

ADVANCE REGISTRATION DEADLINE: NOVEMBER 13, 2009



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**BEST PRACTICES
FOR LAW FIRM
PROFITABILITY
SEMINAR**

**SHERATON NEW YORK
HOTEL & TOWERS**

NEW YORK, NEW YORK

DECEMBER 3-4, 2009

REASONS TO ATTEND

- Create working relationships for success in today's economy
- Learn incentives for law firms and clients with value-added systems
- Gain superior knowledge to enhance lawyer-client relationships
- Develop new principles for working systems in lawyer-client relations
- Earn 12 hours of CLE, including 1 hour of ethics credit

DRI DELIVERS RESOURCES TO BUILD YOUR PRACTICE



In response to DRI's 2009 *Future of Litigation* report, the Law Practice Management Committee has created this exciting new seminar for DRI members and their clients to work on the skill sets necessary for a competitive litigation practice in 2010 and beyond. This seminar will instruct attendees with state of the art technology and panel workshops designed to teach managers on both sides of the practice to work in harmony with matters such as alternative fee arrangements, requests for proposals (RFPs) and living litigation plans and budgets for the successful practitioner.



Douglas M. McIntosh
Program Chair



David W. Zizik
Committee Chair



Paul M. Lavelle
Law Institute

Presented by DRI's
**Law Practice Management
Committee**

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What You Will Learn

- Best practices for profitability in the new economy
- Understanding and creating alternative fee arrangements
- How to design and market a successful request for proposal for legal services
- Metrics and performance analysis utilized in successful practices
- Ethics of risk sharing, social networking and other emerging trends



PROGRAM SCHEDULE

Wednesday, December 2, 2009

6:00 p.m. **Registration**

6:00 p.m. **Networking Reception**

Thursday, December 3, 2009

7:00 a.m. **Registration**

7:00 a.m. **Continental Breakfast**

8:00 a.m. **Welcome and Introduction**

Paul M. Lavelle, *Abbott Simses APLC*,
New Orleans, Louisiana

David W. Zizik, *Zizik Powers O'Connell
Spaulding & Lamontagne PC*, Westwood,
Massachusetts

Douglas M. McIntosh, *McIntosh Sawran Peltz
& Cartaya PA*, Fort Lauderdale, Florida

8:15 a.m. **Building Client Relationships**

How can clients and lawyers work together to reengineer how lawyers charge for their work so that both can win? Hear specific, practical things law firm leaders can do to enable profitable handling of legal matters under alternative fee arrangements, including use of technology and innovative business methods.

Bruce H. Raymond, *Raymond & Bennett LLC*,
Glastonbury, Connecticut

9:10 a.m. **Diversity as a Competitive Advantage**

Most law firms understand the importance of diversifying their organizations in the increasingly global and diverse marketplace in which they practice law. Nevertheless, in the arena of business development, firms are struggling with questions of how and to what extent they should showcase and take advantage of the varying degrees of diversity they have achieved. Mr. Clark will discuss ways for firms to meaningfully capitalize on diversity in business development.

Kevin E. Clark, *Lightfoot Franklin & White LLC*,
Birmingham, Alabama

10:00 a.m. **Refreshment Break**

10:15 a.m. **National Coordinating Counsel,
Convergence Dockets and Use of Legal
Services Through the RFP Process**

Mr. Lynch will discuss the role of national coordinating counsel. He will also cover the corporate law department's use of the RFP process to procure legal services and legal support services, including the use of software tools for bid evaluations and performance management.

Dennis P. Lynch, *Tyco International Ltd.*,
Princeton, New Jersey

11:10 a.m. **Performance Management, Part I:
Managing the Panel Counsel Relationship**

Mr. Pavarini will discuss the development and management of panel counsel relationships. He will also address the perspective of the insurance industry on risk sharing with panel counsel and alternative fee agreements.

George F. Pavarini III, *Swiss Reinsurance
America Corporation*, Armonk, New York

12:00 p.m. **Lunch** (*on your own*)



1:15 p.m. **Performance Management, Part II: Litigation Management**
Mr. Haverson and Mr. Stahl will explore the latest trends and solutions in litigation management, with emphasis on metrics and the mechanics of measuring litigation management practices and performances by self-insured and insurer clients.

