.com 323-852-3182	A – FM33 How to Plan for a Successful Retirement	Brittney Castro, CFP®, CRPC®, AAMS®, is founder and CEO of Financially Wise Women. She launched her own registered investment advisory firm at the age of 28. In just two short years, she's built a six-figure financial planning business; launched an online six-week evergreen product called The Money Class; became a well-known financial expert for women of all ages; and landed national media recognition from CNBC, CBS, The Wall Street Journal, The New York Times, Glamour, Elle, Marie Claire and many more. Castro specializes in working with busy professional and entrepreneurial women who are passionate about life and want to gain clarity around their money. For her Financially Wise Toolkit, jam packed with great tools and resources, go to www.financiallywisewomen.com .
Dave Roberts	Armanino LLP	david.roberts@armaninollp.co m (310) 745-5880	A – FM21 Tax Update	David Roberts, CPA, serves as Armanino LLP'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.
Lee Claymore, CFP	Cirrus Financial Group, Inc.	lee@claymoreplanning.com 303-706-1033	A – FM11, Savvy Social Security Planning for Boomers A - FM14, Savvy Medicare Planning for Boomers	Lee Claymore, CFP, was born and raised in South Dakota. After graduating with a Business Administration degree from Black Hills State University in 1989, he moved to Denver and began his career in the financial planning industry. He attained the Certified Financial Planning certification (CFP) in 1997 and continues to assist individuals and businesses with their financial planning needs. Claymore is passionate about teaching, having taught hundreds of students the fundamentals of financial planning, investments, Social Security and Medicare over the past 25 years.
Steve Cleland	Beach, Freeman, Lim & Cleland LLP	scleland@bflc.com (310) 447-1234 Ext. 239	A – FM32, Choosing Your Entity	Steve Cleland, CPA, is the Partner-in-Charge of Audit and Accounting services at Beach Freeman Lim & Cleland, LLP. He provides clients with a strong background in assurance services (audit, review and compilation), assisting clients with selection of appropriate policies that are consistent with shareholder goals and presentation of the results to users including shareholders, banks, prospective investors and regulatory agencies. In addition, he brings in-depth experience in auditing Employee Benefit Plans. A Certified Fraud Examiner, Cleland assists clients with fraud prevention techniques and fraud investigation.

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Toby Brown	Perkins Coie LLP	tbrown@perkinscoie.com	A – FM13, Law Firm Profitability in the New World	Toby Brown is the Chief Practice Officer for Akin Gump. In this role, he works with firm partners and clients in developing pricing arrangements and service delivery models that drive successful relationships. This includes practice management, pricing, legal project management, practice innovation and alternative staffing approaches. Brown was named to <i>The National Law Journal's</i> 2013 list of Legal Business Trailblazers & Pioneers and received the Peer Excellence Award, the President's Award and the Anne Charles Award from the National Association of Bar Executives. He maintains the ABA award-winning 3 Geeks and a Law Blog at geeklawblog.com.
Jay Erdman	Rippe & Kingston, LLC	jerdman@rippe.com 513-977-4539	A – FM10, Keeping Partners Informed with Key Performance Indicators	Jay Erdman, CPA, a Principal in Rippe & Kingston, 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 he continues that endeavor for LMS V and LMS+ products, which serve more than 200 law firms throughout the United States.
John Iezzi, CPA	Lezzi Management Group	jiezzi@durrettecrump.com (804) 775-6805	A – FM12, Key Issues in Effective Profitability Enhancement	John lezzi, CPA, has more than 40 years of experience in all areas of law firm management. He is the author of more than 125 articles on law office management-related topics and has spoken in more than 300 seminars to attorneys and legal managers. He is the author of Results-Oriented Financial Management: A Guide to Law Firm Financial Performance and contributor to several other books. Iezzi served as Adjunct Professor at the law schools of University of Richmond and William & Mary. He currently manages four law firms.
Mike Palmer		mepalmer71@gmail.com	A – FM20; How to Build a Budget You Can Count On	Mike Palmer is a former CPA and the Executive Director of Allen Matkins Leck Gamble Mallory & Natsis LLP, a California-based law firm with 200 lawyers and five offices. An ALA member since 1987 and a past president of ALA, Palmer has worked in public accounting and has held various finance and administration positions, in addition to his law firm experience of more than 29 years.

