

ILLINOIS LAWYER NOW

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Solo & Small Firm headliners hit legal research, iPads and practice management

The 9th Annual Solo & Small Firm Conference is geared to help new and established attorneys build a better, more profitable practice. Three of our speakers preview how to accomplish that below: **Christina Steinbrecker Jack** shows how using Fastcase for your legal research is quick – and free; **Paul Unger** shows how lawyers should incorporate iPads into their practice; and plenary speaker **Stephen Fairley** covers improving your practice.

Pick up speed and eliminate fees with Fastcase

Looking to speed up your research while reducing your bottom line? Fastcase will be returning to the ISBA Solo and Small Firm Conference with a two-hour CLE presentation about maximizing the value of the ISBA's free legal research member benefit. The first hour will include an overview of the search interface and an introduction to the smarter tools that make finding relevant documents easier than ever before. This hour will be especially helpful for those new to Fastcase and experienced lawyers who graduated from law school before keyword search was a part of the curriculum. The second hour will focus on Fastcase's advanced features that make finding cases easier than ever before. Here's a preview:

Forecite. Forecite from Fastcase goes beyond your keyword search, using intelligent citation analysis to find cases you'd otherwise miss. In the millisecond before displaying search results, Forecite automatically reads each case in the result list and builds a table of frequently cited cases. If seminal cases don't appear in the search result (which is more common than you'd expect), Forecite suggests them for you. It's like having a safety net for your research.

Interactive Timeline. In addition to text-based search results, Fastcase now includes a power data visualization tool that creates a visual map of your search results. It allows you to see the most important cases at a glance. When you're looking at search results, just click the Interactive Timeline tab at the top.



**Christina
Steinbrecker Jack**

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Alerts and Bookmarks. When performing a search that you'd like to keep abreast of, simply create an alert by pressing the "Add Alert" button on the search results page. When new cases that match the search are decided, users get an e-mail and an alert notification on their Fastcase start page.

Bad Law Bot. Earlier this year, Fastcase launched Bad Law Bot, an upgrade to Fastcase's Authority Check, which identifies cases that have been cited as having been reversed or overturned. View a short video on Bad Law Bot at tinyurl.com/badlawbot.

Annotations. The U.S. Code and 37 state statutes are automatically annotated on Fastcase, with the remaining states being added in the coming weeks.

To access the free Fastcase member benefit, login at www.isba.org and click the Fastcase logo. Members have free and unlimited access to all libraries. For details, visit www.fastcase.com/coverage. Questions? Email us at support@fastcase.com or call 1-866-77-FASTCASE.

Christina Steinbrecker Jack, Fastcase

iPads quickly becoming lawyers' best friend

In the three years since it was released, the iPad has quickly become an amazingly useful tool for lawyers and one of the biggest innovations in legal technology to come along in some time. The iPad's design is ingenious and handsome. Its functionality is equally as nice and continues to improve as legal software developers rush to create more apps for lawyers. Today, the iPad remains the tablet of choice for legal app developers, far outpacing Android and Windows tablets in the number of legal apps available.



Paul Unger

(Continued on page 4)

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Garman's judicial journey to continue as next Chief Justice

Rita Garman has distinguished herself with a record of judicial service nearly unmatched in the Illinois judiciary. She was at the top of her high school class and near the top in her undergraduate and law school classes. She has served longer than all of Illinois' 950-plus judges except one. She will celebrate her 40th anniversary as an Illinois judge next Jan. 7. So it is fitting that on Oct. 26 she will assume the highest position in the Illinois court system as the next Chief Justice of the Illinois Supreme Court.

"I am honored and humbled to have been chosen by my colleagues to serve as Chief Justice," Justice Garman said. "This office has been held by many great jurists, several of whom I have served with and count among my friends. I welcome the challenges and the responsibility that goes with the role of Chief Justice because I know that I can count on the support of my colleagues at all levels of the judiciary and the members of the Illinois bar."

Justice Garman said she plans to continue to support the technology initiatives that started under current Chief Justice Thomas L. Kilbride. She will also place a particular emphasis on judicial education.

"I have served with Rita Garman for nearly my entire tenure on the Illinois Supreme Court," Justice Kilbride said. "We have not only worked together as colleagues, but she has become a dear friend. She has an extraordinary



Justice Rita B. Garman

combination of intellect, temperament and experience that will serve well our Court, our judiciary and our state."

Justice Garman's plans for her tenure will be covered more in-depth in the November issue of the Illinois Bar Journal. Until then, here is more background information on Illinois' 119th Chief Justice.

Hometown: Oswego

Current residence: Danville

High School: Oswego High School, valedictorian

College: University of Illinois, College of Commerce, Bronze Tablet

Law School: University of Iowa College of Law, with distinction

ISBA member since: 1968

Judicial offices: Associate Judge, Vermillion County, 1974-1986

Circuit Judge, 5th Judicial Circuit, 1986-1987

Presiding Circuit Judge, Vermillion County, 1987-1998

Illinois Appellate Court, 4th District, 1998-2001

Illinois Supreme Court, 2001-2013

Illinois Supreme Court Chief Justice, 2013-2016 (anticipated) ♦

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Find Articles by Title, Subject, and Author

• Search and Title indexes can be found in each Section Newsletter.

• Author Index

• Subject Index (through 2009; for earlier issues, you may also use the PDFs below)

- 2009-2010
- 2007-2008
- 2006-2007
- 2005-2006
- 2004-2005
- 2003-2004
- 2002-2003

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(Continued from page 1)

Although the iPad's initial purpose was thought to be as a "consumption" device – a tablet used primarily for reading, light typing, and listening to music or watching videos – its ease of use and big screen is so addicting that it evolved into a tool that can do so much more, especially for lawyers.

In our iPad sessions, we will discuss how to use tablet computers to enhance your day at the office, on the road, and in court. You do not want to miss these sessions!

Paul Unger, Affinity Consulting

Practical wisdom on referrals, systems and testimonials

How can I get more referrals? What kind of systems should my law firm have? What is the best way to ask for a client testimonial? These are questions every law firm owner has asked at one time or another.

Q. Why am I not getting more referrals? Why are they not better qualified?



Stephen Fairley

There are four primary reasons attorneys don't get more and better referrals:

1. **Lack of client education.** It's your responsibility to properly educate clients and referral sources about what you do, who you can help, and what makes a good referral for you.

2. **Lack of client communication.** Telling people who your perfect client is once is not sufficient! You must remind them at least 4-6 times every year.

3. **Lack of request.** Do not assume people know you want more referrals. You need to ask directly for them.

4. **Lack of reciprocation.** To receive referrals on a regular basis you must be willing to give them out.

Q. What are a few major systems I should have in my law firm in regards to managing the client's experience?

There are 7 major systems we have identified every law firm must have. Here are the top three:

1. **New Client Intake System:** Analyze your new client intake system. Look for consistency, efficiency, speed, and emphasize serving the client.

2. **Follow up System:** What are the protocols for following up with leads to get them into an

appointment? If a prospect doesn't hire you, how frequently and persistently do you follow up after the consult?

3. **Marketing System:** What specific things are you going to do to better market and grow your law firm? Divide it up into online and offline marketing strategies.

Q. What's a good way to ask clients to give a testimonial?

It depends on your practice area, but timing can be very important. For example, if you are a personal injury attorney, you might want to ask for the testimonial when your client comes in to pick up their settlement check. This is when the client will be the happiest - the case has been closed and they are getting a check. If you're an estate planning attorney ask when the client comes in to finalize their estate plan. If you're a commercial litigation attorney ask right after you get a motion to dismiss the lawsuit filed against your client. You also need to make it easy for people to give you a testimonial. Let your client know why a testimonial is important for you. Make it part of your process, like an exit interview.

Stephen Fairley, The Rainmaker Institute

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Friday, October 18, 2013

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Capitol Chronicle

by Jim Covington

Director of Legislative Affairs



House Bill 1452 (Kelly Burke, D-Evergreen Park) is a complete rewrite of the Illinois Marriage and Dissolution of Marriage Act that may be acted on in the fall veto session. This article is a summary of that bill.