Michael J. Haverson, *Haverson Consulting*, Timonium, Maryland

Jon Stahl, *Athenium Inc.*, Waltham, Massachusetts

2:10 p.m. **Performance Management, Part III: What to Tell Your Clients Before They Ask**

This presentation involves developing and evaluating internal metrics within law firms. Mr. Courie will discuss capturing and evaluating internal data to implement successful business strategies, provide better client service and increase your firm's competitive marketing advantage.

James R. Courie, *McAngus Goudelock & Courie LLC*, Columbia, South Carolina

3:00 p.m. **Refreshment Break**

3:15 p.m. **Panel Workshop I: My Business Prospect Wants an RFP—Now What?**

In this workshop, Dr. Hassett will outline the results of his company's national survey of how law firms are using alternative fees, focusing on the proposal process and the most common types of alternative fees. Mr. Zizik will discuss key issues from a managing partner's perspective, and Mr. Lynch will comment from an in-house counsel's perspective. Seminar attendees will have the opportunity to question the panelists.

Jim Hassett, Ph.D., *LegalBizDev*, Burlington, Massachusetts

Dennis P. Lynch, *Tyco International Ltd.*, Princeton, New Jersey

David W. Zizik, *Zizik Powers O'Connell Spaulding & Lamontagne PC*, Westwood, Massachusetts

4:10 p.m. **Panel Workshop II: My Client Needs a Working Litigation Plan and Living Budget—Now What?**

What are clients seeking to achieve with litigation planning and budgeting by defense counsel? How can this planning tool work for case movement and disposition? Attendees will be able to question panelists about the "dos and don'ts" involved with these practice tools.

Moderator

David W. Zizik, *Zizik Powers O'Connell Spaulding & Lamontagne PC*, Westwood, Massachusetts

Panel

Victor P. Henderson, *Holland & Knight LLP*, Chicago, Illinois

Victoria H. Roberts, *Meadowbrook/Century Insurance Group Inc.*, Scottsdale, Arizona

Mark K. Stephens, *CNA Insurance Company*, Chicago, Illinois

5:00 p.m. **Law Practice Management Committee Meeting** (*open to all*)

6:00 p.m. **Networking Reception**

7:30 p.m. **Dine-Arounds**

Join colleagues and friends at selected restaurants for dinner (*on your own*). *More details on-site.*



Friday, December 4, 2009

7:00 a.m. **Registration**

7:00 a.m. **Continental Breakfast**

8:00 a.m. **Technology for Cutting-Edge Practices**

This segment will feature a roving sample of cutting-edge technology available in 2010 to the successful law firm and litigation manager. We will cover many of the emerging technologies, including case management/front office systems; time, billing and accounting/back office systems; business development and client management technologies; scanning, imaging, routing and the “paperless” office; revolutionary voice-recognition dictation systems; and the latest in trial preparation software and technology.

Whit McIsaac, *Client Profiles Inc.*, Atlanta, Georgia

Marygrace J. Schaeffer, *DecisionQuest*, Minneapolis, Minnesota

Sara M. Turner, *Baker Donelson Bearman Caldwell & Berkowitz PC*, Birmingham, Alabama

Kristen Wylie, *Nuance Communications Inc.*, Burlington, Massachusetts

9:10 a.m. **Alternative Fee Arrangements**

Mr. Simses and Mr. Sullivan will explain how an attorney-client relationship based upon partnering and sharing risks and rewards can be achieved through the use of the ACES™ model for legal services.

Richard M. Simses, *Abbott Simses APLC*, Houston, Texas

James T. Sullivan, *FMC Technologies Inc.*, Houston, Texas

10:00 a.m. **Refreshment Break**

10:15 a.m. **My Client Wants Me to Share Its Litigation Risk—Is That Ethical?**

Ms. Leigh will address ethical considerations for marketing, social networking and risk-sharing arrangements.

Mari Henry Leigh, *Meckler Bulger Tilson Marick & Pearson LLP*, Chicago, Illinois

11:15 a.m. **Death of the Billable Hour—Fact or Fiction?**

In-house lawyers are realizing that they need more control over their litigation spending. It is time for a real solution. Law departments want their outside firms to reduce their litigation expenses, while achieving the results they want to achieve. If you have not started using alternative fees, you are at risk of losing clients. It is not as easy as simply “flipping a switch” to quote alternative fees. Mr. Lamb will discuss what you need to do to profitably offer your client alternative fee arrangements.

