



Young Lawyers Seminar

February 19, 2010

Offices of Hinshaw & Culbertson
222 N. LaSalle Street, Suite 300, Chicago

Agenda

8:15 – 9:00 Registration & Coffee Bar – **Sponsored by Rimkus Consulting Group**

9:00 – 9:45 **Practical Considerations When Retaining An Expert**
Presented by: **Scott Howell**, Mechanical Engineer and expert with **Rimkus Consulting Group**

In this presentation, Mr. Howell will address the practical considerations that young lawyers face in retaining and communicating with an expert: how to find and retain the best expert for your case; what to look for when selecting an expert; what the expert will need from the attorney; and how to effectively communicate with your expert. Mr. Howell will also share some interesting stories based on his experience as an expert.

9:45 – 10:30 **Use of Depositions & Technology at Trial**
Presented By: **Steven P. Seltzer**, **Merrill Corporation**

In today's electronic world, our attention span, comprehension and recall have become ever more reliant on sound, sight and action –

a trend that is readily reflected in contemporary juries. This presentation will provide an introduction to the various types of multimedia tools available and their application within litigation, ranging from trial presentation demonstratives to deposition testimony tools.

10:30 – 10:45 Networking Break

10:45 – 12:15 **Understand Your Work Style to Enhance Your Relationships with Clients and Colleagues**

Presented By: **Paula Giovacchini**,
President of **Gio Group, Inc.**

Do you wonder why you work better with some people than with others? Are you able to modify your work style with clients and colleagues who have different work styles? This interactive session will introduce you to the "DISC," a behavioral work style inventory that helps people explore their work styles and learn how to relate to people with different work styles. DISC is based on four dimensions: 1) Dominance (strong-willed, strong-minded people who like accepting challenges and getting immediate results); 2) Influence ("people people" who like participating on teams, sharing ideas and interacting with others); 3) Steadiness (helpful people who like working behind the scenes, performing in consistent and predictable ways and being good listeners); 4) Conscientiousness (sticklers for quality who like planning ahead, employing systematic approaches and checking and rechecking for accuracy).

Seminar attendees will complete the DISC Preview to identify their work style. Attendees will learn various approaches for increasing effectiveness in client development and workplace situations with those who have various work styles. Finally, attendees will learn how to modify their work style to be more effective in a personal situation with a client or colleague with whom they need to strengthen their relationship.

12:15 – 1:00 Networking Lunch – **Sponsored by Merrill Corporation and National City**

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1:00 – 2:00

Creating and maintaining relationships with In-House Counsel

Presented By: **Lynn Watkins-Asiyanbi**, In-House Counsel with **US Foods**, and **Chekisha Mitchell**, Office of General Counsel, Boeing Company

The panel will discuss how to create relationships with in-house counsel, what is needed to maintain those relationships and common pitfalls to avoid as outside counsel.

2:00 – 2:45

Making connections and building business as a Young Lawyer

Presented By: **Jeff Hebrank**, Partner at *Hepler Broom LLC*

Are you interested in making contacts and bringing in business? Mr. Hebrank will discuss how to find new business with insurance carriers with which your firm already has connections and how to connect with new carriers to bring in new business. Mr. Hebrank will also give tips on what young lawyers can do to bring in business from other sources and how to stand out to clients and carriers in your practice area to create relationships and future business.

Planning Committee

Jennifer B. Groszek — *McKenna Storer, LLC* – Chair
Dan Connell — *McKenna Storer, LLC*
Nicole Milos — *Cremer, Spina, Shaughnessy, Jansen & Siegert, LLC*

Special Thanks...

We would like to thank **Merrill Corporation** and **Rimkus Consulting Group** and **National City** for their generous support of this seminar.

Registration Information

Registration for this event is \$60 for IDC members (\$160 for non-members; \$25 for Judges and Students). The registration fee includes CLE Credit, all materials, refreshment breaks, lunch and great networking opportunities. Registration is limited to 100 individuals.

Continuing Legal Education Credit

We will apply for the following CLE Credit. Please note that the hours for which we are ultimately approved will be confirmed at the seminar.

Illinois	4.8
Indiana	4.8
Missouri	5.7
Wisconsin	5.7

Can't Attend?

Following the conference the IDC will offer this program for purchase on video CD-ROMs, audio CDs, MP3-CDs, and DVDs. Contact the IDC office at **800-232-0169** or **idc@iadtc.org** for more information.

Refund Policy

Refunds will be made according to the following schedule:
100% Refund — Through January 19, 2010
50% Refund — January 19 – February 5, 2010
No Refund — February 5 – 19, 2010

Substitutions for your registration may be made. However, only one copy of seminar materials will be offered per registration. Please submit substitution information in advance of the seminar.

Questions?

Phone: 800-232-0169
Fax: 217-585-0886
Email: idc@iadtc.org



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Attendee: _____ Member ID: _____

Badge Name: _____

Firm: _____

Address: _____

City, State, Zip Code: _____

Direct Line: _____ Fax Line: _____

Firm Line: _____

Email: _____

ARDC Number: IL: _____ MO: _____

IN: _____ WI: _____

Special Dietary/Accessibility Needs: _____

Payment Information

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Seminar Fees

- IDC Member \$60
- Non-Member \$160
- Judge \$25
- Students \$25

Please complete this registration form and return it as soon as possible to:
Illinois Association of Defense Trial Counsel
PO Box 3144, Springfield, IL 62708-3144

Questions?
Phone: 800-232-0169
Fax: 217-585-0886
Email: idc@iadtc.org