Terminology. Courts will no longer award custody or visitation under this bill. Rather, courts will allocate parental responsibilities to include parenting time. A parent may ask the court for permission to relocate with a minor child instead of removing the child.

Grounds. House Bill 1452 includes only one ground for dissolution—that irreconcilable differences have caused the irretrievable breakdown of the marriage. The current six-month waiting period for this ground is repealed.

Presumption of residential parenting time. House Bill 1452 creates a rebuttable presumption in every case that it is in the best interest of a child that each parent should be allocated not less than 35% residential parenting time. A court does have authority to restrict parental responsibilities to protect a child.

Allocation of parental responsibilities. House Bill 1452 requires the court to presume that it is in the child's best interests to allocate significant decision-making responsibilities to each parent if each parent had been exercising significant decision-making responsibilities for the child (1) over the prior 24 months preceding the filing of the petition or (2) since the child's birth if the child is under the age of two.

Parenting Plan. All parents, within 90 days after service or filing of a petition for allocation of parental responsibilities, must file with the court a separate or joint proposed parenting plan supported by an affidavit or affidavits. If the court doesn't approve a joint parenting plan, it must make express findings justifying its refusal to do so. If the court is forced to choose between the separate parenting plans, it must select the plan that maximizes the child's relationship and access to both parents. The court retains discretion to determine exceptions to this directive if warranted but must provide written findings of fact and conclusions of law when making such exceptions.

Delays in judgments. (1) Requires the court to enter a judgment at the conclusion of the case and prohibits it from being entered after hearing the testimony on the grounds only. (2) Requires the court to enter a

judgment of dissolution of marriage within 60 days of the closing of proofs unless the court enters an order specifying good cause that gives it an additional 30 days.

Joint petition for simplified dissolution. It changes the requirements as follows: (1) Neither party may have an interest in "retirement benefits." (2) The total FMV of all marital property, after deduction of encumbrances, must be less than \$50k. (3) The combined gross annualized income from all sources must be less than \$60k. (4) Neither party has a gross annualized income from all sources in excess of \$30k.

Marital settlement agreements. A § 502 marital settlement agreement, which may include educational expenses, must be in writing or it's not valid. The terms of an agreement incorporated into a judgment trump any conflict between its terms and prove-up testimony. Concerning modification of an agreement, property provisions are never modifiable. Child support, parental responsibilities, maintenance, and educational expenses are modifiable on a substantial change of circumstances. The parties may agree that maintenance is non-modifiable in amount, duration, or both.

Property. (1) Requires the party alleging that something isn't marital property to prove it by clear and convincing evidence. (2) If the court doesn't divide the property on a 50/50 basis, it must make specific findings of fact as to why it deviated from that directive.

Maintenance. (1) If House Bill 1452 is enacted, an order for unallocated maintenance and child support may not be entered. This doesn't affect previously entered unallocated orders. (2) The court may secure a maintenance award by requiring the payor to buy an appropriate amount of life insurance and name the recipient spouse as the beneficiary. (3) If the court changes an order of maintenance, House Bill 1452 requires the court to make a record of the specific factual findings that support this change.

Educational expenses. (1) Educational expenses under § 513 must be incurred no later than the student's 23rd birthday unless otherwise agreed to by the parties. (2) Caps the expenses for tuition, fees, housing, and meals to what is charged at the University of Illinois at Champaign-Urbana. This cap doesn't include other expenses such as medical expenses and other reasonable living expenses. (3) Support under this Section ends when the student fails to maintain a "C" average (unless illness or otherwise extenuating circumstances), becomes 23 years of age or older, receives a bachelor's degree, or marries. It doesn't terminate the court's authority under this Section if the child joins the military, becomes pregnant, or is incarcerated. (4)

Children are not third-party beneficiaries and not entitled to file a petition for contribution. (5) Relief under § 513 is retroactive to the date of filing of the petition.

Non-minor disabled child. A new section (§ 513.5) is created for the support of a non-minor disabled child. Unless an application is made for educational expenses under § 513 for a disabled child, the disability must have arisen before the child attained majority.

Modification. The general rule is that a court is required to modify a parenting plan or allocation judgment if necessary to serve the child's best interests if the court finds, by a preponderance of the evidence: (1) a substantial change of circumstances has occurred with the child or of any parent caused by facts that have arisen since the entry of the existing parenting plan or allocation judgment or were not anticipated in the plan or judgment; or (2) the existing allocation of parental responsibilities seriously endangers the child.

The court may modify a parenting plan or allocation judgment without a showing of changed circumstances if it is in the child's best interests and any of the following circumstances occur: (1) The modification is minor. (2) The modification reflects the actual arrangement under which the child has been living (without parental objection) for the six months preceding the filing of the petition for modification. (3) The modification is necessary to modify an agreed parenting plan or allocation judgment that the court would not have approved or ordered if the court had been aware of the circumstances at the time of the order or approval.

Relocation. Relocation is a substantial change of circumstances for modifying a judgment. Relocation is defined as "a change of residence of more than 25 miles for more than 90 days that significantly impairs a parent's ability to exercise the parental responsibilities that the parent has been exercising or is entitled to exercise under a parenting plan or allocation judgment." Only a parent who has been allocated a majority parenting time may seek to relocate with a child, except that when parents have equal parenting time, either parent may seek to relocate with a child. House Bill 1452 provides a procedure for notice and objection of intent to relocate.

Effective date. House Bill 1452 would apply to new and pending proceedings after July 1, 2014. ♦

Jim Covington is Director of Legislative Affairs for the Illinois State Bar Association. He is a 1976 graduate of Eastern Illinois University and a 1979 graduate of the University of Oklahoma College of Law.

Plenty of tech options at Solo & Small Firm Conference

by Bryan Sims bsims@simslawfirm.com

Sims Law Firm, Ltd., Naperville

As in prior years, this year's Solo & Small Firm Conference offers up plenty of legal technology related sessions. In fact, this year's conference kicks off with a special iPad for Lawyers session taught by legal technology expert **Paul Unger**. View the box at right for the full schedule of tech offerings.

To continue the iPad theme, Paul will be joining me in presenting the first technology session of the conference, a session called The iPad Litigator. This session is designed to address the ways in which you can use an iPad to gather your trial information, present evidence and simply enhance your entire trial presentation.

To make full use of the iPad, it helps if you have a paperless office. The technology track is designed to help you achieve that. On Friday, there is a session dedicated to the paperless office. **Nerino Petro** and **Marc Matheny** lead this introductory session designed to teach you how to convert your practice to a paperless practice. The session will discuss the hardware and software that you need, as well as how to best use them.

If you want advanced tips on dealing with PDFs, you won't want to miss the session on Acrobat Pro for Power Users. **Trent Bush** will be joining me in this session, which will be a how-to on using some advanced features found in Adobe Acrobat Pro and its alternative programs. You will learn things such as creating a signature stamp, using digital signatures and certificates, embedding multimedia files, and securing your PDFs.

For the past several years, the conference has highlighted the increasing importance that cloud tools are having in the legal practice. This year is no different. **Catherine Sanders Reach** and **Joshua Poje** will be taking you through the new offering from Microsoft: Office 365. This session will discuss the possible benefits of moving Microsoft Office to the cloud. You will learn about the various features that are available, as well as why a hosted solution may be the best solution for your office.

After giving Unger a short break, we have him back to discuss storyboarding at trial. This is an advanced-level presentation that is designed to allow you to use programs such as PowerPoint, Keynote, and other visual software to fully explain your position to a jury.

2013 ISBA SOLO & SMALL FIRM CONFERENCE TECHNOLOGY SCHEDULE

Thursday, Oct. 3

iPad for Lawyers, 8-11:15 a.m.

Fastcase Intro, 9-10 a.m.

Fastcase: Advanced 10:15-11:15 a.m.

The iPad Litigator 12:30-1:35 p.m.

Microsoft Office 365, 1:45-2:50 p.m.

Storyboarding at Trial, 3:10-4:15 p.m.

Kanban for Attorneys, 4:25-5:30 p.m.