Patrick J. Lamb, *Valorem Law Group*, Chicago, Illinois

12:10 p.m. **Panel Workshop III: Alternative Fees—Pilot Programs and Panel Discussion**

Get “real-world” information on current alternative fee programs from the perspectives of the client, expert consultant and outside counsel. Learn about what works, what does not and how the alternative fee experience is reshaping the business relationships between lawyers and their clients.

Moderator

Bruce H. Raymond, *Raymond & Bennett LLC*, Glastonbury, Connecticut

Panel

Domenick C. DiCicco, Jr., *Zurich North America*, New York, New York

Jim Hassett, Ph.D., *LegalBizDev*, Burlington, Massachusetts

Mari Henry Leigh, *Meckler Bulger Tilson Marick & Pearson LLP*, Chicago, Illinois

1:20 p.m. **Concluding Remarks**

1:30 p.m. **Adjourn**



Seminar Sponsors

DRI wishes to thank our sponsors for their support at this year's seminar!



Seminar Exhibitors

DRI wishes to thank our exhibitors for their support at this year's seminar!



2009 DRI Seminar Schedule

- September 10–11 Construction Law
The Palace Hotel, San Francisco, CA
- September 10–11 Nursing Home/ALF Litigation
The Westin Kierland, Scottsdale, AZ
- September 24–25 Strictly Automotive
Hilton La Jolla Torrey Pines, La Jolla, CA
- October 7–11 DRI Annual Meeting
Sheraton Chicago Hotel & Towers, Chicago, IL
- November 5–6 Appellate Advocacy
Hilton La Jolla Torrey Pines, La Jolla, CA
- November 12–13 Asbestos Medicine
Fontainebleau Miami Beach, Miami, FL
- December 3–4 Insurance Coverage and Practice
Sheraton New York Hotel & Towers, New York, NY
- December 3–4 Best Practices for Law Firm Profitability
Sheraton New York Hotel & Towers, New York, NY

2010 DRI Seminar Schedule

- January 27–29 Civil Rights and Governmental Tort Liability
The Westin San Diego, San Diego, CA
- February 4–5 Trucking Law
Caesars Palace, Las Vegas, NV
- February 10–12 Medical Liability and Health Care Law
Arizona Biltmore, Phoenix, AZ
- March 4–5 Strictly Retail
Wyndham Chicago, Chicago, IL
- March 17–19 Damages
Vdara, Las Vegas, NV
- March 18–19 Toxic Torts and Environmental Law
Sheraton New Orleans, New Orleans, LA
- March 25–26 Sharing Success—A Seminar for Women Lawyers
The Westin Kierland, Scottsdale, AZ
- April 7–9 Product Liability Conference
The Venetian, Las Vegas, Nevada
- April 14–16 Insurance Coverage and Claims
InterContinental Chicago, Chicago, IL



GENERAL INFORMATION

CLE Accreditation

This seminar has been approved for MCLE credit by the State Bar of California in the amount of **12** hours, including **1** hour of ethics credit. Accreditation has been requested from every state with mandatory continuing legal education (CLE) requirements. Certificates of attendance will be provided to each attendee. Attendees are responsible for obtaining CLE credits from their respective states. Credit availability and requirements vary from state to state; please check our website at www.dri.org for credit information for your state.

Registration

The registration fee is **\$745** for members and those who join DRI when registering and **\$875** for non-members. The registration fee includes CD-ROM course materials, continental breakfasts, refreshment breaks and networking receptions. If you wish to have your name appear on the registration list distributed at the conference and receive the CD-ROM course materials in advance, DRI must receive your registration by **November 13, 2009** (*please allow 10 days for processing*). Registrations received after **November 13, 2009**, will be processed on-site.

Special Discounts

The first and second registrations from the same firm or company are subject to the fees outlined above. The registration fee for additional registrants from the same firm or company is **\$695**, regardless of membership status. All registrations must be received at the same time to receive the discount.

Refund Policy

The registration fee is fully refundable for cancellations received on or before **November 13, 2009**. Cancellations received after **November 13** and on or before **November 20, 2009**, will receive a refund, less a \$50 processing fee. Cancellations made after **November 20** will not receive a refund, but the course materials on CD-ROM and a \$100 certificate good for any DRI seminar within the next 12 months will be issued. All cancellations and requests for refunds must be made in writing. Fax to DRI's Accounting Department at 312.795.0747. All refunds will be mailed within four weeks after the date of the conference. Substitutions may be made at any time without charge and must be submitted in writing.