FINANCIAL MANAGEMENT

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Jessica Schwarz Christina Solomon	Rubin Brown Rubin Brown	jessica.schwarz@rubinbrown. com 314-290-3497 christina.solomon@rubinbrow n.com 314-290-3497	RLMC – FM02 Using Data Analysis Techniques to Detect Fraud and Abuse, Part 2	Christina Solomon, CPA/CFF, CFE, has more than 18 years of experience working in public accounting. Solomon focuses on providing litigation consulting and performing forensic accounting analysis. In addition, she provides internal audit, financial modeling and data analysis services to her clients. She has a broad base of industry experience, including professional service firms.
				Jessica Schwarz is a Consultant in RubinBrown's Data and Analytics Group. At RubinBrown, Schwarz provides data, analytics and strategy consulting services for various projects, including commercial and intellectual property litigation, fraud and forensic investigations, internal audits, process improvement engagements and business intelligence analysis. She works with clients in several industries, including manufacturing and distribution, construction, professional services and health care.
Spencer Smith	Spencer X Smith Consulting	sxs@spencerXsmith.com 608-301-6368	RLMC – FM05 Cash Balance Retirement Plans in Plain English	Spencer Smith is the Founder of Spencer X. Smith Consulting, and serves law firms in both Wisconsin and New York City. He is a faculty member for the State Bar of Wisconsin's Business of Law Conferences, and is also an instructor at the University of Wisconsin, where he teaches classes on Internet Marketing & Strategy and Teaching-Based Marketing.
Peter Lane Secor	Pepper Hamilton LLP	secorp@pepperlaw.com 617-204-5126	IP – FM01 Today's Metrics for Margins and Profitability	Peter Lane Secor is the Director of Strategic Pricing and Project Management with Pepper Hamilton LLP. He concentrates on legal project management with a focus on improving efficiencies through shared management responsibilities, strengthening communication and making value transparent. His expertise includes client/matter profit analysis and providing partners with performance evaluations from a financial perspective.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Bhasin, Ritu	Bhasin Consulting Inc.	ritu@bhasinconsulting.com 416-821-3554	A – HR20 Overcoming the Discomfort with Differences HR21 Deeper Dive on Minimization	Ritu Bhasin, LL.B. MBA, is the Founder and Principal of bci. Recognized globally for her diversity and leadership expertise, she has received a number of awards and distinctions for her work. She has extensive experience in delivering programming, consulting, and coaching across a range of people management areas with a focus on leadership development, diversity and inclusion, and the advancement of women. Bhasin works primarily with senior leadership teams, boards of directors, middle management, and emerging leader groups, including women and diverse professionals.
Ritu Bhasin, Shari Tivy, Jennifer Brown, Robert Stevens	Weiner Millo Morgan & Bonanno LLC Bennett Bigelow & Leedom, PS	ritu@bhasinconsulting.com 416-821-3554 tivys9@gmail.com jbrown@wmmblawfirm.com (212) 213-1220 rstevens@bbllaw.com (206) 622-5511	A – HR21 Deeper Dive on Minimization	Bhasin – see above Shari Tivy is Director of Human Resources at Bowman and Brooke and serves on her firm's Diversity Committee, often spearheading the firm's initiatives. She has twice served as ALAMN's President and been active on nearly every committee in the Chapter. A recipient of ALA's Outstanding Association Volunteer Award in 2013, she has also served ALA in numerous committee assignments. Tivy is Immediate Past Chair of the ALA Committee on Diversity and Inclusion. Jenniffer Brown is the Firm Administrator of Weiner, Millo, Morgan & Bonanno, LLC, a New York City boutique law firm. She joined ALA in 1999, has served on various chapter committees over the years, and was elected as a chapter Vice President in 2012. In 2013, she was named chair of ALA New York chapter's first Diversity & Inclusion Committee and has made unprecedented progress in bringing diversity to the chapter and member firms. She is also a member of ALA national's Committee on Diversity & Inclusion, and an influential advocate for the importance of diversity and inclusion in our workplaces and lives.
Mark Shore	Atlas Consulting Services, LLC	mshore@atlasconsultingllc.com (973) 258-0550	A – HR33 Impact of the 2016 Election on the Affordable Care Act	Mark Shore has worked in the insurance industry for more than 20 years. He has worked for carriers, actuarial, health and welfare consulting firms, and employee benefit insurance brokers. Shore's diverse professional experience and education (BS in Actuarial Science) give him a unique perspective and insight into many of today's challenging employee benefit issues. As President of ACS, he serves clients from two to 1,000 employees on all aspects of their employee benefit programs.

