



F O R T L A U D E R D A L E | F L O R I D A

BUSINESS MEETING

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A NOTE FROM JOEL STERN, NAMWOLF CEO



On behalf of our entire team, we welcome you to NAMWOLF's 2017 Business Meeting in Fort Lauderdale, Florida. Every year, the Business Meeting lets NAMWOLF members and in-house counsel get up to speed on NAMWOLF's ongoing mission of increasing diversity and inclusion in the legal profession. It also provides members with resources to grow their practices while serving NAMWOLF's larger goals of diversity and inclusion. At this meeting, we are also sharing in-house counsel best practices in bringing NAMWOLF and our NAMWOLF firms into corporate legal groups. The meeting is the perfect balance of content, networking and a little bit of fun.

Our goal is to create an environment that encourages the spread of ideas and the building of relationships. That's why we hope you'll take full advantage of our receptions and networking events, to reach out and engage with your fellow NAMWOLF members, in-house counsel and with NAMWOLF leadership—you never know who or what will spark your next great ideas and innovations.

We work hard to put on the best events possible because we know that in order for NAMWOLF to grow and fulfill its mission, we have to make sure that our members and in-house counsel benefit from our events so they can grow and fulfill their own missions. We hope you'll make the most out of this Business Meeting, and please let the NAMWOLF team know if you have any questions or require any assistance.

Have a great time!

Joel

NAMWOLF's BOARD OF DIRECTORS

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2017 WINNER OF THE YOLANDA COLY ADVOCACY AWARD



SHERYL L. AXELROD

President of The Axelrod Firm, Sheryl L. Axelrod, provides strategic, results-driven advice and representation to companies in their employment, bodily injury, commercial, and appellate litigation matters. Ms. Axelrod is rated by her peers as one of the Top 100 Super Lawyers in Pennsylvania. One of her trials, a David versus Goliath victory for her client-defendant, was published in "Pennsylvania Jury Verdict Review & Analysis" which catalogs the most important state verdicts. She is a member of Litigation Counsel of America (LCA), an honorary society of top trial lawyers that accepts less than one-half of one percent of American lawyers, and serves on LCA's Diversity Law Institute Advisory Board. She also provides ADR services. She is among the few lawyers (118) (and fewer women (15)) the Philadelphia Court of Common Pleas Commerce Court appointed to serve as a Judge Pro Tempore.

Prior to founding The Axelrod Firm, Ms. Axelrod worked at one of the largest and most prestigious law firms in the country, handling some of the biggest and most complex litigation matters. She received her law degree from Temple University in 1993. Upon graduation, she clerked for a distinguished and award winning jurist. She is a past President of the Temple Law Alumni Association (TLAA), the fourth woman to hold the post in TLAA's nearly 100-year history. During her Presidency (from 2012-2013), Ms. Axelrod founded the TLAA Women's Initiative and the TLAA Diversity Committee, the TLAA Women's Champion Award, and the TLAA Diversity Leadership Award. TLAA honored her with its Distinguished Service Award (in 2009) and with its Women's Champion Award (in 2015).

Ms. Axelrod has served as Co-Chair of the NAMWOLF Advocacy Committee since 2014. She drafted the Yolanda Coly Advocacy Award criteria and is the author of many articles advocating for the more equal treatment of women and

minorities, including a piece that ranks among the Top Resources of the American Bar Association (ABA), a cover story of The Women Lawyers Journal, and a cover story of The Pennsylvania Lawyer.

She has served on over 25 panels making the case (including the business case) for greater equality, diversity, and inclusion including before NAMWOLF, the Office of the Comptroller of the Currency, the ABA, the Pennsylvania Bar Association (PBA), the Philadelphia Bar Association, and various colleges and high schools.

She is a devoted mentor who spent four years coaching high school mock trial teams, two of them co-coaching an inner-city, all-minority team in a national mock trial competition. That team beat over 65 public and parochial schools to make it to the Regional Championship in her first year coaching. In her second year, the team made it to the state semi-finals. While on average, one out of every three students from the school (Overbrook High School) does not graduate from it, every student Ms. Axelrod coached did and all but one went on to college. One student even graduated from Temple Law School and coached an Overbrook mock trial team to victory in a Regional Championship!

