

JANUARY
16 & 17, 2020

Attend As Much
As Your Schedule
Allows

The 2020

New Lawyer Experience

Real-World Practice Tips for New Lawyers



FREE

FOR
2017, 2018, 2019
ADMITTEES

12.5 CREDITS | MINNESOTA CLE CONFERENCE CENTER | MINNEAPOLIS

The New Lawyer Experience

Practical Advice From Experienced Lawyers and Judges

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Minneapolis

Blaine L. Balow

Halunen Law
Minneapolis

Joan M. Bibelhausen

Lawyers Concerned
for Lawyers
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John Brennan Law Office
Wayzata

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Hipp Carlson Law, PLLC
Long Lake

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First Judicial District
Dakota County

Karin Ciano

Karin Ciano Law, PLLC
Minneapolis

Eric T. Cooperstein

Law Office of
Eric T. Cooperstein, PLLC
Minneapolis

Judge Amy Dawson

Fourth Judicial District
Minneapolis

Judge Michael A. Dees

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Attorney at Law
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Gray Plant Mooty
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Langevin Lentz LLC
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Matthew E. Ludt

Atticus Family Law
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Conflict Management Providers
Minneapolis

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Sarah Lynn Oquist

Attorney at Law
Minneapolis

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Regan Tax Law
Prior Lake

Scott M. Rodman

Arnold Rodman &
Kretchmer PA
Bloomington

Todd Scott

Minnesota Lawyers Mutual
Insurance Company
Minneapolis

Sumra M. Shariff

Twin Cities Diversity in Practice
Minneapolis

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Miller & Stevens Law
Forest Lake

William F. Stute

Orrick, Herrington &
Sutcliffe, LLP
Washington, D.C.

Judge**Edward T. Wahl**

Fourth Judicial District
Minneapolis

Magistrate Judge**Elizabeth Cowan Wright**

U.S. District Court
District of Minnesota
Saint Paul

James L. Young

Westman Champlin & Koehler
Minneapolis

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 (The Ethics Maven!)
- Lunch with Karin Ciano (The Legal Writing Guru!)

Prize drawings at lunch and the social hour on Thursday, January 16 and at the opening plenary and lunch on Friday, January 17. You must be present at the prize drawing to win. Any person may receive an entry slip on Thursday, January 16 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 2019?

Congratulations!

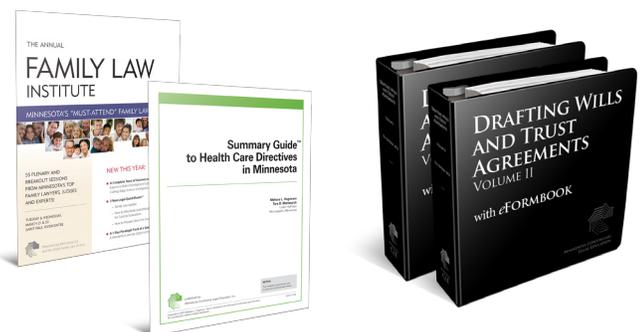
As an Extra Benefit, You'll Receive a Special New Lawyer Kit – **More than \$800 in FREE Practice Resources!**

- 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 the eCoursebook Collection** – An extensive and fully-searchable database of useful seminar materials in all practice areas (\$245 value)

Admitted in 2017, 2018 or 2019?

Jumpstart Your Career with This Amazing Deal!

ALL New Lawyers Receive 50% off ALL Minnesota CLE Offerings – Season Passes, In-Person Seminars, Live Webcasts, On Demand Seminars and Publications



GET
Direction

LOCATE
Practice Resources

CONNECT TO
Colleagues

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

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

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

9:00 – 9:45 a.m.

**Keynote Presentation:
What Practicing Law Has Taught Me About Success**

Sarah Lynn Oquist

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.

Kathryn Hipp Carlson, E. Michelle Drake, Jenny Bouta Mojica & Thomas M. Regan Roy S. Ginsburg (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)

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.
Azure Schermerhorn Snyder, Program Attorney, Minnesota CLE

PRIZE DRAWING
after lunch presentations

12:45 – 1:15 p.m.
PLENARY SESSION

Launching Your Legal Practice

Get proven methods to successfully launch your legal practice. These strategies will help you create success whether you are starting a solo/small practice in a small town, making your mark at a large firm in the metro area or providing advice as in-house counsel.