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Richard Simmons, JD	Sheppard, Mullin, Richter & Hampton LLP	rsimmons@sheppardmullin.co m (213) 617-5518	A – HR34 Federal Employment Law Update	Richard J. Simmons, JD is Partner at Sheppard, Mullin, Richter & Hampton, LLP in Los Angeles. Simmons has lectured extensively throughout the country and has authored numerous publications in the labor law field. Among his publications are the Employee Handbook and Personnel Policies Manual, and the Wrongful Discharge, Staff Reduction and Employment Practices Manual, The Federal Immigration Law. He has served as an appointed member of the 1987, 1984 and 1982 Minimum Wage Boards for the State of California and is a member of the National Advisory Board of the Berkeley Journal of Employment & Labor Law.
Scott Cook	Kolesar Leatham	scook@klnevada.com 702-362-7800	A – HR11 The Cell Phone Experience: Implications for the Workplace HR13 Workplace Investigations: The HR Sleuth in Action	Scott Cook, JD, brings 34 years of comprehensive legal experience, is admitted and active in five states, has earned an AV rating and is a Super Lawyer for the Rocky Mountain region in litigation. His practice includes all aspects of civil litigation and regulatory matters. Cook is also a college lecturer and an often requested CLE, trade group and professional association lecturer resource.
Sharon Abrahams, Joseph Altonji, S. Dan Anderson	 Foley & Lardner, LLP LawVision Group, LLC Dentons US LLP 	sabrahams@foley.com (305) 482-8521 jaltonji@lawvisiongroup.com (312) 578-0674 dan.anderson@dentons.com (404) 527-4165	A – HR31 Problematic Partners: Handling Underperformance and Misbehaviors	Dr. Sharon Meit Abrahams is a premier legal talent expert, with more than 25 years of experience in communication skills, management development and leadership training. Abrahams has conducted seminars for the ABA, NALP, ALI-ABA, Harvard, Yale, Northwestern and Duke Law Schools. She is a prolific writer, publishing articles and books related to professional development. Her most recent book, 100 Plus Pointers on Business Development, is published by the American Bar Association. Joseph Altonji is a founding Principal of LawVision Group and has spent more than 30 years consulting to law firms and their leaders both in the United States and internationally. Prior to launching the LawVision Group, he spent 22 years with Hildebrandt Baker Robbins, and its predecessor firm, Hildebrandt International, as a strategist and senior Managing Director. Altonji is an author and frequent speaker on topics related to law firm strategy, governance, compensation and economic performance.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Michael Cohen	Duane Morris LLP	mcohen@duanemorris.com (215) 979-1882	RLMC – FM05 Devaluing Diversity: Avoiding Mistakes in the Law Firm Hiring Process	Michael S. Cohen, JD, is a Partner at Duane Morris' Employment, Labor, Benefits and Immigration Practice Group LLP, where he concentrates his practice in the areas of employment law training and counseling. 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.
Judy Hissong	Nesso Strategies LLC	judy@nessostrategies.com (619) 546-7885	RLMC – HR03 Evaluating Performance Evaluations W – Creating Proactive Leadership	Judith A. Hissong, CLM, is the President of Nesso Strategies. Nesso is the Italian word for connection, and connecting human performance to bottom-line profit is our goal. Hissong partners with legal professionals for leadership development, strategic planning, retreat facilitation, executive coaching, team building and communication and conflict management training. Hissong is a previous ALA member, serving in ALA leadership both on the ALA Board of Directors and as an Annual Conference Chair.
Phyllis Frye	Frye, Oaks, Benavidez and O'Neil, PLLC	prfrye@aol.com 713-227-1717	RLMC – HR04 Transgender Legal Advancements from 2010 to the Present	Phyllis Randolph Frye, Attorney and Grandmother of the National Transgender Legal and Political Movement, is an Eagle Scout, a U.S. Army veteran, a licensed attorney, a father, a grandmother and a lesbian wife. In 2010, Frye was sworn-in as the first, out, transgender judge in the nation as a city of Houston Associate Municipal Judge. She retains her senior partnership with Frye, Oaks and Benavidez, PLLC, which is an out LGBTI-and-straight-allies law firm.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Ellie Krug	Ellie Krug	elliejkrug@gmail.com 612-333-4000	RLMC – HR04 Gray Area Thinking: Understanding Diverse Humans and Welcoming Transgender Attorneys, Co-Workers and Clients	Ellie Krug holds degrees from Coe College and Boston College Law School, practiced law in Massachusetts and lowa, and founded a law firm specializing in trial work. She has more than 100 trials to her credit. In 2009, after transitioning from male to female, Krug became the first lowa attorney – and one of the few nationally – to try jury cases in separate genders. She also serves as the Executive Director of Call for Justice, LLC, a nonprofit that helps low-income earning persons connect with legal resources.
Robert Lavigna	University of Wisconsin - Milwaukee	rlavigna@cpshr.us 608-890-3888	W – Leveraging the Power of Employee Engagement in Government	Bob Lavigna, Assistant Vice Chancellor and Director of Human Resources at the University of Wisconsin, has more than 30 years of experience leading public sector HR organizations and programs. He is an elected Fellow of the National Academy of Public Administration. His individual awards and honors also include "Public Official of the Year" by Governing magazine, the IPMA-HR "Stockberger" and "Honorary Life Membership" awards, and the "Rooney Leadership Award" from NASPE. He was also the first HR official to be awarded a "Henry Toll Fellowship" from the Council of State Governments. Lavigna is also the author of Engaging Government Employees: Motivate and Inspire Your People to Achieve Superior Performance.