Course Materials

In order to better serve and satisfy the numerous requests from our membership, DRI will mail the course materials to all registrants in CD-ROM format 12 days in advance of the seminar. You can order additional copies by checking the appropriate box on the registration form on the back of this brochure or ordering online at www.dri.org.

Supplemental Materials

Recommended supplemental material for this seminar is ***Defending Damages Claims in Business Tort Cases*** from DRI's Defense Library Series. Order your copy by checking the appropriate box on the registration form on the back of this brochure. You can also view the entire list of DRI publications offerings and make purchases online at www.dri.org.

Hotel Accommodations

A limited number of discounted hotel rooms have been made available at the **Sheraton New York Hotel & Towers, 811 7th Avenue on 53rd Street, New York, New York 10019**. For reservations, **contact the hotel directly at 212.581.1000**. Please mention **DRI's Best Practices for Law Firm Profitability Seminar** to take advantage of the group rate of **\$399 Single/Double**. The hotel block is limited and rooms and rates are available on a first-come, first-served basis. You must make reservations by **November 11, 2009**, to be eligible for the group rate. Requests for reservations made after **November 11** are subject to room and rate availability.

Travel Discounts

DRI offers discounted meeting fares on various major air carriers for **DRI's Best Practices for Law Firm Profitability Seminar** attendees. To receive these discounts, please contact Hobson Travel Ltd., DRI's official travel provider at 800.538.7464. As always, to obtain the lowest available fares, early booking is recommended.

Flyers

Sponsored by **Raymond & Bennett LLC**

and **Westlaw**

See your attendee packet on-site for information on these sponsors.

The taping or recording of DRI seminars is prohibited without the written permission of DRI.

Speakers and times may be subject to last-minute changes.

DRI policy provides there will be no group functions sponsored by others in connection with its seminars.



FACULTY

Kevin E. Clark is a partner with the law firm of Lightfoot Franklin & White LLC in Birmingham, Alabama. His practice consists of general civil defense litigation, with an emphasis on toxic tort, product liability and employment discrimination litigation. Mr. Clark is a fellow in the Litigation Counsel of America. He serves as vice chair of DRI's Toxic Torts and Environmental Law Committee and is a member of DRI's Diversity Committee's Steering Committee. Mr. Clark is also a member of the Alabama State Bar's Diversity in the Profession Committee.

James R. Courie is a founding partner and the managing partner of McAngus Goudelock & Courie LLC in Columbia, South Carolina. He also serves as president and chairman of MG&C Consulting Services. Mr. Courie represents businesses, professional associations and individuals in matters concerning contract negotiations, employment matters, finance and insurance issues, governmental relations, procurement, business development and strategic planning. He serves on the Clemson University's Board of Visitors and is a past president of the South Carolina Defense Trial Attorneys' Association and a member of DRI's Law Practice Management Committee.

Domenick C. DiCicco, Jr., currently serves as senior vice president, chief legal officer, NAC Claims for Zurich North America's Claim Operations in New York City. As the lead negotiator for the organization's most complex cases, Mr. DiCicco has developed and instituted global best practices resulting in substantial financial contribution to global claim operations. He also created a global audit team to measure compliance, evaluate quality, and conduct training for all business units of the organization. Mr. DiCicco is chairman of the Council of Litigation Management, and a member of AIA, DRI, the ABA Committee on Insurance Coverage and the ABA Committee on Excess and Surplus Lines.

Jim Hassett, Ph.D., is the president of LegalBizDev in Burlington, Massachusetts, which helps lawyers develop new business more quickly by applying best practices from other law firms and other professions. Dr. Hassett is the author of seven books and over 70 articles in publications ranging from the *New York Times Magazine* to *Strategies: The Journal of Legal Marketing*. He is an adjunct associate professor of psychology at Boston University.

Michael J. Haverson, a litigation management insurance consultant with Haverson Consulting in Timonium, Maryland, has expertise in best practices, counsel performance, alternative billing models and data tools. His business affiliations include director of litigation management for Athenium and business consultant for Magna LS. Mr. Haverson also provides ADR and expert consulting services. He is a member of the Pennsylvania, New York and New Jersey bar associations. Mr. Haverson was formerly vice president of claims legal for Zurich North America.