Friday, Oct. 4

Acrobat for Power Users, 8:30-9:35 a.m.

The Frugal Firm, 10:15 a.m.-11:20 a.m.

Are You Mac-Curious?, 1-2:05 p.m.

The Wizard of Mac, 2:35-3:40 p.m.

The PDF Paperless Office, 3:50-5 p.m.

Saturday, Oct. 5

Gizmos & Gadgets, 8:30-9:35 a.m.

Mobile Security, 9:45-10:50 a.m.

Speech Recognition & Digital Dictation,
11-12:05 p.m.

**For more information and to register
online, visit:**

www.isba.org/soloconference

discuss low cost alternatives for those products you are currently using as well as ensuring that your technology is sufficient, current and protected at a reasonable cost.

Most of us can't imagine practicing law without our smartphones and tablets. Given that we use these devices to store and access client data, we must take action to ensure that our data is protected in the event our device is lost or stolen. **Shamla Naidoo** joins Brooks in discussing the security options for our mobile devices and in helping develop some best practices to ensure that our data is as secure as possible.

Many attorneys are now using computers in ways they never envisioned when they first started practicing law. Further, a number of attorneys are very poor typists or cannot type at all. Don't let this fact keep you from using the computer, however. On Friday afternoon, Petro will be demonstrating the speech recognition options available so that you can get the most use out of your computer or mobile device, even if you are a poor typist.

On Saturday morning Petro and I will help you start your day by discussing our favorite gizmos and gadgets. This session will look at the lighter side of technology and will include tips as well as a discussion of many gadgets that can improve your law practice or personal life.

The final two technology sessions are for Mac-centric. Right after Gizmos and Gadgets, technology expert **Brett Burney** will be leading a session called Are You Mac-Curious. This is the perfect session for anyone who has considered buying a Mac, but just has not yet done so. Brett will walk you through the Mac experience and let you know what you can expect and how to get the most from a transition to the Mac world.

Right after that, local attorney **Alan Press** will join Brett to talk about The Wizard of Mac. This session is an intermediate-level session that discusses the ways in which Mac specific software and functions can improve the way you practice law.

Regardless of your level of technical expertise, the technology track is sure to address the questions that you have and introduce you to some new concepts that will help you practice law more effectively and easily. ♦

Rounding out Thursday is a session that can benefit any attorney. The legal practice is full of constant demands. You have to deal with client requests, court deadlines, administrative hassles, and opposing counsel. How do you handle that and still have time to get everything done. **Aaron Brooks**, chair of the ISBA Committee on Legal Technology, will be discussing how the visual productivity model – originally designed by Toyota – can be adopted to our law offices to help us manage our practice and our cases. This session, titled Kanban for Attorneys, is one that will help you improve your practice the day you leave the conference.

Not every attorney has a large bankroll supporting them. It seems like everyone is watching the bottom line more closely these days. As a result, **Abra Siegel** and **Marc Matheny** will be leading a session called The Frugal Firm. They will

WHEN RESULTS MATTER..

WHY CHOOSE ANYONE ELSE?

\$14 Million for the family of a woman who died during child birth and her daughter who suffered brain damage

\$11.4 Million when a man died when doctors negligently performed a cervical fusion surgery

\$10.1 Million JURY VERDICT for a 72 year old woman severely injured by a truck

\$10.1 Million RECORD HIGH JURY VERDICT for a teenager killed by a Greyhound bus

\$7.8 Million for a woman who suffered a severe stroke after a delayed diagnosis of meningitis

\$7.65 Million for a man seriously injured when construction equipment malfunctioned

\$6.95 Million JURY VERDICT for a man whose leg was amputated at a City of Chicago construction site that was improperly barricaded

\$6.8 Million for a woman brain damaged after a tracheotomy was negligently managed

\$6.7 Million for the family of a 24 year old man who was killed on an Illinois expressway after collisions with a car and commercial motor vehicle.

\$6 Million RECORD HIGH JURY VERDICT for a teenager injured when a truck crashed into her motorcycle

\$5.8 Million when a wheel assembly dislodged from a semi-trailer truck and killed a teenager

\$5.5 Million when a baby suffered permanent brain damage as a result of a wrongly administered drug

\$5.5 Million JURY VERDICT for a woman killed when her vehicle crashed into an improperly maintained construction area

\$5.3 Million JURY VERDICT when a 12 year old died when doctors and nurses negligently managed her airway

\$5 Million for a man who suffered severe back injuries while undergoing physical therapy to repair a herniated disc

\$5 Million RECORD HIGH SETTLEMENT when a worker was severely injured in a farming incident

\$5 Million when a newborn was left brain damaged when the hospital failed to diagnose fetal distress

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An invitation . . . be a leader in ISBA

by Paula H. Holderman

ISBA President

Here is a simple fact. The leaders of the ISBA are elected in an open election by ISBA members. Another fact is that it is easy to become a candidate for ISBA office.

In fact, ISBA members in early 2014 will elect 22 new members of the 203-member Assembly from Cook County, 5 new members of the 27-member Board of Governors, and a new Third Vice-President, who will become President three years later. Members who seek office will be required to file nominating petitions with the requisite number



of signatures of eligible voters no later than 4:30 p.m. on Friday, January 31, 2014. More details are below, and full details are available on the ISBA website at www.isba.org/elections.

The Assembly is the policy making body of the Association. It meets twice a year, and members serve three-year terms. The Board of Governors functions as the administrative and managing body and typically meets five times a year. Board members also serve three-year terms.

Your Association depends on the active involvement of members representing the full spectrum of the profession. The opportunity is here, and the door is open.

Consider becoming a candidate! ♦

NOTICE OF ISBA ELECTION

Office of Third Vice-President

5 – Seats on the Board of Governors

22 – Seats on the Assembly (Cook County)

There follows a listing of the offices in the Illinois State Bar Association to be filled by the 2014 annual election. Those elected to the Board of Governors and Assembly take office at the opening of the Annual Meeting on June 19, 2014, and the third vice-president takes office at the close of the Annual Meeting on June 21, 2014.

Office and Term	No. to be elected	Incumbent(s)
Third Vice-President	1	no incumbent ¹
Board of Governors, 3 year term		
Cook	3	Christopher T. Hurley – Chicago Stephen M. Komie – Chicago John L. Nisivaco – Chicago ²
Under Age 37 – Downstate	1	Jennifer W. Hammer – Springfield
Under Age 37 – Cook	1	Frank A. Sommario – Chicago ³
Assembly, 3 year Term		
Cook County	22	Deidre Baumann – Chicago Deane B. Brown – Chicago Timothy J. Chorvat – Chicago Kelyn D. Coakley – Chicago Peter D. Corti – Chicago ³ Sandra Crawford – Chicago ³ Richard S. Gutof – Skokie Matthew R. Huff – Chicago Michael T. Huguet – Orland Park Annemarie E. Kill – Chicago ³ Timothy E. Moran – Chicago ³ Brian Murphy – Chicago ³ Robert T. Oleszkiewicz – Chicago Angela E. Peters – Arlington Heights ³ Arlette G. Porter – Chicago ³ John W. Powers – Chicago ³ Steven J. Rizzi – Chicago ³ Roxanne L. Rochester – Chicago Curtis B. Ross – Chicago Naomi H. Schuster – Chicago Gregory P. Vazquez – Maywood John C. Wroblewski – Chicago

Nomination

Members who wish to be candidates for office must reside in the proper geographic jurisdiction, must meet other requirements for particular office, and must be in good standing with the ISBA at the close of the nominating period.

Voting Address: Bylaws Sec. 1.11 reads: For purposes of voting and candidacy for ISBA elected office, a member's voting address shall be his or her primary legal office as designated by the member. If a member's primary legal office is not within the state of Illinois, such member may designate their Illinois residence as their voting address; if no voting address is designated, the member shall be considered a non-resident.

Nominating petitions must be in writing and in the substantial form set forth in Para. 3.2. (See Election Policy Para. 3.2.) Printed copies of the nominating petitions are available upon request at the Office of the Executive Director, Illinois State Bar Association, 424 South 2nd Street, Springfield, IL 62701. (Telephone toll free 800/252-8908, fax 217/525-0712 or visit the ISBA website, either under "About>Leadership" or directly at www.isba.org/leadership.)