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Sally Schmidt	Schmidt Marketing	sallyschmidt@schmidt- marketing.com (952) 767-0115	A – LI24 Fast Forward: Driving Top-Line Revenue for Your Law Firm	Sally Schmidt is President of Schmidt Marketing, Inc. in Edina, MN, which offers marketing services to law firms. She was a founder and the first President of the Legal Marketing Association (LMA). In 1994, she was inducted as a Fellow into the inaugural class of the College of Law Practice Management. Schmidt was also inducted into the LMA first Hall of Fame in 2007 and is the recipient of its Lifetime Achievement Award.
Sherry Cushman	Cushman & Wakefield	sherry.cushman@cushwake.com (202) 471-3595	A – LI23 The Next Chapter: Insights from Cushman & Wakefield's National Legal Sector Benchmark Survey	Sherry Cushman, Executive Managing Director and Leader of Cushman & Wakefield's Legal Sector Advisory Group (LSAG), has spent her 30-year career exclusively advising tenants in the legal sector. She coordinates LSAG's initiatives and national benchmarking, as well as serving as a thought leader and chief strategist to law firms. Her focus is on implementing real estate solutions that closely integrate her clients' business, financial and operational goals with an eye on profitability.
Corey Saban	TheLaw TV, LLC	<u>csaban@thelaw.tv</u> 561-626-9809	A - LI34 Digital Marketing and the Power of Story	Corey Saban is an Emmy nominated and Associated Press award winning TV journalist whose media career encompassed interviews with the some of the world's most respectable and recognizable figures, from presidents to Pulitzer Prize winners. An accomplished speaker and 15-year news veteran, Saban is now on the other side of the TV industry, as VP of THELAW.TV consulting law firms on media and content strategies.
Steve Wingert, CLM	Thompson Coburn, LLP	swingert@thompsoncoburn.com (314) 552-6123	A – LI21 Where Client Service Teams and Business Development Intersect	Steve Wingert, CLM, is a 20-year veteran of law firm administration, Past President of ALA, and a principal of Nesso Strategies. A forward-thinking leader, he understands the leadership and management challenges within law firms. He develops leadership talent, assesses needs and issues, and facilitates collaborative solutions. Wingert holds masters' degrees in human resources and business administration, and is currently a doctoral student in interdisciplinary leadership at Creighton University.

