



**Survive or Thrive:
Guiding Your Law Firm
Through Uncertain
Economic Times**

FDCC
FEDERATION OF DEFENSE
& CORPORATE COUNSEL

IADC
*International Association
of Defense Counsel*

Joint Law Firm Management Conference

November 4 - 6, 2009
Embassy Suites O'Hare Rosemont
Chicago, Illinois



Joint Law Firm Management Conference

Survive or Thrive:
Guiding Your Law Firm Through
Uncertain Economic Times

PROGRAM

Wednesday, November 4, 2009

4:00 pm - 6:00 pm

Registration

6:00 pm - 7:00 pm

Cocktail Reception (*Sponsored by Frank Crystal & Company*)

Thursday, November 5, 2009

8:00 am - 8:15 am

Registration

8:15 am - 8:30 am

Welcome and Opening Remarks

Co-Chairs

W. Douglas Berry, Butler Pappas, Tampa, FL

D. Jeffrey Campbell, Porzio, Bromberg & Newman, Morristown, NJ

Michael T. Lucey, Gordon & Rees, San Francisco, CA,

President, FDCC

James M. Campbell, Campbell, Campbell, Edwards & Conroy,
Boston, MA

President, IADC

**The FDCC and IADC reserve the right to change or modify
the program topic and/or speakers.**

8:30 am - 9:30 am

Are You Feeling the Pain?

Results of an informal survey on the effects of recession on member firms may surprise you. Impacts upon hiring, expansion and acquisition plans, marketing efforts, and partnership decisions for firms of all sizes are among the topics that will be discussed.

Speakers

C. Michael Johnson, The Johnson Firm, Atlanta, GA

Brett J. Preston, Hill Ward Henderson, Tampa, FL

Eric W. Weichmann, McCarter & English, Hartford, CT

9:30 am - 10:30 am

Keeping Your Head Above Water

It takes revenue to pay rent, salaries, expenses, and to keep your partners happy. How do you keep your firm afloat when clients are slow to pay or headed for Chapter 11? This panel will explore capitalization options, including external sources such as lines of credit and internal sources such as capital calls, as well as their impact upon intangibles such as firm morale. Break out group discussions, based upon firm size, will follow this session.

Speakers

Joseph B. Altonji, Hildebrant, Chicago, IL

D. Jeffrey Campbell, Porzio, Bromberg & Newman, Morristown, NJ

Mary Pat Shea, Harris Private Bank, Chicago, IL

10:30 am - 10:45 am

Networking Break

10:45 am - 11:45 am

Break-Out Sessions (Based Upon Firm Size)

11:45 am - 12:30 pm

Wrap-Up Reports and Group Discussion

12:30 pm - 1:45 pm

Buffet Lunch

1:45 pm - 3:00 pm

Maybe There's a Better Way - Is a Merger in Your Future?

Some of your partners want to hide under a rock until the storm passes. Others see a great opportunity to eliminate competition, consolidate market share, or expand into new practice areas. Opportunities, good and bad, for mergers and acquisitions abound in today's fluid environment. Evaluating and deciding which ones are right for your firm, always difficult, are special challenges in today's circumstances.

Speakers

Joseph B. Altonji, Hildebrant, Chicago, IL

John R. Crockett, III, Frost Brown Todd, Louisville, KY

Michael T. Lucey, Gordon & Rees, San Francisco, CA

3:00 pm - 3:15 pm

Networking Break

3:15 pm - 4:15 pm

Break-Out Sessions (Based Upon Firm Size)

4:15 pm - 5:00 pm

Wrap-Up Reports and Group Discussion

6:00 pm - 7:15 pm

Cocktail Reception

7:15 pm

Dinner (on your own)