Ms. Axelrod was one of only three people appointed by the ABA President to the ABA's Gender Equity Task Force. She actively serves on the National Association of Women Lawyers' Diversity and Amicus Committees, and for the past three years, also on the Executive Council of the PBA's Commission on Women in the Profession (WIP) in which she co-chairs the WIP Diversity Committee. She is a member of the Forum of Executive Women, an organization of locally influential women, of Women of Influence, a group of globally influential women, and she serves on DirectWomen which is dedicated to advancing women lawyers onto major corporate boards.

Ms. Axelrod co-founded the Fearless Women Network, a non-profit trade group of exceptional women lawyers working to shatter glass ceilings and obliterate unequal pay. She was profiled by Profiles in Diversity Journal; by the ABA which published a Spotlight piece on her; she has been interviewed on the radio program, "Women to Watch," and by INSIGHT into Diversity and Ms. JD; and Law360 featured her in its Female Powerbrokers series. She also dedicates countless hours to mentoring her junior counterparts in the profession, most of them women and minorities. For such work, Ms. Axelrod, along with five other attorneys, made the Shortlist for the Chambers Diversity Gender Diversity Lawyer of the Year this year.

About the Award

The Yolanda Coly Award is conveyed to an individual for exceptional advocacy on behalf of NAMWOLF member law firms.

The Yolanda Coly Advocacy Award Criteria

The individual receiving this award: (1) is a person of influence with wide ranging professional connections such as in, but not limited to, the political sphere, corporate America, and/or the legal profession; (2) who, through stellar advocacy, profoundly advanced NAMWOLF's mission.

2017 BUSINESS MEETING CLE INFORMATION

CLE INFORMATION

The 2017 Business Meeting features a total of 3.5 hours of CLE. NAMWOLF applied for credit in the following states*:

Alabama | Arkansas | Florida
Georgia | Illinois | Indiana | Iowa
Kansas | Kentucky | Louisiana
Maine | Minnesota | Missouri | New
Mexico | North Carolina | Ohio
Pennsylvania | South Carolina
Texas | Virginia | Washington
Wisconsin

*While NAMWOLF applied for credit in all of these states, we cannot guarantee that each and every application will be approved for a total amount of 3.5 credits, or that each state will accept our applications for credit.

AT THE BUSINESS MEETING

Please make sure you sign into each CLE session. If you miss signing into any of the CLE sessions, please report to the registration desk. NAMWOLF will not be able to provide CLE attendance certificates for attendees that do not sign in at each CLE session.

CERTIFICATES OF ATTENDANCE

You will receive only one Certificate of Attendance for the entire event. We will send the CLE certificates via email.

REPORTING

SELF REPORTING JURISDICTIONS

The following jurisdictions are self-reporting. You will need to retain your certificates of attendance and report your attendance:

Florida | Illinois | Iowa | Minnesota
Missouri | North Carolina | Pennsylvania
South Carolina | Virginia | Wisconsin

REPORTING

NAMWOLF WILL REPORT ATTENDANCE

We will report attendance in the following jurisdictions, as long as you

have provided your jurisdictions and bar numbers during the registration process. Please make sure you retain your certificates for your records.

Arkansas | Alabama | Delaware
Georgia | Indiana | Kentucky
Louisiana | Ohio | Oregon | Tennessee
Texas | Washington

RECIPROCITY

The following jurisdictions recognize CLE accredited in other states. Please retain your certificate and comply with the reporting guidelines for each of the following jurisdictions:

Arkansas | California | Colorado | Hawaii
Montana | New Jersey | New York
North Dakota | West Virginia

QUESTIONS?

If you have any questions regarding CLEs at the 2017 Business Meeting, please contact Jane Kalata. jane_kalata@namwolf.org

WELCOME FROM FORT LAUDERDALE'S MAYOR



CITY OF
FORT LAUDERDALE

John P. "Jack" Seiler
MAYOR



100 North Andrews Avenue
Fort Lauderdale, FL 33301
(954) 828-5003
(954) 828-5667 Fax
jack.seiler@fortlauderdale.gov
www.fortlauderdale.gov

January 26, 2017

Welcome to Fort Lauderdale!