David Avrin	The Visibility Coach	info@visibilitycoach.com	A – LI12 It's Not Who	David Avrin has more than 25 years of experience on
		(303) 795-9898	You Know, It's Who	the front lines of marketing, public relations and
			Knows YOU!	strategic branding. Additionally, he has a strong track
				record of successful media/marketing campaigns. His
				business is now focused on keynote speaking and
				strategic consulting. Known internationally as The
				Visibility Coach, Avrin has spoken to enthusiastic
				audiences across North America and around the
				world.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Jennifer Hill	JHill's Staffing Services	jennifer@jhccs.com 760-641-3477	A - LI33 The Changing Role of the Legal Secretary	Jennifer Hill began recruiting in 2003 and has recruited for top tier law firms and corporations throughout California. Since 2008, she has been interviewed on both American radio stations and the BBC, as well as appearing on FOX, NBC, ABC and various other television shows as an expert in the field of recruiting and job hunting. Additionally, she has been a featured speaker for groups such as the Los Angeles Paralegal Association, Legal Secretaries Incorporated, and the Greater Los Angeles Chapter of the Association of Legal Administrators, and has been invited to speak at law firms, such as Sidley Austin, Katten Muchin and Paul Hastings.
Barbara Mencer	Business BreakThrough Institute, LLC	Barbara@BusinessBreakThroughl nstitute.com (858) 566-5585	A – LI37 Leveraging the Power of Generational Differences	Barbara Mencer is a marketing consultant specializing in helping lawyers and law firms build successful, thriving practices. She has worked 30 years in the legal industry with 12 of those years as inhouse marketing director for law firms. A past president of the board of directors of the Legal Marketing Association, Southern California Chapter, Mencer is the author of many publications on business development, including the comprehensive practice building system, <i>Making Rain Out of Mist</i> .
William Cobb	Cobb Consulting	cobbwc@msn.com (713) 227-2300	A – LI31 The Coming Tsunami	William C. Cobb is the President of the Cobb Consulting. He provides counsel to improve the competitive position of his clients, including the assessment of the impact of trends in the market; growth strategies and mergers; pricing services and alternative billing; practice management; firm governance and structure; partner review, evaluation and compensation; and similar strategic subjects of critical importance to law firm and legal department leadership.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Susan Saltonstall Duncan	RainMaking Oasis, LLC	sduncan@rainmakingoasis.com (860) 434-5600	RLMC – LI03 When the Baby Boomer Bubble Bursts, Will Your Firm Survive?	Susan Duncan is the Founder and President of RainMaking Oasis, a management and business development consulting firm that helps lawyers and law firms develop and execute effective strategic, client service and business development initiatives. She has been working with law firms since 1980, providing consulting services for more than 28 of those years. In 2011 and 2012, Susan served as Chief Strategy and Development Officer of Squire Sanders, a global law firm with 1,200 lawyers worldwide.
Spencer Smith	Spencer X Smith Consulting	sxs@spencerXsmith.com 608-301-6368	RLMC – LI05 Breaking through the Digital Clutter	Spencer Smith is the Founder of Spencer X. Smith Consulting, and serves law firms in both Wisconsin and New York City. He is a faculty member for the State Bar of Wisconsin's Business of Law Conferences, and is also an instructor at the University of Wisconsin, where he teaches classes on Internet Marketing & Strategy and Teaching-Based Marketing.
Jessica Patterson Lisa Tran	USPTO	jessica.patterson@uspto.gov 571-272-8828 lisa.tran@uspto.gov 571-272-5635	IP – LI02 USPTO New Initiatives: Global Dossier and Patent Center	Jessica Patterson currently serves as a Program Manager in the Office of International Patent Cooperation, overseeing the implementation of key initiatives in support of the organization. In addition, Patterson is the Manager of the Global Dossier program, a complex, strategic initiative modernizing the international patent system by providing cutting-edge services for all stakeholders. She also served as President of the USPTO's Asian Pacific American Network, a voluntary employee organization comprised of more than 800 members. Lisa Tran is a Communications Manager for eCommerce at the USPTO. Currently, she is primarily responsible for communicating with stakeholders and gathering feedback for the eMod project. She also supports the EFS-Web and PAIR team. Prior to working with eCommerce, she worked in several different business units within patents, including the technology centers, information management and business

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Stephen Bogorad	Bogorad & Richards, PLLC	sab@bogoradrichards.com 703-457-7822	IP – LI03 Best Practices for Integrating New Attorneys and Transition from Departing Attorneys	Stephen A. Bogorad is a Principal of Bogorad & Richards PLLC, located in Alexandria, Virginia. He focuses his practice on civil litigation and also provides ethics and risk management advice to lawyers and law firms. Before joining Bogorad & Richards in 2016, Bogorad was a Litigation Partner at Holland & Knight LLP for more than 20 years, and for more than a decade he served as a professional responsibility partner of that firm.
Susan Hackett	Legal Executive Leadership, LLC	hackett@lawexecs.com 301-785-5534	CPRP – LI01 Benchmarking Leading Practices for Operations Leaders: Strategies for Promoting Leadership and Innovation	Susan Hackett is the Founder of Legal Executive Leadership. Previously, she served as the Senior Vice President and General Counsel of the Association of Corporate Counsel (ACC) for 22 years. Hackett's practice is designed to help legal executives successfully lead law departments and law firms. She helps clients assess and implement best or leading practices, leverage internal and external knowledge, demonstrate and increase value to their clients, and deliver results – rather than just lots of hard work.
Oliver Johnson II	MedStar Health, Inc.	oliver.m.johnson@medstar.net 410-772-6844	CORP – LI02 Corporate Law Department Leadership, Vision and Strategies: Taking Control	Oliver M. Johnson II is Executive Vice President and General Counsel for MedStar Health. In this role, Johnson serves as Chief Legal Officer to a health care network of 10 hospitals and 20 other health-related businesses across Maryland and the Washington, DC, region. He provides legal advice to the MedStar Health Board of Directors and senior management on such issues as corporate transactions, regulatory matters and physician affiliations, and oversees all legal, governance, privacy and compliance matters for the system.
Russ Haskin	Wilson Legal Solutions	russ.haskin@wilsonlegalsol.com 610-492-7686	RLMC – LI02 Using Profitability and Metrics to Re-Align Law Firm Culture and Compensation	Russ Haskin is the Director of Business of Law Consulting at Wilson Legal Solutions. He advises hundreds of law firms across the globe, ranging from small boutiques to those within the Am Law 100. He has more than 15 years' experience in consultative work and research, achieving recognition as an expert in profitability, matter management, alternative fee arrangements and partner compensation.