Area restaurants for dinner

Harry Caray's 847-699-1200 • Morton's of Chicago 847-678-5155

Nick's Fishmarket 847-298-8200 • Gibson's 847-928-9900

Rosewood 847-696-9494 • Carlucci's 847-518-0990

McCormick & Schmick's Seafood 847-233-3776

Friday, November 6, 2009

8:15 am - 8:30 am

Announcements

Co-Chairs

W. Douglas Berry, Butler Pappas, Tampa, FL

D. Jeffrey Campbell, Porzio, Bromberg & Newman, Morristown, NJ

8:30 am - 9:45 am

Weathering the Storm - Partnership Structure and Compensation

Make more equity partners? “De-equitize” existing equity partners? Consider “contract” partners? How do you compensate them? Structuring your firm to ensure stability among partners and to emerge strong when the economic tide turns is critical to long-term success. A number of alternatives will be explored and discussed.

Speakers

Douglas L. Brown, Brady, Radcliff & Brown, Mobile, AL

James D. Cotterman, Altman Weil, Orlando, FL

David E. Dukes, Nelson Mullins, Columbia, SC

Linda S. Wolf, Goodell, DeVries, Baltimore, MD

9:45 am - 10:00 am

Networking Break

10:00 am - 11:00 am

Break-Out Sessions (Based Upon Firm Size)

11:00 am - 11:45 am

Wrap-Up Reports and Group Discussion

11:45 am - 12:15 pm

Concluding Remarks and General Comments

12:15 pm

Conference Adjourns

The FDCC and IADC reserve the right to change or modify the program topic and/or speakers.

Conference Registration

Registration Fee: \$395 per person

Firm Group Discount: Second and subsequent registrants from the same firm \$295 each

Deadline to Register: October 14, 2009

The registration fee includes admission to the conference, course materials, two evening cocktail receptions, and lunch on Thursday. Registration is open to all FDCC and IADC members. Attendees who are not a member of either organization are welcome as long as their firm includes a member of either organization.

Register electronically at www.thefederation.org or complete the form and mail, e-mail or fax to the FDCC.

CLE Credit: CLE credit has been requested from applicable states that accept law firm management education.

Hotel Reservations

Location: The Embassy Suites O'Hare Rosemont
5500 North River Road • Rosemont, IL 60018

Phone: 1-847-678-4000

Reservations: 1-800-EMBASSY

Rate: \$159 + taxes

Hotel Deadline: October 14, 2009

To receive the group rate, mention that you are part of the FDCC/IADC Law Firm Management Conference.

Cancellation Policy

A refund of registration fees, less \$75 and any applicable credit card fees, will be given if written notice is received by the FDCC office before the registration deadline of October 14, 2009. **No cancellations will be accepted after October 14, 2009. Substitutions are welcome.**

For More Information, Contact Co-Chairs

FDCC

W. Douglas Berry
Butler Pappas
wberry@butlerpappas.com
813-281-1900

IADC

D. Jeffrey Campbell
Porzio, Bromberg & Newman
djcampbell@pbnlaw.com
973-538-4006

FDCC/IADC Joint Law Firm Management Conference

November 4 – 6, 2009

Embassy Suites O'Hare Rosemont, Chicago, IL

Last Name: _____ First Name: _____

Badge: _____ Email: _____

Firm Name: _____

Address: _____

City/State/Country: _____

Zip: _____ Phone: _____ Fax: _____

Speaker: Yes No

FDCC Member: Yes No

IADC Member: Yes No

Number of attorneys in firm: _____ Number of attorneys in office: _____

State and Bar #: _____

(Credits will be available for states where applicable)

Registration Fee: \$395

(Reduced rate of \$295 for second and subsequent registrants from the same firm)

Payment Information: Check -or- Visa MC AmEx

Card No: _____ Exp. Date: _____

Signature: _____

Authorization Code: _____ (last three digits located in the signature box on back of Visa or MC)

Billing Address: _____

REGISTER ELECTRONICALLY AT: www.thefederation.org

Send completed registration form to:
FDCC/IADC Law Firm Management Conference
11812 North 56th Street • Tampa, FL 33617
Phone: 813-983-0022 • Fax: 813-988-5837
Email: scoone@thefederation.org