Victor P. Henderson is the executive partner in charge of the Chicago office of Holland & Knight LLP and a partner in the firm's litigation department. He concentrates his trial practice in three related areas—complex commercial litigation, product liability law and pro bono criminal defense. Mr. Henderson devotes a large portion of his practice to representing clients in the higher education field and the health care industry. He is also a past president of the Chicago Bar Association. Prior to becoming a lawyer, Mr. Henderson practiced as a certified public accountant.

Patrick J. Lamb, a business trial lawyer and advisor, is one of the founders of Valorem Law Group in Chicago. Valorem represents business interests in complex litigation using non-hourly fee arrangements. The firm's commitment to value starts with its name and continues to each invoice, which contains a value-adjustment line, allowing each client the right to make any adjustment to the invoice so the client believes the invoice reflects the value received. Mr. Lamb is a frequent speaker on alternative fee arrangements and writes the highly acclaimed blog, *In Search of Perfect Client Service*.



Paul M. Lavelle is a shareholder with Abbott Simses APLC in New Orleans. Mr. Lavelle practices and has extensive trial experience in commercial litigation, product liability, insurance law, construction, environmental law and general civil litigation. He is vice chair of DRI's Law Institute, a former DRI officer and board member, past chair of DRI's Technology Committee and its Electronic Discovery Task Force. Mr. Lavelle is a member of the Louisiana Association of Defense Counsel and past president of the Jefferson Bar Association.

Mari Henry Leigh is a partner with the Chicago-based firm of Meckler Bulger Tilson Marick & Pearson LLP. She serves as chair of its litigation management and attorney fee practice group, the legal audit group, which litigates and provides legal and expert witness consulting services in attorney fee and legal fee disputes, legal audits and auditing, legal bill reviews and attorney ethics, legal malpractice and litigation management issues. Ms. Leigh also maintains an active, complex, civil litigation practice. She is chair of the Chicago Bar Association's Professional Fees Committee and an advisory board member of the Council for Litigation Management.

Dennis P. Lynch has been vice president and chief litigation counsel since June 2007 for Tyco International Ltd., headquartered in Princeton, New Jersey, a global conglomerate with companies such as ADT, SimplexGrinnell and Sensormatic. Mr. Lynch is responsible for all of Tyco's litigation worldwide. In 2004 he joined Tyco as chief litigation counsel for its fire and security segment. Previously, Mr. Lynch was assistant general counsel at Unisys Corporation and in private practice with a Philadelphia law firm.

Douglas M. McIntosh is president and managing partner of McIntosh Sawran Peltz & Cartaya PA, with four offices throughout Florida. His practice focuses on professional negligence litigation, product liability, maritime and catastrophic claims, and insurance coverage and bad faith litigation. Mr. McIntosh has served as an insurance coverage expert in state and federal courts in Florida. He is a past DRI national director, past Florida state representative to DRI, past president of the Florida Defense Lawyers Association, and a member of DRI's Law Practice Management and Insurance Law Committees. Mr. McIntosh is also a member of the International Association of Defense Counsel and the Association of Defense Trial Attorneys.

Whit McIsaac is the president and CEO of Client Profiles Inc. in Atlanta, Georgia, one of the largest suppliers of software applications, technology consulting and services to the legal marketplace. Mr. McIsaac has over 25 years of law office technology experience and has been directly involved in more than 500 case and financial management installations. His broad experience includes management software, time, billing and accounting systems, CRM and business development solutions, document management and scanning and imaging implementations. He is a frequent lecturer on law practice technology and automation design.

George F. Pavarini III is a senior vice president of claims and liability management in the New York office of the Swiss Reinsurance America Corporation. Mr. Pavarini currently leads the firm's Asbestos, Pollution and Health Hazard Insurance Department. He previously served as senior legal counsel of Swiss Re's Strategic and Emerging Claims Unit, which managed the company's largest exposure and commercially significant matters. Prior to joining Swiss Re in 2002, Mr. Pavarini held various insurance management positions and engaged in the private practice of insurance coverage and defense law.

Bruce H. Raymond, a founder and partner of Raymond & Bennett LLC in Glastonbury, Connecticut, has served as lead counsel in over 1,000 litigated cases in 20 years of trial practice in state and federal courts in Connecticut and Massachusetts. His firm is a leader in the alternative fee movement and has been recognized for its innovative design, which includes a fully digital, paperless office; use of brick-and-mortar and virtual associates; outsourced office support; and other lean practices. Mr. Raymond represents clients in business litigation, product liability, toxic tort, intellectual property and personal injury insurance defense.