Nominating petitions may be filed no earlier than Thursday, January 2, 2014 and must be filed by 4:30 p.m. on Friday, January 31, 2014 at either the Illinois Bar Center, 424 South 2nd Street, in Springfield or the ISBA Chicago Office at 20 S. Clark Street, 9th Floor, Chicago. Petitions must be physically submitted with original signatures. Petitions submitted via email or fax will not be accepted. (See Election Policy Para. 3.4.)

The ISBA Bylaws and Policy and Procedures on Association Elections, additional pertinent information and petition forms for each category of candidacy may be found on the ISBA website, either under "About>Leadership" or directly at www.isba.org/leadership.

Voting

All members of the Association in good standing (except nonlawyer members) are eligible to vote for the office of third vice-president.

Eligible members residing in the areas in which there are contested elections may vote in the appropriate Board of Governors and Assembly race.

The 2014 Elections will be conducted by electronic voting. Paper ballots will be utilized in some instances. Full details on the voting process will be provided to the full active membership well in advance of the formal election.

By policy, a member's dues must be paid by March 3, 2014 for the period ending June 30, 2014, in order to be eligible to vote in ISBA Elections.

September, 2013

Robert E. Craghead, Executive Director

¹ Under the bylaws the third vice-president automatically succeeds to the office of second vice-president; therefore, there is no incumbent for this office.

² Eligible to run for a two-year term.

³ Ineligible to succeed due to term limitations.

30 Female Blackstones honored

ISBA President Paula H. Holderman and 7th Circuit Bar Association President Julie A. Bauer hosted an event honoring the 30 Female Blackstones on Aug. 22 at Winston & Strawn LLP's headquarters in Chicago. The 30 Female Blackstones were a group of women lawyers who met at the 1893 World's Fair in Chicago to fight for women's suffrage and advancement in previously male professions. ♦

Speakers and organizers of the event included (from left): Deane B. Brown, Justice Anne M. Burke, Judge Virginia Kendall, Justice Rita Garman, 7th Circuit Bar Association President Julie A. Bauer, ISBA President Paula H. Holderman, Justice Ann Claire Williams, Dean Nina Appel, Patricia Brown Holmes, Judge Diane Wood and Stephanie Scharf



ISBA President Paula H. Holderman and 7th Circuit Bar Association President Julie A. Bauer organized the event at Winston & Strawn's headquarters in Chicago.



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Illinois Bar Foundation statewide access to justice grants top \$100,000

By David M. Anderson

Executive Director, Illinois Bar Foundation

The Illinois Bar Foundation (IBF) is the only voluntarily funded statewide grant-making organization supporting access to justice in Illinois. The IBF supports many worthy organizations dedicated to providing civil access to justice despite a client's ability to pay. Grants from the IBF fall into three main categories: enhance the availability of legal aid to those of limited means; encourage pro-bono legal work and; educate Illinois residents regarding their rights and responsibilities. The IBF makes grants to organizations which serve their local population and to organizations which serve the entire state of Illinois.

In FY 2013 the Illinois Bar Foundation made \$101,500 grants to 14 charitable organizations for programs that serve the entire state of Illinois. This represents 30 percent of our grant making for this year. (See box at right)

One of the organizations receiving IBF support is the Public Interest Law Initiative (PILI). We sat down with PILI's Executive Director, Michael Bergmann, to discuss what PILI is doing with IBF support.

Q: What can you tell us about PILI's origins and purpose?

A: PILI's mission is to cultivate a lifelong commitment to public interest law and pro bono service within the Illinois legal community to expand the availability of legal services for people, families and communities in need. Founded in 1977, in the first year of its Law Student Internship Program, 12 students received \$1,000 each to be summer interns at four public interest agencies. The goal was to get students interested in public interest law in the earliest part of their legal career.

Q: How has PILI Grown?

A: Over the years, PILI came to recognize that attorneys at every stage in the life cycle of a legal career needed opportunities to engage in public interest law. So programs to serve law students were expanded but new programs were developed to provide opportunities for new participants. For instance, the Graduate Fellowship Program places incoming associates at public interest organizations during the summer or fall prior to joining their firm to help them gain valuable experience and provide much needed legal services. PILI then added a school-year internship program to increase year-round services. The Pro Bono Initiative was added to help law firms and corporate legal departments develop and grow their own pro bono programs. PILI also develops statewide and local projects to promote pro bono, like their Judicial Circuit Pro Bono Committees.

Q: What support has the Illinois Bar Foundation provided to PILI?

A: The IBF was an early supporter of PILI's Judicial Circuit Pro Bono Committees. This program was developed by PILI, Prairie State Legal Services and Land of Lincoln Legal Assistance Foundation to promote and encourage pro bono efforts to the private bar outside of Cook County.

Q: What are the judicial circuit pro bono committees and what do they do?

A: They are voluntary committees of committed members of the local bench, bar, law schools and public interest sector which meet to: raise awareness of the need for pro bono services; identify and reduce barriers to doing pro bono; promote pro bono legal services and; recognize and celebrate the pro bono contributions of attorneys.

State-Wide Grants for 2013

Access Living of Metropolitan Chicago	\$10,000
Center for Economic Progress	\$5,000
Chicago Legal Advocacy for Incarcerated Mothers	\$10,000
Chicago Lighthouse for People Who are Blind or Visually Impaired	\$8,000
DePaul University Immigration Clinic	\$7,500
Equality Illinois Education Project	\$5,000
Heartland Alliance's National Immigrant Justice Center	\$5,000
Illinois Equal Justice Foundation	\$5,000
Illinois Legal Aid Online	\$15,000
John Marshall Law School Restorative Justice Project	\$5,000
Loyola University Chicago After Innocence Project	\$3,000
Midwest Center on Law and the Deaf	\$3,000
Public Interest Law Initiative	\$15,000
The Family Defense Center	\$5,000
Total State-Wide Grants	\$101,500

Q: How many committees are there?

A: There are 23 judicial circuits in Illinois. PILI currently has established five committees with one more planned to launch in the very near future. The established committees are in the following circuits: 3rd, 5th, 6th, 11th and 14th. PILI is close to launching a committee in the 10th Judicial Circuit next month.

Q: What is PILI's role with these committees?

A: Each Judicial Circuit Pro Bono Committee operates independently to best identify and address the needs of its own community. PILI helps the committees get off the ground by recruiting members and coordinating meetings, and then provides on-going guidance and back-end support to each committee. PILI also facilitates the sharing of best practices, both between the individual committees and from outside sources.

Q: Are there plans to expand?

A: PILI would love to expand to the remaining judicial circuits but adding more than just one or two more will require a dedicated PILI staff member and that means PILI also needs additional funding.

Q: What has been the most surprising thing you've learned as you've established these committees?

A: Each committee is different not only in their makeup, but in the problems and solutions they identify. The differences can't be broken down into urban vs. rural or emerging pro bono efforts vs. established. It's much more nuanced than that. Each committee does something a little differently. It's exciting to see such customized approaches but it makes it impossible to apply a uniform method to creating committees in new circuits.