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Patrick McKenna	McKenna Associates	patrick@patrickmckenna.com 780-428-1052	W – Creating High Performance Practice Groups	Patrick J. McKenna is an internationally recognized author, lecturer, strategist and seasoned advisor to the leaders of premier professional service firms. He has had the honor of working with at least one of the largest firms in over a dozen different countries. He is also the author of eight books, most notably his international business best seller, First Among Equals, currently in its sixth printing and translated into nine languages. His most recent work, The Changing of the Guard, provides in-depth guidance on the leadership selection process in professional firms and resulted in his being acknowledged in American Lawyer magazine as "a longtime succession consultant and coach to new firm leaders."

OFFICE OPERATIONS MANAGEMENT

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
James Harrison	Invisus	james@invisus.com 801-724-6213	A – OM32 De-Mystifying Data Breaches and Information Security Compliance	James Harrison is the Founder and Chief Executive Officer of INVISUS, a cyber-security and identity theft risk management company. He is the creator of the InfoSafe data breach compliance program as well as several other cyber-security and identity theft protection programs on the market today. Harrison is a leading expert in cyber-security, identity theft and data breach protection. He has trained and spoken to several major industry trade groups about critical security issues and best practices.
Stephen Daniel	Houston Police Department	sdaniel@activeshooter- defense.com	A – OM30B Active Defense: Surviving an Active Shooter	Stephen Daniel is the Senior Community Liaison with the Houston Police Department. In 2011, he began facilitating "Active Shooter Defense" training with Sgt. Lee Lawrence of the HPD SWAT team. He has an extensive background in security and protective services. Daniel promotes and presents the Active Shooter Defense program in Houston. To date, he's trained more than 28,000 citizens in Active Shooter survival. Daniel brings a passion for Active Shooter training as well as more than 35 years of experience in security and law enforcement.
Elizabeth Cooper	Jones Lang LaSalle	elizabeth.cooper@am.jll.com (202) 719-6195	A – OM20 Utilizing Your Real Estate to Support/Implement Change	Elizabeth K. Cooper, JD, is an International Director for Jones Lang LaSalle (JLL). She co-chairs the company's Law Firm Group nationally and internationally where she has negotiated more than 15 million square-feet of deals. Prior to joining JLL, Cooper practiced law for nearly 10 years at Covington & Burling in Washington, DC. Real Estate Forum named her a "Women of Influence" and the Washington Business Journal named her a "Women Who Means Business."
Paul Purdue	Attorney Computer Systems	paul.purdue@attorneycomputer systems.com 734-279-1775	A – OM24 From Here to the Cloud – A Roadmap to Bridging the Gap	Paul Purdue has been helping legal professionals harness the power of technology since before IBM released the PC in 1981. Since founding Attorney Computer Systems in 1980, he has become one of the nation's leading experts on front and back office automation in the law firm. Purdue writes for the <i>Michigan Bar Journal, Technolawyer</i> and <i>GP Solo.</i> You can also follow Paul Purdue via his monthly blogs and videos on process, procedure and infrastructure.
John Gilbert	nQueue Billback	jgilbert@nqbillback.com (800) 299-5933	A – OM21 Uniform Scanning from Anywhere	John Gilbert is the Senior Vice President of nQueue and has more than 30 years of experience in selling to, and supporting, law firms throughout the United States, United Kingdom and South Africa. He helped pioneer the methodology used to customize Microsoft Word for the legal environment, including the awareness and removal of metadata in documents. Gilbert has been published in Law Technology News, Peer to Peer, Legal Management and National Law Journal.