Victoria H. Roberts is vice president and counsel to Meadowbrook/Century Insurance Group Inc. in Scottsdale, Arizona. Ms. Roberts has served as an officer at CIGNA, heading its litigation management and staff counsel operations, and as general counsel of a Kemper subsidiary. She was a partner in private practice, has testified as an expert on claim handling and bad faith and has lectured numerous times on both coverage and litigation management. Ms. Roberts is on the board of the Federation of Defense & Corporate Counsel and is a member of DRI and the Pennsylvania Bar.



Marygrace J. Schaeffer is a vice president in the Minneapolis office of DecisionQuest. A trial consultant for over 20 years, she provides jury research and trial consulting on hundreds of civil and criminal cases. Her expertise includes strategy and theme development, mock trials, witness evaluation and preparation, shadow juries, post-trial interviews and visual communications. Ms. Schaeffer has conducted research for cases involving issues of product liability, personal injury, employment, insurance, construction, medical malpractice, intellectual property, antitrust, finance and environmental law. She has also provided jury selection assistance in dozens of venues throughout the United States.

Richard M. Simses is a trial attorney with Abbott Simses APLC in its Houston, Texas office. His litigation practice concentrates on a variety of areas, including admiralty, product liability, employment, environmental, commercial and toxic torts. Mr. Simses is admitted to practice in Texas, Louisiana and Colorado and, because of his national trial practice, he has successfully tried cases in many other states as well. He is a long-time member of the Maritime Law Association, the Texas Association of Defense Counsel, the Louisiana Association of Defense Counsel and DRI.

Jon Stahl, vice president of strategy and development for Athenium Inc. in Waltham, Massachusetts, has over 30 years' experience in the delivery of performance, development and measurement programs for Fortune 500 corporations. Athenium provides online claims and litigation management quality review solutions for leading global insurers such as Zurich, Farmers, Liberty Mutual, Chubb, MetLife, GMAC and QBE, aligning counselors, claim handlers and vendors to best practice goals. Previously, Mr. Stahl was an associate partner in Accenture's Global Human Performance Group.

Mark K. Stephens is the vice president of legal services group for CNA Insurance Company in Chicago, where he is responsible for the general oversight, direction and strategy for staff and panel counsel representing CNA insureds in commercial, risk management and specialty lines business units. Mr. Stephens provides strategic litigation management direction for staff and panel attorneys nationwide. His group is also responsible for the e-invoicing system and centralized bill review of all outside legal fees for property and casualty.

James T. Sullivan is an assistant general counsel for FMC Technologies Inc., headquartered in Houston, Texas, where he has implemented a value-focused IP-asset management initiative aimed at identifying, protecting and promoting IP assets that contribute to the profitability of FMC Technologies. Before joining FMC Technologies in 2001, Mr. Sullivan was engaged in the private practice of patent law, where he focused on patent prosecution. He has a mechanical engineering degree, as well as a law degree.

Sara M. Turner is an attorney in the Birmingham, Alabama office of Baker Donelson Bearman Caldwell & Berkowitz PC. She has extensive experience representing corporations in federal, state and administrative courts in Alabama and Minnesota. Her trial work focuses on product liability, class action, commercial and transportation claims. Ms. Turner has served as outside general counsel and assisted in the coordination of her client's defense of claims nationwide. She is the vice chair of DRI's Technology Committee and also serves on the steering committees for DRI's Product Liability, Young Lawyers and Trucking Law Committees.

Kristen Wylie is the product marketing manager for Dragon NaturallySpeaking, the world's best-selling speech-recognition software from Nuance Communications Inc. in Burlington, Massachusetts, a leading provider of speech and imaging solutions. Ms. Wylie is a frequent speaker on the productivity benefits of speech recognition and digital dictation workflow. With extensive speech recognition product and consulting experience, she translates technical details into easy-to-understand guidance that helps customers take advantage of the latest innovations in speech technology.

