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THE 2026
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Attend In Person
Thursday & Friday, December 10-11, 2026
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370, Minneapolis

Can't attend in person? View the online replay!
Thursday & Friday, January 14-15, 2027
www.minncle.org

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TUITION:
\$395 MSBA member rate
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\$445 standard rate

- SEASON PASSHOLDERS:
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 - **Online Passholders** may attend the in-person seminar for 50% off or the online replay at no charge.

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LIVE IN PERSON
Thursday & Friday
December 10-11, 2026
Minnesota CLE Conference Center
600 Nicollet Mall, Suite 370
Third Floor City Center, Minneapolis

ONLINE REPLAY
Thursday & Friday
January 14-15, 2027
View online at www.minncle.org
The online replay will include all plenary and breakout sessions. A moderator will be available to answer questions by email.

INSTITUTE MATERIALS
Institute materials will be available to attendees electronically through their Minnesota CLE website account. In-person attendees also will receive materials in hard copy. PowerPoint presentations are available electronically only.

CREDITS
Minnesota CLE is applying to the Minnesota State Board of CLE for **9.0 CLE credits, including 1.0 ethics credit**. The maximum number of total credits attendees may claim is 9.0 credits.

SCHOLARSHIPS AVAILABLE
Minnesota CLE maintains a scholarship program for those with a financial need. For further details or to obtain an application, please contact **customerservice@minncle.org**.

ACCOMMODATION
If you have a disability and need an accommodation in order to attend this seminar, contact Minnesota CLE as soon as possible at **800-759-8840** or **customerservice@minncle.org**.

CANCELLATION POLICY / NO-SHOW POLICY
Paid registrants who cancel before the seminar will receive a refund. Paid registrants who do not cancel and are unable to attend will retain access to all seminar materials through their Minnesota CLE website account.

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THE 2026
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Running a law practice means
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- ▶ Ideal for **lawyers, law firm managers, and administrators**
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DECEMBER 10-11, 2026
MINNESOTA CLE CONFERENCE CENTER
MINNEAPOLIS

CAN'T ATTEND IN PERSON?
View the online replay January 14-15, 2027

9:00 – 10:05 a.m. OPENING PLENARY	10:20 – 11:20 a.m. BREAKOUT SESSION A	11:30 a.m. – 12:30 p.m. BREAKOUT SESSION B	12:30 – 1:40 p.m. LUNCH BREAK	1:40 – 2:40 p.m. BREAKOUT SESSION C	2:50 – 3:50 p.m. BREAKOUT SESSION D	4:00 – 5:00 p.m. CLOSING PLENARY
8:30 – 9:00 a.m. CHECK-IN & CONTINENTAL BREAKFAST	101 Build Your Own Apps for a More Efficient Practice – Tammy Pettinato Oltz	201 How to Keep Your Network and Documents Safe at Little to No Cost When Working Remotely – John J. Carney	12:30 – 1:40 p.m. LUNCH BREAK (provided)	301 What Makes Great Outside Counsel? An In-House Perspective – Debra E. Altschuler – Christopher H. Jison – Christopher L. Koshire – Jonathan P. Norrie (moderator)	401 AI Searches Have Taken Over: How to Move Past the SEO Mindset – Gyi Tsakalakis	4:00 – 5:00 p.m. Using Artificial Intelligence in Practice: Smarter Tools, Common Mistakes and Mitigating Risk – John J. Carney 
9:00 – 9:05 a.m. WELCOME & ANNOUNCEMENTS	102 The Business of Law: Focusing on the Financial Issues – Suzette Allaire – Jess Birken – Jason C. Kohlmeyer – Leanne R. Fuith (moderator)	202 Succession Planning for Law Firms: Leadership, Ownership, and the Next Generation – Joshua A. Hasko – Kimberly A. Lowe – Jacob F. Siegel – Justin P. Weinberg	Join fellow attendees for a complimentary lunch at Fogo de Chão, conveniently located in the same building as the Conference Center. Enjoy more than 40 selections from Fogo's Market Table, refreshing beverages, and casual conversation with colleagues in a relaxed setting. 	302 Getting Compensation Right: How to Incentivize Both Lawyers and Non-Lawyers – Paul M. Floyd – Kimberly A. Lowe – Shawn J. Wanta	402 Retaining Talent: How to Keep Good Lawyers and Staff – William J. Egan – Gretchen L. Luessenheide – Andrew McNaughtan – Kathryn M. Lammers (moderator)	
10:05 – 10:20 a.m. BREAK	103 Market Research and Marketing Principles for Every Sized Law Firm – George Dierberger	203 Recruiting and Hiring Law Students in Today's Marketplace – Robert Borchardt – Lisa M. Brabbit – Leanne R. Fuith – Rick L. Petry		303 Developing the Next Generation of Rainmakers: Building Your Own Skills and Developing Others – Cody J. Blades – Melanie Green – Joshua A. Hasko – Roy S. Ginsburg (moderator)	403 Trust Accounting: 7 Things Every Law Firm Needs to Get Right – Karin K. Ciano – Joanna Labastida	
	AI LAB 104 AI Prompt Writing LIVE! How to Ask Better Questions and Get Better Answers – A Hands-On Demonstration – Paul M. Floyd 	AI LAB 204 Build Your Own Apps for a More Efficient Practice LIVE! – A Hands-On Demonstration – Tammy Pettinato Oltz 		AI ROUNDTABLE 304 AI Marketing: What Are You Trying and What's Working for Your Firm? – Gyi Tsakalakis 	AI ROUNDTABLE 404 How Are You Using AI in Your Practice? – Jess Birken 	
	11:20 – 11:30 a.m. BREAK	12:30 – 1:40 p.m. LUNCH BREAK		2:40 – 2:50 p.m. BREAK	3:50 – 4:00 p.m. BREAK	



5:00 – 5:30 p.m.
CONFERENCE RECEPTION

Join your friends and colleagues for tasty refreshments, great conversation, and fun prize drawings!

9:00 – 10:05 a.m. OPENING PLENARY	10:15 – 11:15 a.m. BREAKOUT SESSION E	11:25 a.m. – 12:25 p.m. BREAKOUT SESSION F
8:30 – 9:00 a.m. CONTINENTAL BREAKFAST	501 Building a Law Firm Culture Where People Thrive – Leanne R. Fuith	601 When Someone Is Out: Practical Strategies to Ensure Work Is Getting Done While an Employee Is on Leave, Vacation, or Otherwise Unavailable – Alysa A. Hannula – Sarah Ptacek – Katherine C. Bischoff (moderator)
9:00 – 9:05 a.m. DAY 2 WELCOME & ANNOUNCEMENTS	502 Perspectives from Practitioners Who Have Practiced in Large and Small Firms – Jennifer M. Robbins – David E. Schlesinger – Steven M. Sitek – Eric T. Cooperstein (moderator)	602 2027 Hiring and Compensation Trends – Andrew McNaughtan
9:05 – 10:05 a.m. How Poor Practice Management Leads to Ethics Complaints <i>1.0 ethics credit applied for</i> – Eric T. Cooperstein 		
10:05 – 10:15 a.m. BREAK	11:15 – 11:25 p.m. BREAK	12:25 p.m. INSTITUTE ADJOURNS

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