OFFICE OPERATIONS MANAGEMENT

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Marilyn Archer Charles Gordon Doug Parker Steven Martin	Gensler CB Richard Ellis, Inc. BoyarMiller	marilyn_archer@gensler.com (713) 844-0060 charles.gordon@cbre.com 713-881-0921 dparker@boyarmiller.com (832) 615-4284 steven_martin@gensler.com	A – OM30 Innovative Design Strategies for the Small Law Firm	Marilyn Archer, FIDA, LEED AP ID+C, is firm-wide advisor to Gensler's global law firm practice. As a recognized expert in the planning and design of law firms, she has guided many law firm clients in the design of their offices. Archer is a sought after speaker and thought leader who often shares her expertise on innovation and excellence in law firm planning and design. She is a member of the College of Fellows of the International Interior Design Association. Charles Gordon, SIOR, CRE, FRICS, is Vice Chairman of CBRE, Executive Director of CBRE's Law Firm Practice Group and a recognized authority in law firm office transactions, having negotiated more than 3 million square feet of law firm leases. His work has been recognized with numerous awards, including Top Producer for the past 10 years and being named to the National Association of Industrial & Office Properties Hall of Fame. Doug Parker, FSMPS, CPSM, is Chief Marketing and Operations Officer of BoyarMiller, a law firm specializing in corporate, real estate, finance and capital formation business law, and commercial, real estate and employment litigation. He is a strategic marketer and brand champion with more than 19 years of experience in professional services marketing and firm management. Parker has developed award-winning strategies that have positioned BoyarMiller and key stakeholders as thought leaders to gain market share and increase revenue. He is a Fellow of the Society for Marketing Professional Services. Steven Martin, AIA, LEED AP, is a firm-wide leader of Gensler's Global Law Firm Practice, based in Washington, DC. He has 35 years of strategic planning and design experience as project director for a diverse group of law firms of all sizes. Martin is an expert on emerging trends in law firm design. He was an integral team member in developing Gensler's groundbreaking exhibit "ReDesign-Law: The Legal Office of the Future" at ALA's Annual Conference. He is also a Fellow of the College of Law Practice Management.
Lance Breger	Infinity Wellness Partners	Ibreger@infinitywellnesspartner s.com 847-971-8994	A – OM14 Office Body & Brain Training 101	Lance Breger is a President of Infinity Wellness Partners, a comprehensive corporate wellness company that prepares law professionals for the most productive and healthy work life through four areas of onsite/online training: ergonomics, mind/body, nutrition and fitness. Over his 14-year career, Breger has been named a Master Instructor by American Council on Exercise, the IDEA Health & Wellness Association Program Director of the Year, and to the Washingtonian Magazine top trainer list.

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Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Steven Levy	Lexician	steven.levy@lexician.com (530) 539-4242	A – OM10 Project Management for the Legal Administrator	Steven B. Levy is the author of Legal Project Management and other books. A former senior leader in Microsoft's law department, he now heads Lexician, where he teaches project management, leadership and time management to law firms and departments around the world. His unique and practical approach to project management – based on 35 years managing projects and leading businesses on three continents – has helped numerous law practices become both more effective and more efficient.
Catherine Alman MacDonagh	Legal Lean Sigma Institute	catherine@legalleansigma.com (857) 272-5695	A – OM12 Legal Lean Sigma & Project Management: Driving Efficiency, Value and Competitive Advantages	Catherine Alman MacDonagh, JD is the CEO and Founder of the Legal Lean Sigma Institute LLC. She is a former corporate counsel and law firm executive who now teaches and provides training and consulting services in process improvement and project management, strategic planning, marketing and business development. A Lean Sigma® Black Belt and certified Six Sigma Green Belt, MacDonagh is an adjunct professor at Suffolk Law School and George Washington University's Masters in Law Firm Management. She is Chief Enthusiasm Officer of The Mocktail and the Legal Mocktail TM and the author of <i>Lean and Six Sigma in Law Firms</i> .
Steven Martin	Gensler	steven_martin@gensler.com	RLMC – OM01 Ergonomics for the Law Office of the Future	Steven Martin, AIA, LEED AP, is a firm-wide leader of Gensler's Global Law Firm Practice, based in Washington, DC. He has 35 years of strategic planning and design experience as project director for a diverse group of law firms of all sizes. Martin is an expert on emerging trends in law firm design. He was an integral team member in developing Gensler's groundbreaking exhibit "ReDesign-Law: The Legal Office of the Future" at ALA's Annual Conference & Expo. He is also a Fellow of the College of Law Practice Management.
Uri Gutfreund	Risk Strategies	ugutfreund@risk-strategies.com 212-826-9744	RLMC – OM03 What You Need to Know Now about Cyber Liability Insurance W – Cyber Liability: What You Need to Know	Uri Gutfreund, RPLU, is the National Law Firm Practice Leader at Risk Strategies Company, a top 25 national insurance brokerage, and the Founder and Moderator of the Managing Partner Round Table™, a regional peer-to-peer professional development group. Gutfreund oversees all of law firm specialty areas, including health, professional liability, property and casualty, cyber, and EPLI. He's a frequent writer and speaker on law firm leadership, law firm business practices, and insurance and risk management at national and regional conferences.