David W. Zizik is the managing attorney of Zizik Powers O'Connell Spaulding & Lamontagne PC, with offices in Westwood, Massachusetts and Providence, Rhode Island. He concentrates his practice in the defense of complex personal injury, product liability, industrial and trucking accident cases. Mr. Zizik is the chair of DRI's Law Practice Management Committee. He is a member of the executive council of the Association of Defense Trial Attorneys, the Federation of Defense & Corporate Counsel, the Massachusetts Defense Lawyers Association and the Defense Council of Rhode Island.



JOIN DRI NOW AND REGISTER AT THE MEMBERSHIP RATE—A \$130 SAVINGS!

DRI MEMBERSHIP APPLICATION

This application/registration form for first-time members only—all other registrants please use reverse side.

MEMBER CATEGORY

- Defense Attorney**—\$225 USD/year
 Government Attorney—\$160 USD/year
 Young Lawyer*—\$130 USD/year (admitted to the Bar for five years or less)
 Law Student—\$20 USD/year

Male **Female**

FORMAL NAME _____ TITLE _____

NAME (as you would like it to appear on badge) _____

COMPANY/FIRM/LAW SCHOOL _____

ADDRESS _____

CITY _____

STATE/PROVINCE _____ ZIP/POST CODE _____

COUNTRY _____

TELEPHONE _____ FAX _____ EMAIL _____

Is this the first time you are attending this DRI seminar? **Yes** **No**

First time admitted to the Bar in _____ STATE/PROVINCE _____ MONTH/DAY/YEAR _____ BAR NUMBER _____

In-house counsel (as defined below**)

I am a member of a state or local defense organization. **Yes** **No**

NAME OF ORGANIZATION _____

PRIMARY AREA OF PRACTICE _____ NUMBER OF ATTORNEYS IN YOUR FIRM _____

OPTIONAL

DRI is committed to the principle of diversity in its membership and leadership. Accordingly, applicants are invited to indicate which one of the following may best describe them:

- African American** **Asian American** **Hispanic**
 Native American **Caucasian** **Other**

DATE OF BIRTH _____ MONTH/DAY/YEAR _____

REFERRED BY (name of DRI member attorney, if applicable) _____

To the extent that I engage in personal injury litigation, I DO NOT, for the most part, represent plaintiffs. I have read the above and hereby make application for individual membership.

SIGNATURE _____ DATE (all applications must be signed and dated) _____

REGISTRATION/APPLICATION FEES

SEMINAR REGISTRATION: \$745 **Member**
 \$500 **Government DRI Member**
 \$0 **Law Student DRI Member**

MEMBERSHIP (Check One): \$225 **Defense Attorney**
 \$160 **Government Attorney**
 \$130* **Young Lawyer**
 \$20 **Law Student**

* Those eligible for Young Lawyer membership will receive a certificate for one free seminar when they join.

** In-house counsel is defined as a licensed attorney who is employed exclusively for a corporation or other private sector organization for the purpose of providing legal representation and counsel only to that corporation, its affiliates and subsidiaries.

TOTAL: _____

PAYMENT METHOD

My check for _____ (USD) is enclosed.

Please charge my **VISA** **MASTERCARD** **AMERICAN EXPRESS**

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55 WEST MONROE STREET
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CHICAGO, IL 60603 USA

BEST PRACTICES FOR LAW FIRM PROFITABILITY SEMINAR DECEMBER 3-4, 2009

For inclusion on the pre-registration list and to receive course materials in advance,
register by November 13, 2009.

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FORMAL NAME _____
NAME (as you would like it to appear on badge) _____
COMPANY/FIRM/LAW SCHOOL _____
ADDRESS _____
TELEPHONE _____ FAX _____
EMAIL _____

Are you a first-time attendee at this DRI seminar?

Yes No

How many attorneys are in your firm? _____

What is your primary area of practice? _____

REGISTRATION FEES (includes course materials)
If joining DRI to get the member rate, complete the form on
the reverse side.

- Member: \$745 Non-member: \$875
 Government DRI Member: \$500
 Law Student DRI Member: free
 Special Discount Price: \$695
(see brochure for eligibility)

PUBLICATIONS FOR PURCHASE

COURSE MATERIALS (included in registration fees)

- Member: \$75 Non-member: \$95

SUPPLEMENTAL MATERIALS

Defending Damages Claims in Business Tort Cases

CD-ROM

- Member: \$85 Non-member: \$115

HARD COPY

- Member: \$115 Non-member: \$145

(Shipping charges will be added to each order.
Illinois residents, please add 10.25% sales tax.)

PAYMENT METHOD

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