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17 & 18, 2019**

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New Lawyer Experience

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The New Lawyer Experience

Practical Advice From Experienced Lawyers and Judges

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Timely **Guidance** Valuable **Resources** Informed **Support** And **Prizes!**

Education You Can Use From Experts You Can Trust

- Real-world practice tips from top lawyers and judges
- Substantive overviews of multiple practice areas
- Comprehensive high quality materials to accompany the presentations

Food, Fun and Friends

- Start each day with coffee and a continental breakfast
- We bring lunch to you the first day
- Relax with colleagues and enjoy music, good food and beverages at our New Lawyer Social

Chance to Win a Prize

- Student Loan Payment
- Lunch With Eric Cooperstein (Google him!)
- \$100 Amazon Gift Card
- \$150 Minnesota CLE Gift Certificate

Prize drawings at lunch and the social hour on Thursday, January 17 and at the opening plenary and lunch on Friday, January 18. You must be present at the prize drawing to win. Any person may receive an entry slip on Thursday, January 17 at the Minnesota CLE Conference Center front desk. Registration for the New Lawyer Experience is not required. Student loan payment maximum is \$750.

Admitted in 2018?

Congratulations!

As an Extra Benefit, You'll Receive a Special New Lawyer Kit – **More than \$800 in FREE Practice Resources!**

- 1) **Free Minnesota CLE Deskbook** – Your choice! (up to \$499 value)
- 2) **Free Summary Guide™** to Evidence (\$20 value)
- 3) **Free Legal QuickSheet™** to Timing Under Minnesota's New Civil Rules (\$10 value)
- 4) **Free InFORMed Annotated Document** – Partnership Agreement with eFormbook (\$49 value)
- 5) **Free Webcast** – View 1 live one-hour webcast from your office or home (\$75 value)
- 6) **Free 1-Year Subscription to Online Library** – An extensive and fully-searchable database of useful seminar materials in all practice areas (\$245 value)

Admitted in 2016, 2017 or 2018?

Jumpstart Your Career With This Amazing Deal!

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Connect to
**YOUR
PROFESSION**

9:00 a.m. – 12:00 p.m.
**PLENARY
SESSIONS**

8:15 – 8:50 a.m. CHECK-IN & CONTINENTAL BREAKFAST

8:50 – 9:00 a.m. WELCOME & INTRODUCTION

9:00 – 9:45 a.m.

**Keynote Presentation:
How to Get Noticed for All the Right Reasons**

Sybil L. Dunlop

9:45 – 10:45 a.m.

Quick Answers to the Legal Questions Friends, Relatives and Strangers Will Ask Anytime, Anywhere

A team of experts answer the questions you, as a lawyer, will inevitably be asked when you are least expecting it.

*Benjamin R. Kwan, Esteban A. Rivera, Timothy D. Webb & Tifanne E. Wolter
Susan D. Minsberg (moderator)*

10:45 – 11:00 a.m. BREAK

11:00 a.m. – 12:00 p.m.

Avoiding Common, Real-World Ethics Problems

1.0 ethics credit applied for

This session will explore fact patterns that commonly present ethics problems for lawyers, such as failing to communicate with clients, improperly contacting the opposing party or the court, and mishandling client trust accounts. Learn how to work through the situations and avoid conduct that would violate the Rules of Professional Responsibility.

Eric T. Cooperstein

12:00 – 12:15 p.m. BREAK & DISTRIBUTION OF BOXED LUNCHES
(provided by Minnesota CLE)

Connect to
**PRACTICE
RESOURCES**

12:15 – 12:45 p.m.
**LUNCH
PRESENTATIONS**

Minnesota CLE's Practice Resources for New Attorneys

• **Minnesota CLE Publications – Top 10 Resources for New Lawyers**

Minnesota CLE publications have the forms, statutes and advice you need to succeed. From *Drafting Wills and Trusts* to *The Basics of Real Estate Practice*, learn about the most useful books, guides and annotated documents for new attorneys.

Holly Garland Langworthy, Director of Publications, Minnesota CLE

• **Minnesota CLE Season Passes – Special Offer for New Lawyers**

Discover why Season Passes are the best deal in CLE, and how new lawyers can purchase one for 50% off the regular price!

Angela Bullard Davis, Program Attorney, Minnesota CLE

• **Minnesota CLE Online Seminars – Live and On-Demand**

We offer web-based seminars to help you meet your needs from wherever you are – without driving, parking or other factors. Purchase individually or take advantage of huge savings and selection with our packages and bundles.

Leslie Sinner McEvoy, Web Education Director, Minnesota CLE

PRIZE DRAWING
after lunch presentations

12:45 – 1:00 p.m. BREAK

1:00 – 4:30 p.m.
BREAKOUTS

See breakout session topics to the right.
Choose the topic of most interest to you in each time slot.

Connect to
COLLEAGUES

4:35 – 4:55 p.m.
**PLENARY
SESSION**

How to Start, Finish or Follow-up a Conversation Without Looking or Feeling Awkward

Not everyone is a natural schmoozer, but all of us have been trained in the arts of advocacy and persuasion. Learn how to apply these professional skills to social interactions.