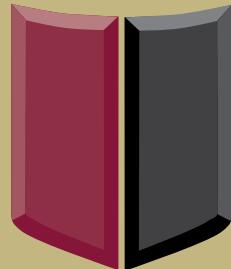
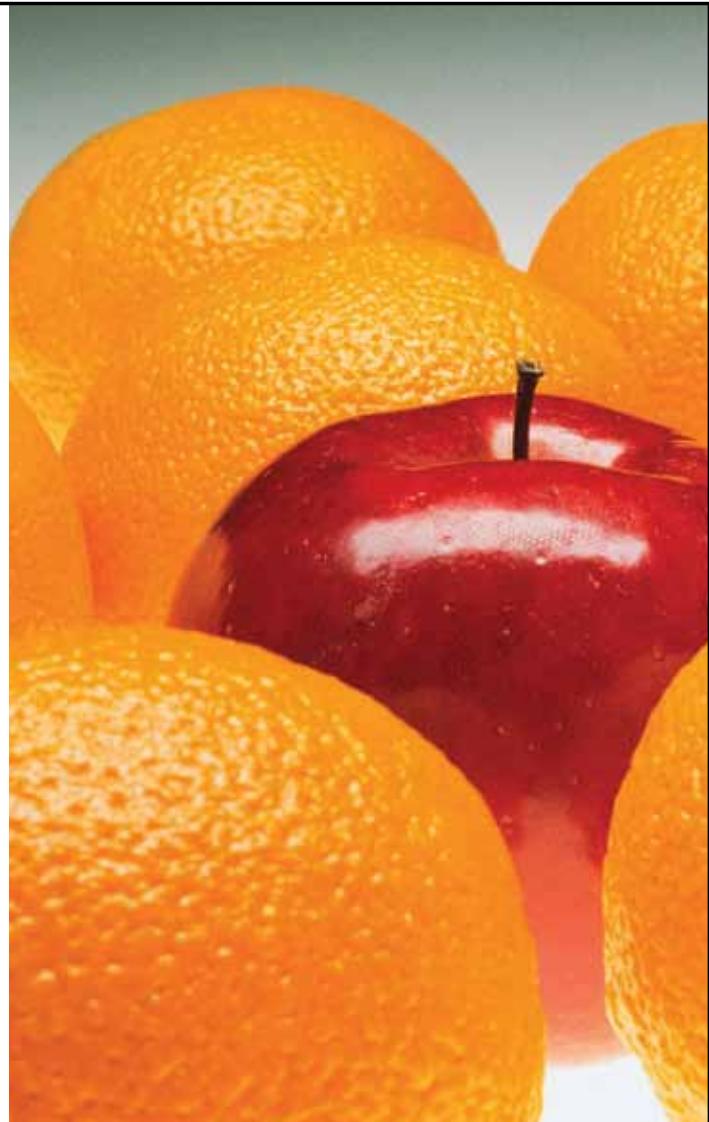
For more information on PILI's Judicial Circuit Pro Bono Committees you can contact: **Michael Bergmann at 312-832-5129 or mbergmann@pili-law.org**

The Illinois Bar Foundation is supported by voluntary contributions from attorneys, law firms and judges. For additional information or to support the IBF, you can call at 312-726-6072 or visit our website: www.illinoisbarfoundation.org. ♦

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This year's conference offers a wealth of cutting-edge programs including our plenary/featured sessions, 4 program tracks, and introductory or advanced training on Fastcase, ISBA's free online legal research tool.

Beyond those programs, one of the best reasons to attend is the opportunity to network and socialize with other solo and small firm lawyers from across the state. Hear from other like-minded colleagues about the tools, techniques and strategies they are using to build a better, more profitable practice.

We hope to see you there!

CONFERENCE HIGHLIGHTS

PROGRAM: iPad for Lawyers*

Learn to use your iPad as a real productivity tool in your everyday practice. The iPad can be used to revise/draft documents, conduct legal research, manage email, calendaring, and even use it in the courtroom for presentations. The iPad's design, versatility and power make it an amazing paperless tool for any attorney. Our speaker will demonstrate how to review and revise Word and PDF documents; manage documents in a folder structure; manage and annotate depositions; show PowerPoint presentations; present evidence at hearings and in trial; dictate letters, memos and notes; and use as a portable scanner.

Paul J. Unger, Affinity Consulting LLC, Columbus, OH

* Also open to non conference registrants for \$99. www.isba.org/cle/upcoming.

**PLENARY: 5 Proven Ways to Renew, Restore, and Revive
Your Practice... Starting Monday**

If you're tired of wasting your time and money on marketing efforts that produce lack-luster results then you can't afford to miss this session! Join us as Stephen Fairley, a nationally recognized law firm marketing expert, discusses practical tips and tactics he has discovered from working with over 9,000 attorneys across the nation. He will help cut through the myths and misconceptions about business development and you will walk out with several specific strategies you can immediately put to work on Monday.

Stephen Fairley, CEO, The Rainmaker Institute, Gilbert, AZ

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REGISTRATION AND LODGING INFORMATION

REGISTRATION IS ONLINE ONLY. No registration accepted without payment. Visa, MasterCard, American Express and Discover accepted. Fee includes attendance at sessions of choice, admission to all meal and social functions, a flashdrive of course materials and access to materials and more via the conference App for mobile devices! Registrants will also be able to download materials online at no charge. Printed course materials are available for an additional \$99; pre-orders must be received by September 23. Full refunds available through September 27 (4:00 PM Central), less a \$50 administrative fee. *See website for more information.*

The 2013 Conference will be hosted at the **Westin Northwest Chicago**, located at 400 Park Boulevard in the northwest suburb of Itasca (3 miles from Woodfield Mall and 12 miles from O'Hare Airport.) For room availability call the hotel at (630)773-4000. The Westin will provide shuttle service from the Metra Train Station or the Woodfield Mall if you call them directly to schedule a pick-up. To reserve your room, go online (www.isba.org/soloconference/hotel) or call (630) 773-4000.

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Guest Fee**

\$175

*New Attorneys who are in their first 3 years of bar admittance only.

**Guest fees include Thursday reception, Reel MCLE Program & hospitality suites, continental breakfasts, and Friday evening reception.

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New attorneys who are in their first 3 years of bar admittance and current law students can attend the conference at a reduced price of \$200.

★ ISBA Mutual Insurance Company Policy Holders

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There's an APP for that!

Attendees will be able to use the ISBA's 2013 Solo & Small Firm Conference app, brought to you by Thomson Reuters, to instantly access conference information - like the conference schedule with meeting room locations, course materials (attendees only), speaker pictures/bios, event reminders and exhibitor information – before and during the conference. Use the custom app to network with other attendees and for a chance to win a prize through the mobile app scavenger hunt. You can also create your own customized schedule of programs you want to attend. *App will be available for free download in September.*



ATTEND THIS CONFERENCE & GO BACK Monday PREPARED TO:

- Conduct e-discovery efficiently and effectively.
- Go paperless in your practice.
- Deal with those difficult clients.
- Implement features of the new Microsoft Office 365 hosted service to improve your practice.
- Incorporate storyboarding into your evidentiary presentations at trial.
- Use social media to successfully connect with clients, prospects and referral sources.
- Comply with new health insurance and HIPAA requirements for you, your employees, your clients and your firm.
- Apply the latest legal updates to a number of your substantive law practices areas.
- Use ISBA members' free legal research tool – Fastcase – to save time and money
- (New to Solo Practice?) Know what to do (and not do) when just opening your law practice.



Survival strategies and best practices for a personal injury firm

by John W. Olmstead, MBA, Ph.D, CMC

jolmstead@olmsteadassoc.com

Many personal injury plaintiff firms are facing challenging times. In the last few years many firms have had to deal with the impact of tort reform, increased competition from firms doing extensive advertising, and weathering the last recession. From a profitability standpoint some are holding their own while others are struggling.

General Survival Strategies

The majority of our PI law firm clients are advising they are working much harder at getting clients and are investing more in marketing – both time and money. PI firms were feeling most of these challenges before the recession. However, the recession accelerated the pace with which many PI firms re-evaluated existing processes and many are implementing new business models. PI firms should begin by:

1. Developing a firm strategic plan and individual attorney marketing plans which include aggressive network/contact plans for past clients, attorney referral sources (non PI attorneys), attorney referral sources (other PI attorneys), and other referral sources.
2. Evaluating the feasibility of adding an additional practice segment to reduce the level of risk in the case portfolio and reduce cash flow variability.
3. Reducing case portfolio risk and improving case profitability by implementing a case intake system whereby all new cases over a specified level of projected case value are reviewed and approved by the partnership (or a client intake committee) in order for the case to be accepted by the firm. In other words, don't let one attorney expose the entire firm to either excessive levels of case risk or case investment (time and client cost advances) without other partners having a say on the matter.
4. Analyzing the profitability and return on each case and ascertain what can be done differently on future cases. Metrics might include effective rate, return on LOADSTAR, and dollar case profit after allocation of all appropriate firm overhead, etc.
5. Reviewing and measuring present marketing investments (time and money) and determining what is working and what is not. Reallocate resources if appropriate.
6. Insuring that they are using an appropriate mix of marketing tools in their programs.
7. Considering an increase in marketing investments (time and money). Suggest a marketing budget be developed in the range of 3-4 percent of fee revenue (8-12 percent for high volume practices). Also suggest that non-case production (non-billable) time be budgeted for business development and marketing activities as well.