Speaker	Company/Firm	Contact	Event/Topic	Speaker Information
Timothy Corcoran	Corcoran Consulting Group, LLC	tim@corcoranconsultinggroup.c om (609) 557-7311	RLMC – OM04 Real Talk: Challenges and Opportunities in Implementing Legal Project Management	Timothy B. Corcoran is a Principal with the Corcoran Consulting Group and was the 2014 President of the Legal Marketing Association. In his practice, he advises law firm leaders, in-house counsel and legal service providers on how to profit during a time of great change. He assists law firm leaders with business strategy, primarily in the areas of operational excellence and business growth, and assists inhouse counsel manage preferred provider programs.
Debbie Foster	Affinity Consulting Group, LLC	dfoster@affinityconsulting.com (727) 544-5400	RLMC – OM05 60 Legal Tech Tips, Gadgets and Websites	Debbie Foster is a nationally recognized thought leader on efficiency and innovation in professional legal organizations. Her 20+ years of experience, combined with a mix of strategic management and strong leadership skills, has enabled Debbie to develop a unique ability to work with law firms and legal departments through the ever-changing legal services delivery landscape. Debbie has been working with law firms and legal departments since 1995, earned her Lean Six Sigma Certification and is relied on by firms all over the country as a management consultant. Debbie is very active in the Law Practice Division of the American Bar Association, and is currently serving on the Publication Board.
Ernest Condra	Chrysalis Consulting	econdra@chrysalisglobal.com 317-439-1751	RLMC – OM06 Administrator Survival in Office Leasing or Renovation Choices	Ernie Condra is an experienced Executive Director of a large law firm, drawing on deep experience in management consulting, real estate and finance to professionalize the organization. He holds an MBA from the Kelley School of Business at Indiana University and a CCIM real estate designation from the CCIM Institute, recognizing excellence in commercial real estate investment. He has additional depth in disaster planning and recovery forced when a windstorm displaced the firm overnight.
Catherine Alman MacDonagh, JD	Legal Lean Sigma Institute	catherine@legalleansigma.com (857) 272-5695	IP – OM02 Legal Lean Sigma and Project Management for IP Law: Driving Efficiency, Value and Competitive Advantages CLM	Catherine Alman MacDonagh, JD, is the Chief Executive Officer and Founder of the Legal Lean Sigma Institute LLC. She is a former corporate counsel and law firm executive who now teaches and provides training and consulting services in process improvement and project management, strategic planning, marketing and business development. A Lean Sigma® Black Belt and certified Six Sigma Green Belt, MacDonagh is an adjunct professor at Suffolk Law School and George Washington University's Masters in Law Firm Management. She is the author of Lean and Six Sigma for Law Firms.

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David Aylward William Lee	RBC General Counsel Group Blackburn & McCune, PLLC	david.aylward@rbc.com (416) 974-9710 wlee@blackburnandmccune.co m (615) 254-7770	CORP – OM03 Technology in the Legal Department	William Green is the Vice President at Enterprise Technology & Document Workflow. He is a business leader with more than 16 years of leadership and transformation experience across the financial services industry, including 10 years at Royal Bank of Canada (RBC). Green is a former managemen consultant and leader of a number of large-scale transformational initiatives leveraging technological and process change, spanning retail banking, electronic banking, commercial banking and capital markets, among others. David Aylward is the Senior Business Manager, General Counsel Group at RBC. Aylward joined RBC in October 1995 in the Trading and Market Risk Unit and has had a number of business and finance roles within the bank, including the Corporate Treasury Unit and the Controllers Department. He became Senior Business Manager for the General Counsel Group in November 2004. Formerly, Aylward was Chief Financial Officer and Corporate Secretary of a British bank in Canada, and prior to that was with KPMG in Toronto.
Timothy Bromiley David Cartwright Peter Fradkin Carlos Posada Paul Stockwell	Gensler O'Melveny & Myers, LLP Shearman & Sterling, LLP Gensler CBRE	timothy_bromiley@gensler.com dcartwright@omm.com 213-430-6285 peter.fradkin@shearman.com 212-848-8472 carlos_posada@gensler.com (213) 327-3616 paul.stockwell@cbre.com 213-613-3200	A – OM23 Reconsidering Legal Space Needs: Learning from Corporate America	Timothy Bromiley is a firm-wide leader in Gensler's professional services firms practice area. Specializing in law firm workplace design, he has led more than 15 law firms in Manhattan through the design process. He co-led the installation of a 5,000-square-foot exhibit at the 2014 ALA Annual Conference, titled, "ReDesign-Law: Gensler's Legal Office of the Future," and has spoken about workplace trends to various legal organizations.
James Abernethy	mindSHIFT Technologies, Inc. (a Ricoh Company)	j.abernethy@mindSHIFT.com 617-715-3607	A - OM22 Are Your Firm's Desktops Secure? Are You Sure?	J. Abernethy is mindSHIFT Technologies Practice Manager, Legal Applications. With more than 18 years of legal industry experience, he leads one of the most respected consulting ar managed IT services teams working specifically with law firms As a thought leader and design architect, he delivers technical solutions that solve firms' unique application challenges. Alon with providing strategic advice for firms of all sizes, Abernethy regularly presents at industry meetings and conferences.

Speaker Recommendation for Future ALA Programs

Criteria for Judging a Speaker's Performance

- Was knowledgeable and to the pointThe 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		
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Contact	Fax	
Area of Expertise		
Session(s) on which recommen		
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Person making this recommendation	on	
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May we use you as a reference reg	arding this speaker?	s 🗌 No
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