Re: NAMWOLF 2017 Business Meeting

Thank you for selecting our city as the site for the 2017 NAMWOLF Business Meeting taking place February 12-14, 2017 at the Marriott Harbor Beach. As you'll soon discover, Fort Lauderdale offers endless opportunities for fun and excitement.

Our world famous beach and 165 miles of scenic waterways make us the perfect location for every type of water activity imaginable. Enjoy deep-sea fishing, scuba diving, windsurfing and jet skiing, or sail up the New River as you take in the City's sights aboard a water taxi or the legendary Jungle Queen Riverboat.

If arts and culture are what you desire, head to downtown's Riverwalk Park, home to world class theatre, music, dance and fine arts. Awaiting you are Broadway musicals and concerts at the Broward Center for the Performing Arts, modern and contemporary art collections at the Museum of Art, and more than 200 interactive exhibits at the Museum of Discovery and Science. Our City's history comes to life before your very eyes at Old Fort Lauderdale Village and Museum, which features buildings that date back to the days of the City's earliest pioneers.

When the sun goes down, Fort Lauderdale's nightlife heats up. Las Olas Boulevard and Himmarsee Village feature award-winning restaurants, bistros and sidewalk cafes along with clubs and venues offering entertainment options to suit everyone's tastes. For a truly romantic evening, climb aboard an authentic Venetian gondola for a one-of-kind tour of the majestic waterways that gave rise to Fort Lauderdale's designation as the "Venice of America."

Whether its Riverwalk, Las Olas Boulevard, Himmarsee Village or the beach, no other City offers you the chance to do so much or, if you prefer, so little.

Enjoy your stay in Fort Lauderdale and please make sure to visit us again soon.

Very truly yours,

John P. "Jack" Seiler
Mayor



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WELCOME FROM BROWARD COUNTY'S MAYOR



Barbara Sharief, MSN, ARNP
Mayor

Broward County Board of County Commissioners, Commission District 8

PHONE 954-357-7008

FAX 954-357-5704

EMAIL bsharief@broward.org



Greetings!

Thank you for selecting Broward County as the location for the 2017 Business Meeting of the National Association of Minority and Women Owned Law Firms ("NAMWOLF"), on February 12th through 14th in Fort Lauderdale at the Marriott Harbor Beach Resort & Spa.

Broward County is a multi-cultural county with a population of 1.8 million people and growing. We are a minority-majority county; a melting pot comprised of residents from more than 71 countries. My theme as Mayor is *Broward Means Business*. This platform is to provide entrepreneurs tools to start up a business, mentorship to grow, and recognize local businesses. Along with that, Broward County strives to recruit businesses to relocate here and to develop new trade partners. Our mission is to cultivate partnerships on a local and global scale.

Whether you are live in the area or are visiting Broward County for the first time, I encourage to explore all that Broward County has to offer—including our 23 miles of award winning beaches, our world class shopping, and the vast array of restaurants—sure to suit all tastes and cultures. In Broward County, we like to say "It all starts with a visit" and our goal is to ensure that your visit here this week will be so impressive that you will return.

Again, I thank you for selecting Broward County to host the 2017 NAMWOLF Business Meeting.

Yours truly,

A handwritten signature in blue ink, likely belonging to Barbara Sharief.

Barbara Sharief, MSN, ARNP
Mayor

Broward County Board of County Commissioners
115 S. Andrews Avenue, Fort Lauderdale, Florida 33301
Mark D. Bogen • Beam Furr • Steve Geller • Dale V.C. Holness • Chip LaMarca • Nan Rich • Tim Ryan • Barbara Sharief • Michael Udine

AT-A-GLANCE MEETING AGENDA

For full descriptions of each event, please see the *Meeting Schedule* section of this program.