Contingency Fee Profitability

The CEO of a large law firm – when interviewed about the law firm's recent dissolution – advised that deferred profits from contingency fee work led to the firm's demise. The recent demise of several large law firms show what can

happen when the risks of contingency fee work are not considered or managed. Contingency-fee work can pose major risks for law firms, as they earn no fees if they lose those cases and sometimes have profits deferred in protracted litigation. In addition, cases can be lost with no fee whatsoever received. Whether your firm is considering "big deal" litigation or bread and butter run of the mill personal injury litigation you may want to consider the following:

1. Don't dabble in contingency-fee work. Take it seriously and insure that your case portfolio is adequately diversified.
2. Reduce case portfolio risk and improve case profitability by implementing a sound case intake system to insure that you are selecting quality cases.
3. Realize you have to spend money to make money and you simply may not have the financial resources to take on certain cases. Learn how to say no and when to refer these cases out to others.
4. Insure you have an adequate portfolio of cases (number of cases, size and type) to insure diversification and manage risk.
5. Analyze the profitability and return on each case and ascertain what can be done differently on future cases. Typical metrics include effective rate and/or LOADSTAR.

In essence the fundamentals of risk and return are at work and should be considered when accepting contingency-fee work. You are betting you can beat the hourly rate you would receive if you were doing hourly work. Contingency-fee work often involves the risk of no fee at all, financing the case, long time periods before the case is concluded and fees are received, client advance investments, etc. For these risks the firm should be able to expect a premium. In other words – the effective rate on contingency-fee cases should (on average) be greater than for hourly work.

Many law firms are not receiving a "risk premium" at all and are often, on average, obtaining an effective rate close to their bill rate. So, do consider the risk involved and evaluate methods of mitigating the risk as much as possible. In general – don't dabble – but work to a portfolio of cases large enough to diversify your risks.

Herbert Kritzer has done extensive academic research over the years on contingency fees which can be found in his book – *Risks, Reputations, and Rewards: Contingency Fee Legal Practice in the United States*. The book can be ordered from Amazon.com.

While I have outlined a cautious approach here, I want to also clarify that I have many clients that are doing very well and making a lot of money doing contingency-fee work. It is the firms that did not grow up doing contingency fee work where I see the problems.

So proceed with caution – but go for it if it makes strategic sense for your firm. ♦

*John W. Olmstead, MBA, Ph.D, CMC, (www.olmsteadassoc.com) is a past chair and member of the ISBA Standing Committee on Law Office Management and Economics. For more information on law office management please direct questions to the ISBA listserver, which John and other committee members review, or view archived copies of **The Bottom Line** Newsletters.*

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Young Lawyers schedule full of fun, service to others

by Jean A. Kenol

2013-14 Chair of the Young Lawyers Division

The 2013-14 YLD year has gotten off to an amazing start! I am thrilled to serve as this year's chair and I am especially enthused after our annual meeting in Lake Geneva and by our upcoming events. I am confident this will prove to be a fun and productive year.

On Sept. 7, the YLD hosted its annual Day at the Races at Arlington Park Racecourse. This has consistently been a fun, low-key event that provides attendees and their families an opportunity to network and socialize. This year we invited our contemporaries from the Young Lawyer Section of the Chicago Bar Association to attend as a way to expand our network and the event quickly sold out.

On Sept. 30, we will host our first of three professional development luncheons. The theme of this particular seminar is financial planning for young attorneys. We have a financial planner and a wealth management professional serving on our panel to discuss financial planning and managing student loan debt.

We will also be continuing our long tradition of service by volunteering at the Chicago Food Depository on Oct.



The ISBA Young Lawyers Division hosted its annual Day at the Races on Sept. 7 at Arlington Park Racecourse. On hand for the event were (from left) YLD Vice-Chair Christopher Niro, YLD Chair Jean Kenol and YLD Past Chair Meghan O'Brien.

12. Volunteers from our board will assist in the preparation of food packages for underprivileged families.

Every year the YLD sets out to serve the needs of new lawyers and law students as they enter into and navigate through their legal careers. Through the newsletters, CLE's and our professional development lun-

cheons, the YLD provides its members with opportunities to gain practical insight on some of the challenges we face as new attorneys.

YLD also seeks to give back to the community through our Children's Assistance Fund. The Children's Assistance Fund works in concert with the Illinois Bar Foundation and seeks to provide grants to organizations related to children and law across the state. The funding for these grants comes from the various social events the YLD plans and organizes. Our annual Bean Bag Tournament, Semi-formal Soirée and Holiday Party are all extremely fun events that have raised thousands for very worthy causes.

Finally, the YLD provides an opportunity to network with bright and enthusiastic lawyers from across the state. The YLD can provide valuable contacts as well as lifelong friendships. The YLD has been tremendous to me over the years both professionally and personally. I hope to help provide a similar experience to other young attorneys with the leadership of Chris Niro, our new vice chair, Jerry Napleton, our new secretary and all our subcommittee chairs. I am confident that we can! ♦



Save the Date for YLD Holiday Party!

Tickets will go on sale soon for this annual event.

- Friday, Dec. 6, 2013, 6 p.m. - 10 p.m.
- Cubby Bear Wrigleyville, 1059 W. Addison
- Proceeds benefit the Illinois Bar Foundation/YLD Children's Assistance Fund

More information and registration will be available soon at www.isba.org/sections/yld/holidayparty

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Check it out at www.isba.org/classifieds, or contact Nancy Vonnahmen at nvonnahmen@isba.org for more info.

48 ISBA members sworn-in by U.S. Supreme Court

The Illinois State Bar Association hosts a trip to the U.S. Supreme Court every two years. On June 3, 48 ISBA members were sworn-in by Chief Justice John Roberts.

Attendees and their families were present to hear the court render its 5-4 decision in the DNA collection case *Maryland v. King*. Justice Anthony M. Kennedy wrote for the majority and Justice Antonin Scalia delivered the dissent. The ISBA group heard about the history of the court and building after the justices adjourned.

A reception for admittees and their families was held on June 2 at the Willard Hotel. The next ISBA trip to the U.S. Supreme Court will be on June 8, 2015. To qualify for admission, prospective admittees are required to have been admitted to the bar of Illinois for 3 years and obtain the signatures of two sponsors already admitted to the U.S. Supreme Court. Look for full registration information beginning in late Fall 2014. ♦



Plan Now to Attend the ISBA Midyear Meeting!

Joint Meeting of the Illinois State Bar Association and the Illinois Judges Association



December 12 - 14, 2013
Sheraton Chicago Hotel & Towers



Meeting Overview

Thursday, December 12

- Opening Reception
- "Pathways to the Academy: Becoming a Law Professor or Administrator" Sponsored by SIU School of Law

Friday, December 13

- CLE Master Series Programs
- Exhibits - Services for Members
- Joint IJA/ISBA Programs
- IJA Annual Luncheon

- Law School Alumni Receptions
- Reception and Dinner Honoring Supreme Court of Illinois

Saturday, December 14

- ISBA Assembly Meeting

Meeting Registration

Onsite registration for the ISBA Midyear Meeting opens Thursday, December 12 at 7:30 a.m.

Hotel Reservations

Sheraton Chicago Hotel & Towers
301 East North Water Street • Chicago, IL 60611

Call 800.325.3535 and advise that you are attending the ISBA/IJA Meeting when making your reservation or make your reservation online at <http://www.starwoodmeeting.com/Book/isba1213>. Room rate is \$145 single or double (plus tax). Deadline for reservations is November 8, 2013.