Vincent Stevens

1:15 – 1:30 p.m. BREAK

1:30 – 5:00 p.m.
BREAKOUTS

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

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

1:30 – 2:30 p.m.

BREAKOUT SESSION A (CHOOSE ONE)

101

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

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

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.

Matthew E. Ludt

2:45 – 3:45 p.m.

BREAKOUT SESSION B (CHOOSE ONE)

201

What Every Lawyer Needs to Know About Business Contracts

A fast-paced refresher on fundamental concepts in drafting and reviewing contracts, including the basic elements almost every business contract should include.

Rachel L. Dougherty

202

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 Sharpe Landy

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.

Rebekah J. Bailey

204

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

4:00 – 5:00 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 & Francis Green

302

20 Top Tech Tips to Build Your Law Practice

Whether you're starting a new firm, working independently, or improving a seasoned law practice, this session will identify the top software and system tools helping lawyers become more efficient and productive. Learn about mobile tech tools, case management platforms, convenient invoicing and accounting, secure document storage, system vulnerabilities that expose your data to the world, and the answers to all of your tech questions.

Todd Scott

303

Advice for Representing Clients in Mediation

An overview of fundamental approaches to mediation and advice on how to prepare your clients and cases to maximize your outcomes.

Susan D. Mainzer

304

Collaborative Community Law Initiative – A New Way to Start a Solo Practice

Learn how CCLI, a legal incubator, helps new lawyers build sustainable practices that serve the needs of low-and moderate-income clients.

Karin Ciano

2:30 – 2:45 p.m.

BREAK

3:45 – 4:00 p.m.

BREAK

5:00 – 5:45 p.m.

SOCIAL HOUR



8:30 – 8:55 a.m. CONTINENTAL BREAKFAST
 8:55 – 9:00 a.m. WELCOME & INTRODUCTION

9:00 – 11:30 a.m.
PLENARY SESSIONS

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 Joseph T. Carter
Judge Amy Dawson
Judge Michael A. Dees
Magistrate Judge Elizabeth Cowan Wright
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.
Blaine L. Balow
Ami A. ElShareif
Inti Martínez-Alemán
Ryan C. McCarthy
Theresa Johnson (moderator)

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

12:00 – 12:30 p.m.
LUNCH PRESENTATION

PRIZE DRAWING
 after lunch presentation

Helping Yourself While Helping Others
 Learn about ways to get involved in the bar and the community and how involvement increases wellness.
Joan M. Bibelhausen
Sherri L. Knuth

12:30 – 12:40 p.m. BREAK

12:40 – 2:25 p.m.
PLENARY SESSIONS

12:40 – 1:40 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

1:40 – 2:25 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.
Roy S. Ginsburg
Claudia Melo
Summra M. Shariff
Nancy Lochner Howard (moderator)

2:25 – 2:35 p.m. BREAK

2:35 – 4:45 p.m.
BREAKOUTS

See breakout session topics to the right.
 Choose the topic of most interest to you.

2:35 – 4:45 p.m.

BREAKOUT SESSION D (CHOOSE ONE)

(includes one 10-minute break)

401

Employment Law in Practice

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

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 & Beth T. Morrison

403

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

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

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

4:45 p.m. ADJOURN

New Lawyers, you **ALWAYS** get everything half-price!

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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 16 & 17, 2020**
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 a.m. plenary session on Day 1.** The maximum number of total credits attendees may claim for this course is 12.5 credits.

ONLINE COURSE MATERIALS

Your registration includes online access to all of the New Lawyer Experience course materials, plus hard copy 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.

CANCELLATION POLICY / NO-SHOW POLICY

Paid registrants who cancel before the seminar will receive a full credit on their account, or refund upon request. Paid registrants who do not cancel and are unable to attend will retain access to the seminar materials through their website account.

QUESTIONS?

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To pay by credit card, please register online or by phone.

The 2020 New Lawyer Experience

Thursday & Friday, January 16 & 17, 2020
Minnesota CLE Conference Center, Minneapolis

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- FREE** to attorneys first licensed in 2017, 2018 or 2019
- \$395 standard rate
- I have a Minnesota CLE Season PassSM.

SCHOLARSHIPS AVAILABLE!

Minnesota CLE maintains a scholarship program for those with a financial need. To obtain an application, contact Grant at gdavies@minncle.org or 651-254-2111.

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