Saturday, February 11, 2017

- 11:45 am-4:30 pm **Board of Directors Meeting**
5:30 pm-6:30 pm **Board of Directors Cocktail Reception**

Sunday, February 12, 2017

- 10:00 am-5:30 pm **Registration and Vendor Expo**
9:00 am-12:00 pm **Amazing Race Around Fort Lauderdale**
12:15 pm-1:30 pm **Luncheon, Featuring The Walmart Ready Program**
1:40 pm-2:40 pm **Law Firm Member ONLY Meeting**
1:40 pm-2:40 pm **Legal Department Deep Dive (In-House ONLY Session)**
2:50 pm-3:50 pm **Alternative Structures to Increase Utilization of NAMWOLF Firms (Law Firm Member ONLY Session)**
2:50 pm-3:50 pm **Breaking the In-House Code: Tips and Tricks of the Trade (In-House ONLY Session)** Sponsored by: Minority In-House Counsel Association (MIHCA)
4:00 pm-5:15 pm **NAMWOLF Law Firm Cross Marketing Session (Law Firm Member ONLY Session)** Using NAMWOLF Firms to Effectively Bridge the Gap Between National Council and Local Counsel
5:20 pm-6:00 pm **Retail Restaurant & Hospitality Practice Area Committee Meeting**
5:20 pm-6:00 pm **Trials Practice Area Committee Meeting**
5:20 pm-6:00 pm **Intellectual Property Practice Area Committee Meeting**
5:20 pm-6:00 pm **Insurance Practice Area Committee Meeting**
6:15 pm-7:15 pm **Cocktail Reception**

Monday, February 13, 2017

- 8:00 am-9:20 am **Welcome Address: Fort Lauderdale Mayor, John P. "Jack" Seiler**
General Session: How Rainmakers Sell Professional Services
Featured Speaker: Jeffrey Fox
Sponsored by: Beyond Law
9:30 am-10:15 am **Advisory Council Meeting (In-House ONLY Session)**
9:30 am-10:55 am **Law Firm Management Session**
Solutions to All Your Problems
9:30 am-10:55 am **Emerging Leaders Session** The Art of Rainmaking: Do's and Don'ts / Part II
10:15 am-10:55 am **Inclusion Initiative Meeting (In-House ONLY Session)**
11:05 am-12:20 pm **Labor & Employment Practice Area Committee CLE:** Headline News
11:05 am-12:20 pm **International Law Practice Area Committee CLE** Planning and Managing Cross-Border Litigation
11:05 am-12:20 pm **Financial Services Litigation Round Table Discussion and Action Plan Development** How the Financial Services Litigation Practice Area Committee Can Best Meet the Needs of In-House Counsel
12:25 pm-1:50 pm **Luncheon**
Featured Speaker: Douglas A. Kelly
Advocacy Award
Sponsored by: Sanchez & Amador, LLP
2:00 pm-3:15 pm **RH Practice Area Committee CLE**
Avoiding Penalties & Headlines | Compliance and Enforcement of Existing Laws Under the New Administration
2:00 pm-3:15 pm **Transactional Practice Area Committee CLE** Doing Business with Cuba | The Future State of Business in Cuba
2:00 pm-3:15 pm **Intellectual Property Practice Area Committee CLE** Determining the Value of IP Assets in Infringement Claims
3:20 pm-4:35 pm **Trials Practice Area Committee CLE**
Parachuting - Jumping in at the Last Minute

- 3:20 pm-4:35 pm **Insurance Practice Area Committee CLE** Won't Get Fooled Again: The Real CSI – Cyber Security Insurance
3:20 pm-4:35 pm **White Collar Practice Area Committee CLE** Anatomy of an Attorney General's Investigation
4:40 pm-5:40 pm **Marketing Best Practices Presents:**
Ain't Nobody Got Time for That | 10+ Creative Marketing Tools to Save You Time and Money
6:00 pm-7:00 pm **Cocktail Reception**
7:10 pm **Dine Around by PAC/Industry**

Tuesday, February 14, 2017

- 8:00 am-8:45 am **Labor & Employment Practice Area Committee Meeting**
8:00 am-8:45 am **Transactional Practice Area Committee Meeting**
8:00 am-8:45 am **International Law Practice Area Committee Meeting**
9:00 am-12:30 pm **Law Firm Members, Is Your Pitch Perfect?**





FEATURED SPEAKER

GENERAL SESSION | MONDAY, FEBRUARY 13TH

JEFFREY FOX

FOX AND COMPANY



For over 25 years, Jeffrey Fox has been helping clients grow revenues and increase gross margins. Jeffrey is founder of Fox and Company, a management consulting firm that shows clients how to dollarize their value proposition to overcome the price objection and to shorten the sales cycle. Fox has written twelve best-selling business books that have been translated into over thirty languages.