Adine S. Momoh

5:00 – 5:45 p.m.
SOCIAL HOUR

The Annual New Lawyer Social

Great Fun! Great Food! Great Friends! Great Prizes!

PRIZE DRAWING
during the social

1:00 – 2:00 p.m.

BREAKOUT SESSION A (CHOOSE ONE)

101

10 Essential Tips and Resources for Your First Divorce Case

From child support and spousal maintenance to advice for your first family law trial, learn the basics of divorce practice from an experienced family lawyer.

Scott M. Rodman

102

Your First Trial: What You Need to Know to Survive (and give yourself a better chance to win)

An experienced trial attorney provides practical tips and strategies on conducting your first trial; including pretrial preparation, opening and closing arguments, direct and cross examinations, and other considerations.

William F. Stute

103

Selecting and Forming Corporate Entities

Learn the basics of business entity selection, including the advantages and disadvantages of the various business entities. Plus, advice on drafting articles of incorporation, bylaws, resolutions and other organizational documents.

Kimberly A. Lowe

104

How to Start a Law Firm: Important First Steps

Meeting the legal requirements; Creating a business plan; Determining the costs of starting a practice.

Susan D. Minsberg

105

What Every Lawyer Needs to Know About Intellectual Property Law

In our current climate of commerce and communications, everything you do for your clients will involve intellectual property. "Everything?" Yes – find out why in this session designed to enhance your ability to spot IP issues and opportunities for your clients.

James L. Young

2:00 – 2:15 p.m.

BREAK

2:15 – 3:15 p.m.

BREAKOUT SESSION B (CHOOSE ONE)

201

How to "Do Business Contracts Right"

A fast-paced refresher on fundamental concepts in drafting and reviewing contracts, including a checklist of core concepts almost every business contract should include.

James E. Snoxell

202

The Basics of Consumer and Business Bankruptcy

Learn the important differences between Chapter 7, Chapter 11 and Chapter 13 bankruptcy, what is included in the property of the estate and what is exempt in Minnesota, how the automatic stay works, and how debts are discharged.

Ronald J. Lundquist

203

Everything But the Kitchen Sink? Conducting Effective and Efficient Written Discovery

Written discovery often constitutes the most time-consuming and resource-draining part of litigation. Discover how to draft effective requests that are targeted to your litigation strategy. Learn how to prepare requests that are reasonably limited in scope, yet sufficiently broad to obtain what you need. You will also receive sample requests.

Paul J. Lukas

204

Advice to Avoid Malpractice Claims

This session explores fact patterns that commonly lead to claims of malpractice and provides practical advice for avoiding conduct that exposes you to liability.

Todd Scott

205

15 Writing Mistakes that Undermine Your Credibility... and How to Eliminate Them

Legal writing guru Karin Ciano identifies 15 common mistakes in legal writing and advises how to avoid them and improve your writing style.

Karin Ciano

3:15 – 3:30 p.m.

BREAK

3:30 – 4:30 p.m.

BREAKOUT SESSION C (CHOOSE ONE)

301

Tips for Handling Residential Real Estate Transactions

In a residential real estate transaction an attorney is part facilitator, part educator and part task master. Get expert advice on handling residential real estate transactions.

John H. Brennan

302

Using Technology to Be More Productive and Efficient

This session demystifies technology and helps you identify software, systems, tools and habits to help you become more productive and efficient.

Chelsey Lambert

303

Using Negotiation and Settlement Skills to Your Tactical Advantage

Because the majority of cases settle before trial, your negotiating and settlement skills are often a key component to your client's success. You will receive helpful tips and strategies designed to gain tactical leverage and maximize your client's position.

David McKinney & Stephanie J. Willing

304

Wearing the White Hat: Careers in the Public Sector

A discussion on the types of careers available to attorneys in government positions; how to position yourself for public sector employment and continuing advancement; and the overall advantages and challenges of public employment in federal, state and local agencies.

Amber M. Brennan, Emerald A. Gratz & Shannon M. Harmon

Judge Jessica A. Palmer-Denig (moderator)

305

How to Improve Your Legal Briefs, Memos and Other Documents

Legal writing guru Karin Ciano shares proven techniques for taking your legal writing to the next level.

Karin Ciano

4:30 – 4:35 p.m.

BREAK

Connect to
ADVICE

9:00 – 11:30 a.m.
**PLENARY
SESSIONS**

8:30 – 8:55 a.m.

CONTINENTAL BREAKFAST

8:55 – 9:00 a.m.

INTRODUCTION & **PRIZE DRAWING**

9:00 – 10:15 a.m.

**Your Day in Court:
What to Expect and What Judges Expect of You**

This session provides a unique opportunity to hear directly from four judges. Learn the rules of their courts and receive their advice on scheduling matters, working with clerks, proper communication with the courts, and etiquette in the courtroom and chambers.

*Judge JaPaul J. Harris
Judge Jessica J.W. Maher
Magistrate Judge Becky R. Thorson
Judge Gregory E. Torrence
Kevin D. Hofman (moderator)*

10:15 – 10:30 a.m. BREAK

10:30 – 11:30 a.m.