ISBA to recognize 1963 Class of Distinguished Counsellors

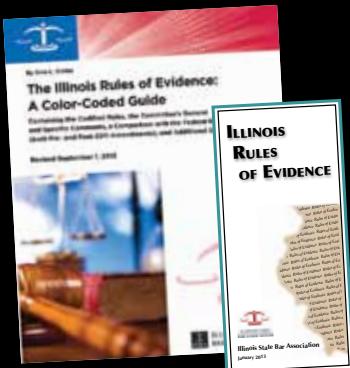
The Illinois State Bar Association will recognize the 1963 Class of Distinguished Counsellors on Thursday, Nov. 14 at the Union League Club of Chicago, 65 W. Jackson. The event will begin with a reception at 11:15 a.m. and lunch will follow at noon.

CONGRATULATIONS TO THE 1963 CLASS OF DISTINGUISHED COUNSELLORS

Richard Abeles, Santa Fe, NM
 Alan Abrams, Whitehall, MI
 Richard Adamy, Williamsville, NY
 David Alspaugh, Three Lakes, WI
 Joseph Ament, Chicago
 Jean Appleman, Eugene, OR
 Barry Barash, Galesburg
 Robert Berghoff, Chicago
 Judith Biggert, Hinsdale
 Rody Biggert, Hinsdale
 Ronald Bishop, Sebastian, FL
 John Bolger, Woodstock
 Malcolm Burnett, Wheeling
 Woodruff Burt, Freeport
 Michael Caldwell, Woodstock
 Marlene Callis, Washington, D.C.
 John Cashion, Northfield
 Harry Chaveriat, Lake Forest
 Wendell Clancy, Saint Charles
 Roger Clifford, Libertyville
 Raymond Concannon, University Park, FL
 Paul Croegaert, Victoria, BC
 Homer Dahman, Jacksonville
 William Dailey, Raton, NM
 James Day, Carrollton
 Thomas Decker, Chicago

Stewart Diamond, Chicago	John Juergensmeyer, Elgin	Paul Perona, Peru
Gino DiVito, Chicago	Ronald Kamp, Glenview	George Picha, Rockford
Henry Dixon, Dixon	Jared Kaplan, Chicago	James Pinkerton, Winnetka
Thomas Dowd, Chicago	Paul Kaup, Long Beach, CA	Richard Posner, Chicago
Charles Eastman, Alton	John Kincaid, Wheaton	Richard Rasmussen, La Harpe
Gary Ecklund, Rockford	Thomas King, Chicago	Bernard Reinert, Saint Louis, MO
Richard Elledge, Chicago	Ronald Klein, Sycamore	Thomas Riley, Chicago
Joseph Fackel, Moline	Constantine Konstans, St Charles	J. Ritchie, Chicago
Allan Feingold, Schaumburg	David Kreisman, Bannockburn	Anthony Rocco, River Forest
James Ferrini, Park Ridge	George Krippner, Geneva	Philip Rosi, Traverse City, MI
Lawrence Fichter, McHenry	J. Richard Kulerski, Oak Brook	Richard Rothman, Chicago
Thomas Flanagan, Chicago	E. Lanphier, Elmhurst	James Rumbaugh, Deerfield
Joel Flaum, Chicago	Harvey Lapin, Northbrook	Sidney Saltz, Chicago
Kevin Forde, Chicago	Robert Lenz, Bloomington	William Schirger, Pecatonica
Charles Freeman, Libertyville	Michael Lissner, Wilmette	Gerald Schur, Chicago
Arthur Friedman, Palos Verdes, CA	Chester Lizak, Park Ridge	Arnold Schwartz, Chicago
Donald Funk, Springfield	Joseph Long, Urbana	Donald Segal, Chicago
Paul Galanti, Indianapolis, IN	Don Lucas, West Frankfort	Edwin Shapiro, Schaumburg
Edward Gerch, Chicago	Marvin Luckman, Chicago	Burton Sherman, Deerfield
Colman Ginsparg, Chicago	Frank Maggio, Rockford	William Shlensky, Nacogdoches, TX
Marvin Gittler, Chicago	Edward Malecki, Saint Paul, MN	Robert Silberstein, Peoria
Arnold Goldstein, Highland Park	Howard Mardell, Chicago	Irvin Slate, Granite City
William Graham, Libertyville	Stephen Margolin, Chicago	Donald Spero, Palm Beach
Barry Greenburg, Chicago	James Marovitz, Deerfield	Gardens, FL
Joel Greenburg, Chicago	Charles Marshall, Gary, SD	Paul Storment, Belleville
Herbert Greene, Rockford	Michael McDermott, Chicago	Roy Strawn, O'Fallon, MO
Philip Grib, Chicago	David McDonald, Galesburg	Edward Sutkowski, Peoria
Norman Hafron, Chicago	Robert Melroy, Arlington Heights	Tim Swain, Peoria
Thomas Haney, Chicago	Roger Metz, Chicago	Jeffrey Taylor, Barrington
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Date of Death: 5/11/13

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Admitted 1970
Date of Death: 9/2/13

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Date of Death: 7/11/13

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Date of Death: 2/11/13

**Elroy "Sandy" C. Sandquist, III,
Palatine**

Admitted 1983
Date of Death: 7/6/13

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Date of Death: 8/4/13

Clyde D. Stoltzenberg, Wichita, KS

Admitted 1972
Date of Death: 7/24/13

James M. Voelker, Peoria

Admitted 1986
Date of Death: 6/4/13

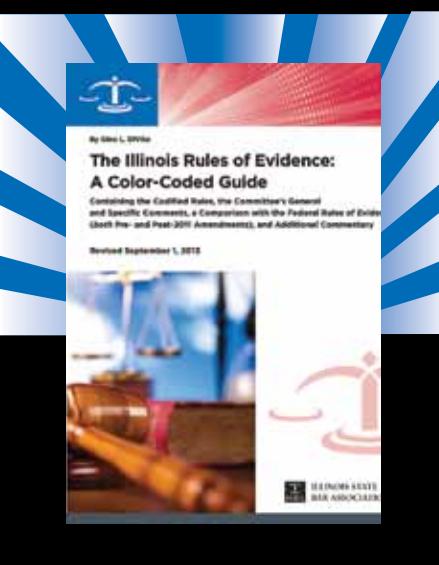
James M. Winning, Springfield

Admitted 1949
Date of Death: 5/1/13

Leon A. Ziolkowski, Homewood

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Date of Death: 5/3/13

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CLE calendar

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(During the ISBA/IJA Joint Meeting)

Sheraton Chicago Hotel & Towers
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8:30 – 11:45 a.m.

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Legal Writing in the Smartphone Age

1:00 – 4:15 p.m.

Refine your writing skills with this informative session that teaches you how to draft concise language, avoid ambiguous wording, and identify which information is essential for inclusion in your writing.

About the Speaker:

Steve Stark is the author of four books and one e-book. Steve has a vast background in the fields of legal writing, communication, and inter-cultural studies. He has taught writing and speaking to thousands of lawyers, judges, business people, and government officials all over the world. Steve is a graduate of Harvard College and Yale Law School.