Jeff is the author of "How to Become CEO," which was on the NY Times, Business Week, Wall Street Journal, Knight-Ridder, Amazon.com, best seller lists. His books have been best sellers in France, Germany, Singapore, Hong Kong and Russia. His book, "How to Become a Rainmaker," was selected as one of the 100 best business books ever written. His "Dollarization Discipline" was selected as one of the top thirty business books of 2006. He is a popular speaker, appearing regularly before senior management groups and sales forces. Jeff's new book "The Transformative CEO: Impact Lessons From Industry Game Changers" was

published in June 2012. Jeff is a graduate of Harvard Business School. Fox and Company is in Chester, Conn.

In March 2015, three of Jeff's classics including "How to Become a Rainmaker" were re-released with updated material. All of Jeffrey's books can be purchased on amazon.com or any other major retailer. His website is www.foxandcompany.com.

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FEATURED SPEAKER

LUNCHEON | MONDAY, FEBRUARY 13TH

DOUGLAS A. KELLY MARRIOTT VACATIONS WORLDWIDE CORPORATION



Douglas A. Kelly is Vice President and Assistant General Counsel for Marriott Vacations Worldwide Corporation ("MVW") where he is responsible for the company's worldwide litigation matters and various compliance issues. He is also responsible for guiding the Law Department's technology needs and spend.

MVW is one of the world's largest companies whose business is focused almost entirely on vacation ownership, based on number of owners, number of resorts and revenues. In 2015 MVW reported \$1.8 billion in total revenues and \$123 million in net income. The company has a diverse global portfolio of over 64 resorts in the United States and 9 other countries and territories, and over 400,000 owners around the world. Originally created in 1984 as Marriott International, Inc.'s ("Marriott") vacation ownership division, the company was spun-off from Marriott in 2011 into a separate publically traded company. Prior to the spin-off, Mr. Kelly was Corporate Counsel and then Vice President and Senior Counsel for Marriott, where he provided advice and support in a variety of areas, including litigation, government affairs, product innovation, and compliance.

Prior to joining Marriott in 2006, Mr. Kelly was an attorney with Holland & Knight, LLP in Orlando, Florida. While at Holland & Knight he represented both plaintiffs and defendants in various types of commercial disputes in state and federal courts. He has represented various types of financial institutions and other creditors, including commercial banks, finance subsidiaries, manufacturers, corporations, franchisors, bankruptcy trustees, receivers and individuals, as well as debtors and debtors-in-possession.

Mr. Kelly is the current president of the Association of Corporate Counsel's Central Florida Chapter. He also coordinates MVW's participation in Street Law, Inc.'s Pathways to Diversity program. Each year, MVW's Law Department partners with a local high school in Orlando to teach various legal topics from Street Law's curriculum during the semester. The Law Department then conducts an all day workshop for those same students at one of its resorts in Orlando, and then it employs two high school students from the program for a paid summer internship in the company's Law Department. In 2016 the Law Department celebrated its 10th year of participation in the Pathways to Diversity program.

In 2008 the MVW Law Department received Street Law's Corporate Legal Diversity Pipeline Award. In 2015 it was awarded Corporate Counsel Magazine's Best Legal Department Award, and in 2016 it received the Daily Business Review's Pro Bono and Community Services Award for a Large Law Department.

Born in Kingston, Jamaica, Mr. Kelly immigrated to Miami, Florida as a child. He received his Bachelor of Science degree from Florida A&M University and his Juris Doctor degree from the University of Florida.