Candid Advice for New Lawyers

A panel of attorneys from a variety of practice areas discuss their career paths and share advice for new lawyers. Hear what they like about their work, what they find challenging, and what it takes to succeed.

*Jessica L. Birken
Ted Haller
Christine Jordan
Bridget R. Landry
Brandon E. Vaughn (moderator)*

11:30 a.m. – 12:00 p.m. LUNCH, with a colleague

Connect to
COMMUNITY

12:00 – 12:30 p.m.
**LUNCH
PRESENTATION**

Bar Membership and Pro Bono Opportunities

Learn about ways to get involved in the bar and the community.

*Paul W. Godfrey
Michael Lopez
Steven Marchese*

PRIZE DRAWING
after lunch presentation

12:30 – 12:40 p.m. BREAK

12:40 – 2:50 p.m.
BREAKOUTS

See breakout session topics to the right.
Choose the topic of most interest to you in each time slot.

2:50 – 3:00 p.m. BREAK

Connect to
OPPORTUNITY

3:00 – 4:45 p.m.
**PLENARY
SESSIONS**

3:00 – 4:00 p.m.

**How to Make Presentations to Clients, the Court or
Any Audience**

Judge Wahl shares practical tips for making powerful and persuasive presentations.

Judge Edward T. Wahl

4:00 – 4:45 p.m.

**Finding and Keeping a Job:
Strategies for New Lawyers that Really Work**

Learn what legal employers are looking for, what your options are, how pro bono work can help you find a job, networking tips, resume advice, non-legal job opportunities, and more. Receive practical strategies and tips from professionals with their fingers on the pulse of the legal job market.

*Claudia Melo
Summra M. Shariff
Renée I. Uzong
Nancy Lochner Howard (moderator)*

12:40 – 1:40 p.m.

BREAKOUT SESSION D (CHOOSE ONE)

401

Employment Law in Practice

2-hour session

Learn the basics of hiring, testing, reasonable accommodation, leaves of absence, wage and hour matters, employment handbooks, discipline and termination.

*Judith Bevis Langevin
Nicholas G.B. May*

402

Estate Planning for New Lawyers

2-hour session

Get tips on designing and drafting an estate plan for individuals with non-taxable estates. Plus, advice on the use of health care directives, statutory short form powers of attorney, trusts, and coordinating beneficiary designations with a client's estate plan.

*Kara P. Gray
Kevin J. Rockwell*

403

How to Handle Your First Criminal Case: 10 Things You Must Know

2-hour session

From the rights of the defendant to conducting plea negotiations, learn the basics of criminal law defense from an experienced criminal law attorney.

Christopher Keyser

404

How to Develop Your Personal Injury Case

Evaluating the client and the claim; Fee arrangements; Minnesota no-fault law; Working with witnesses; Settlement options.

Robin S. Landy

1:50 – 2:50 p.m.

BREAKOUT SESSION E (CHOOSE ONE)

Employment Law in Practice

(continued)

Estate Planning for New Lawyers

(continued)

How to Handle Your First Criminal Case: 10 Things You Must Know

(continued)

501

Law Firms and Data Security: Complying With Your Ethical Obligations

1.0 ethics credit applied for

Lawyers are ethically obligated to protect confidential client information and act competently when dealing with technology. Get practical insight on the Rules of Professional Conduct and what steps you can take to secure client information and comply with your ethical obligations.

*Samir M. Islam
Cody Wamsley*

1:40 – 1:50 p.m.

BREAK

2:50 – 3:00 p.m.

BREAK

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A Special Thank You to Our Esteemed Faculty

The attorneys appearing in this program donated their time, effort and expertise for the benefit of our attendees and the advancement of the legal profession. We thank them for their dedication and generosity.

DATE & LOCATION

**Thursday & Friday,
January 17 & 18, 2019**
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

CREDITS

Minnesota CLE is applying to the Minnesota State Board of CLE for a total of **12.5 CLE credits, including 1.0 ethics credit for the 11:00 plenary on Day 1, and 1.0 ethics credit for breakout session #501.** The maximum number of total credits attendees may claim for this course is 12.5 credits.

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ONLINE COURSE MATERIALS

Your registration includes online access to all of the New Lawyer Experience course materials, plus hardcopy handouts for the sessions you attend.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend this seminar, please contact us as soon as possible. Contact Minnesota CLE at 2550 University Avenue West, Suite 160-S, Saint Paul, MN 55114 or call 651-227-8266 or 800-759-8840.

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Paid registrants who cancel their registration at least 3 business days before the program will receive a full credit on their account; if fewer than 3 business days, a \$25 administrative fee will be deducted. Paid registrants who do not cancel, yet fail to attend, will receive online access to the course materials.

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Thursday & Friday, January 17 & 18, 2019
Minnesota CLE Conference Center, Minneapolis

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Minnesota CLE maintains a scholarship program for those with a financial need. Most scholarships awarded are 50% off the seminar price. To obtain an application, contact Grant at gdavies@minncle.org or 651-254-2111.

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