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FALL 2013

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23 - Webinar

Introduction to Boolean (Keyword) Search

Presented by the Illinois State Bar Association
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0.75 MCLE credit hour, including 0.75*
PMCLE credit hour

OCTOBER 2013



3-5 - Itasca

9th Annual Solo and Small Firm Conference

Presented by the Illinois State Bar Association



3 - Itasca

iPad for Lawyers

Master Series

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8 - Webinar

Introduction to Legal Research on Fastcase

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10 - Chicago and Live Webcast

Estate Planning: Hot Topics

Presented by the ISBA Trust and Estates Section

6.0 MCLE credit hours



10 - Webinar

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10-11 - Galena

A Child Custody Trial

Presented by the ISBA Family Law Section

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PMCLE credit hours

11 - Chicago

Insurance and Surety Bond Issues for Construction Projects

Presented by the ISBA Commercial Banking, Collections and Bankruptcy Section, ISBA Construction Law Section and the ISBA Insurance Law Section

6.5 MCLE credit hours, including 1.0*
PMCLE credit hour

14 - Chicago and Fairview Heights

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Presented by the ISBA Workers' Compensation Section

5.5 MCLE credit hours, including 1.0*
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15 - Teleseminar

Planning with Family Limited Partnerships/Family LLCs, Part 1

Presented by the Illinois State Bar Association

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16 - Teleseminar

Planning with Family Limited Partnerships/Family LLCs, Part 2

Presented by the Illinois State Bar Association

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17 - Bloomington-Normal

Real Estate Law Update-2013

Presented by the ISBA Real Estate Law Section

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23 - Bloomington

Estate Administration Boot Camp

Presented by the ISBA Trusts and Estates Section

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PMCLE credit hour

25 - Rockford

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25 - Chicago

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Presented by the ISBA Trusts and Estates Section

6.0 MCLE credit hours, including .75*
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29 - Teleseminar

Planning to Avoid Probate

Presented by the Illinois State Bar Association

1.0 MCLE credit hour

31 - Lombard

Real Estate Law Update- 2013

Presented by the ISBA Real Estate Law Section

6.0 MCLE credit hours, including 1.0*
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* PMCLE denotes Professional Responsibility MCLE credit is subject to approval.

31 - Teleseminar

Attorney Ethics and ADR

Presented by the Illinois State Bar Association

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■ NOVEMBER 2013

5 - Live Webcast

Children and Trauma: A Guide for Attorneys

Presented by the ISBA Child Law Section

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5 - Webinar

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7 - Webinar

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8 - Chicago

Successfully Navigating Civil Litigation Evidence and Theory Involving Topics of Expert Testimony

Presented by the ISBA Civil Practice & Procedure Section

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14 - Chicago

SETTLE IT!- Resolving Financial Family Law Conundrums

Presented by the ISBA Family Law Section and the ISBA Alternative Dispute Resolution Committee

7.0 MCLE credit hours

14 - Springfield

Drug Case Issues and Specialty Courts

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MCLE credit TBD

15 - Chicago

Collection Issues You Don't Know About...But Should

Presented by the ISBA Commercial Banking, Collections and Bankruptcy Section

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MCLE credit TBD

■ DECEMBER 2013

5 - Chicago

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12 - Chicago

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Master Series

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■ FEBRUARY 2014

27 - East Peoria

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■ MARCH 2014

25 - Chicago

The Cybersleuth's Guide to the Internet: Super Search Engine Strategies and Investigative Research

Master Series

Presented by the Illinois State Bar Association

MCLE credit TBD

28 - Chicago

The Uniform Commercial Code Made Easy: A Groundbreaking Approach to Incorporating the UCC into Your Practice

Master Series

Presented by the Illinois State Bar Association

6.5 MCLE credit hours

The Uniform Commercial Code MADE EASY: A Ground-breaking Approach to Incorporating the UCC into Your Practice

Master Series Presented by the Illinois State Bar Association

**Friday, March 28, 2013
9:00 a.m. – 5:10 p.m.**

ISBA Regional Office
20 S. Clark Street, Suite 900
Chicago, Illinois

6.5 hours MCLE credit

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This fast-paced educational experience will empower attendees to reach a new level of knowledge of the Uniform Commercial Code - the uniform act that governs billions of commercial transactions throughout the U.S. Our master series presenter, **Robert M. LeVine**, uses a creative approach to explain the substantive meaning of the Code's text, as well as how to line up statutory provisions through fundamental UCC policies. Learn how to approach UCC problems, create effective strategies for drafting and litigating, utilize provisions to maximize your clients' interests, identify the benchmarks for notice and compliance, and expand your knowledge to help strengthen vulnerable clients.

Seminar materials include a copy of Robert LeVine's book, *The Uniform Commercial Code Made Easy* – a \$60 value.

The program is taught by **Robert M. LeVine**, a nationally recognized speaker and the author of *The Uniform Commercial Code Made Easy*. Upon graduating from the University of Chicago School of Law, Mr. LeVine began his legal career with Shutts & Bowen in Miami, Florida, where he was responsible for all Uniform Commercial Code related matters. Mr. LeVine eventually became a professor of law at the University of Miami School of Law where he taught courses on the Uniform Commercial Code and the Federal Regulation of Banking. Today he is an adjunct professor at Stetson University College of Law teaching classes on the UCC - a role he has served since 2002. Mr. LeVine frequently delivers CLE seminars to bar associations around the country.

**For more information and to register, please visit:
www.isba.org/cle/upcoming**

Looking back on a summer of fun

June 26: The Carbondale portion of the ISBA/JTBF Law and Leadership Institute visited the St. Louis law firms Sandberg Phoenix and Husch Blackwell.



June 30: The ISBA had its mobile billboard in the lineup of Chicago's Gay Pride Parade – one of more than 200 entries.



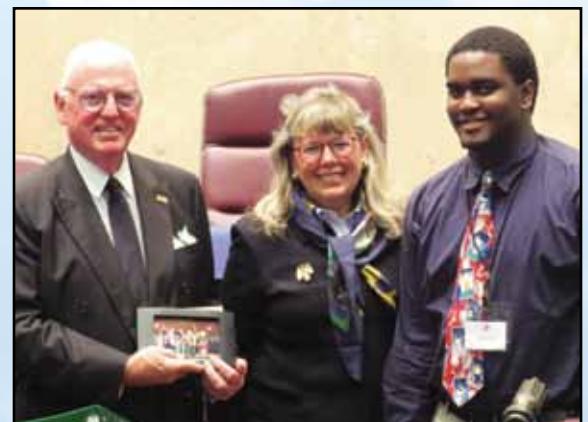
July 18: The Illinois Bar Foundation hosted a reception honoring outgoing ISBA President John E. Thies at the Union League Club in Chicago.



July 19: The Board of Governors elected James F. McCluskey as secretary and the Hon. Celia G. Gamrath as treasurer at its meeting in Chicago.



August 8: The ISBA/JTBF Law and Leadership Institute visited Chicago's City Hall.



August 22: ISBA President Paula H. Holderman and 7th Circuit Bar Association President Julie Bauer hosted an event honoring the 30 Female Blackstones at Winston & Strawn LLP's headquarters in Chicago.



September 7: The ISBA Young Lawyers Division hosted A Day at the Races at Arlington Park Racecourse.



September 12: ISBA teamed up with the Illinois Bar Foundation, the Women's Bar Association of Illinois and the Illinois Judges Association to form Team IJA-WBAI-ISBA for Chicago Volunteer Legal Services' Race Judicata in Grant Park.



ISBA events calendar

2013

September 30 (Monday) Chicago
YLD Professional Development Series

October 3-5 (Thursday-Saturday) Itasca
Solo & Small Firm Conference at Westin Northwest Chicago

October 18 (Friday) Chicago
Board of Governors Meeting

October 18 (Friday) Chicago
Illinois Bar Foundation Gala

November 14 (Thursday) Chicago
Distinguished Counsellors Luncheon

October 18 (Friday) Chicago
Computer Basics for Senior Lawyers

December 6 (Friday) Chicago
YLD Holiday Party

December 12-14 (Thursday-Saturday) Chicago
ISBA Midyear Meeting

2014

February 11 (Tuesday) Chicago
YLD Professional Development Series

March 21 (Friday) Oak Brook
Board of Governors Meeting

Visit www.illinoislawyernow.com/bar-calendar for a list of bar events from around the state.

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COVER PHOTO: The 9th Annual Solo & Small Firm Conference will be held from Oct. 3 - Oct. 5 at the Westin Northwest Chicago in Itasca. Register online at www.isba.org/soloconference until 8:30 a.m. on Sept. 30 or onsite after the conference begins.



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ILLINOIS STATE BAR ASSOCIATION
9TH ANNUAL
Solo & Small Firm
CONFERENCE

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3 DAY
Countdown to
Jumpstarting Your
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Christina Steinbrecker Jack, Fastcase, Fastcase Tutorial
Stephen Fairley, The Rainmaker Institute, Referrals, Systems and Testimonials