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MEETING SCHEDULE

SATURDAY, FEBRUARY 11, 2017

1:00 pm-4:30 pm

Board of Directors Meeting

5:30 pm-6:30 pm

Board of Directors Cocktail Reception

All attendees are welcome to attend and mix and mingle with the NAMWOLF Board.

SUNDAY, FEBRUARY 12, 2017

10:00 am-5:30 pm

Registration and Vendor Expo

9:00 am-12:00 pm

Networking

Amazing Race Around Fort Lauderdale

Join us as we do a mini version of The Amazing Race! The Emerging Leaders created this fun, lively and interactive networking session two years ago and it has become one of the most popular events. You will be assigned a team and be given a list of tasks to complete. The first one back to the MARRIOTT HARBOR BEACH is the winner.

12:15 pm-1:30 pm

Luncheon

Featuring The Walmart Ready Program

Join Walmart attorneys Rick Hammond, Alan Bryan and Julie Gibbens in an informative discussion of the Walmart Ready Program. This Program is designed to help our NAMWOLF firms be better positioned to understand Walmart and its culture and ultimately win business. A few NAMWOLF attorneys who have participated in the Program will also be on the panel discussing the benefits of the program for both in-house and our NAMWOLF firms.

1:40 pm -2:40 pm

Law Firm Member ONLY Session

Join Board Members and NAMWOLF CEO, Joel Stern, where they will provide important membership updates.

1:40 pm -2:40 pm

In-House ONLY Session

Legal Department Deep Dive

Join representatives of MasterCard and Allstate to have an open discussion regarding their use of NAMWOLF Law Firms.

2:50 pm -3:50 pm

Law Firm Member ONLY Session

Alternative Structures to Increase Utilization of NAMWOLF Firms

NAMWOLF Board Members, Law Firm Members and outside experts present concrete methods to increase your bottom line.

PANELISTS:

Janice Brown, Brown Law Group

John Murdock, Benton Potter & Murdock

Lisa Love, Love and Long, L.L.P.

Sarah Perez, Perez & Morris

George Schell, Council of Better Business Bureaus

2:50 pm -3:50 pm

In-House ONLY Session

Breaking the In-House Code: Tips and Tricks of the Trade

Sponsored by: Minority In-House Counsel Association (MIHCA)

Join Keri Lindsay & Heather Fine of Major, Lindsey & Africa to discuss career development strategies such as resume drafting, LinkedIn, networking philosophies and the importance of mentorship to enhance and support your overall professional growth. Learn the best tips and tricks on building an in-house career from the experts!

PANELISTS:

Keri Lindsay, Major, Lindsey & Africa

Heather Fine, Major, Lindsey & Africa

4:00 pm -5:15 pm

Law Firm Member ONLY Session

NAMWOLF Law Firm Cross Marketing Session: Using NAMWOLF Firms to Effectively Bridge the Gap Between National Council and Local Counsel

MEETING SCHEDULE

SUNDAY, FEBRUARY 12, 2017 *CONT.*

5:20 pm -6:00 pm

Retail Restaurant & Hospitality Practice Area
Committee Meeting

5:20 pm -6:00 pm

Trials Practice Area Committee Meeting

5:20 pm -6:00 pm

Intellectual Property Practice Area Committee Meeting

5:20 pm -6:00 pm

Insurance Practice Area Committee Meeting

6:15 pm -7:15 pm

Networking
Cocktail Reception

MONDAY, FEBRUARY 13, 2017

8:00 am -9:20 am

Welcome Address: City of Fort Lauderdale Mayor, John P. "Jack" Seiler

General Session: How Rainmakers Sell Professional Services

Featured Speaker: Jeffrey Fox, Marketing Consultant, Fox & Company

Sponsored by: Beyond Law

9:30 am -10:15 am

In-House ONLY Session
Advisory Council Meeting

9:30 am -10:55 am

Law Firm Management Session
Solutions to All Your Problems

9:30 am -10:55 am

Emerging Leaders Session

The Art of Rainmaking: Do's and Don'ts / Part II

This panel will look at best practices with respect to winning, growing and retaining business with in-house counsel. It will also examine practices that may appear positive from the law firm's perspective but are not received favorably from in-house counsel.

