SATURDAY, AUGUST 2, 2008

7:45 a.m. – 7:30 p.m.
Registration Desk Open

8:15 a.m. – 4:15 p.m.
New Member Orientation and CLE Boot Camp

10:00 a.m. – 4:00 p.m.
Trip to Grouse Mountain (ticketed event)

6:00 p.m. – 7:30 p.m.
Welcome Reception Honoring New Members and Faculty

7:30 p.m.
First Time Attendees Dinner (ticketed event by invitation only)

SUNDAY, AUGUST 3, 2008

7:30 a.m. – 5:45 p.m.
Registration and Exhibits

8:30 a.m. – 9:30 a.m.
SIG Meetings (Executive Leadership, Publications, State & Provincial Bars)

8:30 a.m. – 9:30 a.m.
Charlotte Planning Committee Meeting

9:30 a.m. – 9:45 a.m.
Networking Break and Exhibits

9:45 a.m. – 10:15 a.m.
Announcements and President’s Welcome

10:15 a.m. – 11:30 a.m.
Plenary Session: “Don’t Go to Work Unless It’s Fun!”

11:30 a.m. – 1:00 p.m.
SIG Luncheons (ticketed event - open to all registrants)
(Executive Leadership, Marketing, Publications, Technology)

1:00 p.m. – 1:15 p.m.
Transition Time

1:15 p.m. – 2:30 p.m.
WORKSHOPS A
♦ Making a Great First Impression: Keys to a Successful New Lawyer Program
♦ Nuts and Bolts for the 21st Century Live CLE Program
♦ Publication Brochure Overdesign - What Works & What Doesn’t in Direct Mail?
♦ Time Mastery for the 21st Century

2:30 p.m. – 3:15 p.m.
Exhibit Hall Showcase

3:15 p.m. – 4:30 p.m.
WORKSHOPS B
♦ Beyond ROI - What Value in CLE Really Means
♦ Curriculum for the Seasoned Lawyer
♦ Marketing on a Shoe String Budget for Smaller Organizations
♦ Virtual Meeting Alternatives: Comparing and Contrasting the "Best"
♦ Publication Advisory Boards: Pros & Cons of Using Them (Part 1)

4:30 p.m. – 4:45 p.m.
Networking Break and Exhibits

4:45 p.m. – 5:45 p.m.
WORKSHOPS C
♦ Publication Advisory Boards: Pros & Cons of Using Them (Part 2)
♦ Negotiation and Perceptions in the Workplace
♦ Your Customers Have Something to Say - Are You Listening?
♦ CLE at Home and Abroad: Where in the World Are You?
♦ Integrating Associates & Partners into the Firm

6:00 p.m. – 7:30 p.m.
ACLEA Reception (sponsored, in part, by the Practising Law Institute)

Cover photo courtesy of Tourism Vancouver.
**MONDAY, AUGUST 4, 2008**

7:30 a.m. – 3:30 p.m.  
Registration and Exhibits  

7:45 a.m. – 8:45 a.m.  
Committee Meetings  
(Exhibitors/Sponsors, International, Public Interest)  

8:45 a.m. – 9:00 a.m.  
Networking Break and Exhibits  

9:00 a.m. – 10:30 a.m.  
Plenary Session: "Leadership Skills with a Sense of HUMAN!"  

10:30 a.m. – 11:00 a.m.  
Networking Break and Exhibits  

11:00 a.m. – 12:15 p.m.  
WORKSHOPS D  
♦ New Technology for Luddites  
♦ Strategic Planning: A Necessary Evil?  
♦ Powerful Communication Skills: Winning Strategies for the CLE Professional  
♦ Access and Online: Seeking New Landscapes and Having New Eyes  
♦ The Role of Forms in CLE Publications: Where Do We Stand?  

12:15 p.m. – 1:45 p.m.  
SIG Lunches (ticketed event - open to SIG members only)  
(Entrepreneurs, In-House/Professional Development, Law Schools, Local & Specialty Bars, Nationals, State & Provincial Bars)  

1:45 p.m. – 2:00 p.m.  
Transition Time  

2:00 p.m. – 3:15 p.m.  
WORKSHOPS E  
♦ Live vs. Online Participation - How Do You Attract Both Markets?  
♦ Managing from the Middle  
♦ Publications and Programs: How They Can Work Together  
♦ A Blue Print for Your Practice Success  

4:00 p.m. – 9:00 p.m.  
Granville Island Networking Excursion (ticketed event)  