PANELISTS:

Rafael Andrade, Emerson Electric

Bruce Jackson, Microsoft

Robert Harrison, ADT

Janice Brown, Brown Law Group

Jennifer Miller, Hamilton, Miller & Birthisel LLP

MODERATOR:

Sharhonda Robinson-Edwards, ROIG Lawyers

10:15 am -10:55 am

In-House ONLY Session
Inclusion Initiative Meeting

11:05 am -12:20 pm

Labor & Employment Practice Area Committee CLE
Headline News

Join the Labor & Employment PAC for a newscast program providing up-to-date coverage on the NLRB's "squeeze" on private employers; the rise in whistleblower claims and Sarbanes Oxley regulation on corporate America; and the current state of the law on whether your company's arbitration agreement is enforceable on employment claims. The news anchor will provide a brief report on these important topics and interview experts from various NAMWOLF law firms for commentary.

PANELISTS:

Sherrie Boutwell, Boutwell Fay LLP

John Bosco, Leon Cosgrove, LLC

Thy Bui, LTL Attorneys

Barbara Johnson, Benton Potter & Murdock

John Ferguson, Schmoyer Reinhard LLP

Danny Ramirez, Monty & Ramirez LLP

Kimberly Hensley, Nationwide

Michael Danforth, USAA

Phillip Lipari, Nukk-Freeman & Cerra, PC

Denise F. Fields, Fields & Brown, LLC

MODERATOR:

Brian Lerner, Kim Vaughan Lerner LLP

MEETING SCHEDULE

MONDAY, FEBRUARY 13, 2017 *CONT.*

11:05 am -12:20 pm

International Law Practice Area Committee CLE

Planning and Managing Cross-Border Litigation

This CLE will address issues arising in the context of cross-border litigation, including issues relating to choice of local counsel, discovery, navigating cultural impediments, and enforcement of judgments.

PANELISTS: **Sandy Bequette**, MasterCard
Allen W. Chiu, Genesys Telecommunications Laboratories, Inc.
Daniel Fleming, Wong Fleming

MODERATOR: **Alan C. Chen**, Zuber Lawler & Del Duca LLP

11:05 am -12:20 pm

Financial Services Litigation Practice Area Committee

Financial Services Litigation Round Table Discussion and Action Plan Development

How the Financial Services Litigation Practice Area Committee Can Best Meet the Needs of In-House Counsel

12:25 pm -1:50 pm

Luncheon

Welcome Address: Barbara Sharief, Broward County Mayor

Featured Speaker: Douglas A. Kelly, *Vice President & Assistant General Counsel*, Marriott Vacations Worldwide Corporation
Advocacy Award

Sponsored by: Sanchez & Amador, LLP

2:00 pm-3:15 pm

RRH Practice Area Committee CLE

Avoiding Penalties & Headlines: Compliance and Enforcement of Existing Laws Under the New Administration

Implications of compliance and enforcement of existing laws under the Trump administration, including the Immigration Reform and Control Act (IRCA), Affordable Care Act Obamacare) and other compliance laws and regulations that impacts employers.

PANELISTS: **Jacob M. Monty**, Monty & Ramirez LLP
Robert Spajic, Gordon & Polser LLC
Rafael Medina, McDonald's Corporation

2:00 pm-3:15 pm

Transactional Practice Area Committee CLE

Doing Business with Cuba: The Future State of Business in Cuba

Over the last 18 months, the United States has eased US regulations governing business between the United States and Cuba. It is anticipated that such actions will lead to a significant increase in commerce between the two countries. Please join us to learn about the current state of US regulations, the potential and pitfalls of doing business with Cuba and how to prepare your company for the current and potential future opportunities, as well as whether any scaling back is expected under the new administration.

PANELISTS: **Patricia Hernandez**, Avila Rodriguez Hernandez Mena & Ferri LLP
Paul Bances, MoneyGram International
Tim Reckart, Rusing Lopez & Lizardi

2:00 pm-3:15 pm

Intellectual Property Practice Area Committee CLE

Determining the Value of IP Assets in Infringement Claims: The Effect of the Changing Law and Changing Technology on Damages Recoverable in Actions for Patent Infringement

In the past decade changes in both the law and technology have altered the damages that can be recovered in actions for infringement of intellectual property rights.

PANELISTS: **Alicia Rood**, Schroder Joseph & Associates, LLP
Vijay Toke, Cobalt Law, LLP
Bryan Webster, Microsoft

3:20 pm-4:35 pm

Trials Practice Area Committee CLE

Parachuting - Jumping in at the Last Minute

The Trials PAC will cover best practices and strategies for trial attorneys who are called upon to step in and take over a case that is headed for trial.

PANELISTS: **Joyce Gist Lewis**, Shingler Lewis LLC
Patricia Kinaga, LTL Attorneys LLP
Stuart Tonkinson, Federal Deposit Insurance Corporation
Sloane S. Perras, The Krystal Company & On The Border Mexican Grill & Cantina
MODERATOR: **Gary T. Lafayette**, Lafayette & Kumagai LLP

MEETING SCHEDULE

MONDAY, FEBRUARY 13, 2017 *CONT.*

3:20 pm-4:35 pm

Insurance Practice Area Committee CLE

Won't Get Fooled Again: The Real CSI – Cyber Security Insurance

This CLE will offer a technical explanation on how cyber breaches occur and what data security purports to do. There will also be insight given on the liability of data breaches discussing some key cases and standards. We will also discuss coverage relating to data breaches and offer key cases and policy options. Finally, we will have our panelists discuss trends affecting data breach litigation and insurance coverage.

PANELISTS:

Marlon Fetzner, Microsoft
J.P. Harrington Bisceglia, Christian Dichter & Sluga, PC
Janeen N. Lofton, Liebler, Gonzalez & Portuondo

3:20 pm-4:35 pm

White Collar Practice Area Committee CLE

Anatomy of an Attorney General's Investigation

Many times our NAMWOLF investigations panels cover federal actions, but much less often we cover state actions. Thus, from the unique perspective of former Assistant Attorneys General, and former Assistant District Attorneys, and possibly Public Defenders, we plan to discuss practical considerations corporations should take into account when they are contacted by AG's and DA's offices for investigations. Issues such as tone, approach, understanding of office priorities, resources, as well as many others will be covered.

PANELISTS:

Tony Schumann, Quintairos, Prieto, Wood & Boyer, P.A.
Thor Inouye, Pugh, Jones & Johnson, P.C.
Leah H. Mayersohn, Mayersohn Law Group

4:40 pm -5:40 pm

Marketing Best Practices Committee Session

Ain't Nobody Got Time for That: 10+ Creative Marketing Tools to Save You Time and Money

From creating presentations and newsletters, to analytics and beyond, get ready to take your marketing to the next level! The Marketing Best Practices Committee will discuss the latest tools that will help you not only make your firm look great but also save you time and money.

6:00 pm -7:00 pm

Networking

Cocktail Reception

7:10 pm

Networking

Dine Around by PAC/Industry

TUESDAY, FEBRUARY 14, 2017

8:00 am -8:45 am

Labor & Employment Practice Area Committee Meeting

8:00 am -8:45 am

Transactional Practice Area Committee Meeting

8:00 am -8:45 am

International Law Practice Area Committee Meeting

9:00 am -12:30 pm

Law Firm Members, Is Your Pitch Perfect?

NAMWOLF Law Firm Members will have the opportunity to give a 15-minute "pitch" to a panel of in-house counsel and other industry experts. Once the presentation is complete, the law firm will obtain feedback on its presentation and how its pitch can be improved. In-house counsel are invited to watch in the audience and provide additional feedback. Detailed information will be emailed to Law Firms in preparation for this great session.



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Labor & Employment Defense

Legal Malpractice Defense
Medical Malpractice Defense
Municipal
Negligent Security
Personal Injury Defense
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Professional Liability Defense
Property and Casualty
Subrogation
Transportation

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A tropical beach scene at sunset. The sky is a vibrant orange and yellow, with scattered white clouds. Several palm trees are silhouetted against the bright sky. In the distance, a large ship is visible on the horizon. The overall mood is serene and warm.

SEA YOU THERE...



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