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**Welcome to Vancouver!**

**OPTIONAL EVENTS**

**SATURDAY, AUGUST 2, 2008**  
10:00 a.m. - 4:00 p.m.  
Trip to Grouse Mountain  

**MONDAY, AUGUST 4, 2008**  
4:00 p.m. - 9:00 p.m. (Open Return - Buses Loop)  
Networking Excursion: Granville Island  

**WEDNESDAY, AUGUST 6, 2008**  
8:30 a.m. - 5:30 p.m.  
Trip to Town of Whistler, B.C.  

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**TUESDAY, AUGUST 5, 2008**

7:00 a.m. – 5:15 p.m.  
Registration and Exhibits  

7:15 a.m. – 8:00 a.m.  
Committee Meeting (MCLE)  

8:00 a.m. – 10:00 a.m.  
ACLEA Business Meeting, Breakfast & "ACLEA’s Best" Awards  
(open to all ACLEA members)  

10:00 a.m. – 10:30 a.m.  
Networking Break and Exhibits  

10:30 a.m. – 11:45 a.m.  
Plenary Session: "You Say You Want a Revolution: Lessons From a Most Radical Transformation"  

11:45 a.m. – 1:15 p.m.  
ACLEA Luncheon for Various Sized CLE Departments  

1:15 p.m. – 1:30 p.m.  
Transition Time  

1:30 p.m. – 2:45 p.m.  
WORKSHOPS F  
♦ Online Publishing Models  
♦ Podcasting: The Practical Presentation and Demonstration (Part 1)  
♦ Mentoring Younger Lawyers: Why Most Law Firm Programs Don't Work  
♦ Marketing Online and the Delivery of Service  
♦ When Collaborators Turn into Competitors: Warning Signs, Strategies and Outcomes  

2:45 p.m. – 3:00 p.m.  
Networking Break and Exhibits  

3:00 p.m. – 4:15 p.m.  
WORKSHOPS G  
♦ Social Networking Sites: What Does the CLE Professional Need to Know?  
♦ Facilities Issues: Negotiating Contracts, When to Walk Away  
♦ Podcasting: Marketing and Presentation Issues (Part 2)  
♦ Building a Curriculum  
♦ Building Print Companion Websites  

4:15 p.m. – 5:15 p.m.  
Plenary Session: “From Podiums to Podcasts - A Practitioner’s View of the State of CLE”  

6:00 p.m. – 10:00 p.m.  
ACLEA Closing Event at the Capilano Suspension Bridge  

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**WEDNESDAY, AUGUST 6, 2008**

8:30 a.m. – 5:30 p.m.  
Trip to Town of Whistler, British Columbia (ticketed event)  

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ACLEA offers your choice of printed materials or materials on CD for use on-site during the conference and as a great addition to your office library! Be sure to make your selection by checking the appropriate box on the registration form. You cannot change your selection on-site; however you can purchase both the CD and printed versions for an additional $50 USD.  

**Note:** The CD materials do not include the CLE Boot Camp. If you have registered for the Boot Camp you will receive a printed version of the Camp materials.


**Special Events Schedule**

**SATURDAY, AUGUST 2, 2008**

10:00 a.m. – 4:00 p.m.

**Trip to Grouse Mountain (ticketed event)**

Board the Grouse Mountain Skyride, North America's largest aerial tram system, and you’re on your way to some of the most awe-inspiring views in North America... and you're not even on top of the mountain yet! Perched 4,100 feet above Vancouver, Grouse Mountain provides visitors with an unmatched view of one of the world’s most spectacular cities, along with the Cascade and Olympic mountain ranges all in one glance. Complementing its view are the numerous activities available onsite, including mountaintop ecowalks, chairlift rides, dining options, helicopter tours, “The World Famous Lumberjack Show,” “The Birds in Motion Demonstration”, Theatre in the Sky’s presentation of “Born to Fly”, and up-close and personal views of grizzly bears and grey wolves. Cameras are a must-have item for this trip, and be sure to take plenty of deep breaths before you go – because once you’re there the views and scenery will take your breath away! Visit [www.grousemountain.com](http://www.grousemountain.com) for more information.

Meet in the Hyatt Vancouver Hotel lobby prior to 9:45am. The bus will return to the hotel by 4:00pm. Cost is $50 USD per person (includes admission to Grouse Mountain, does not include lunch) with a minimum of 25 people required. Please make your required reservations on the registration form.

6:00 p.m. – 7:30 p.m.

**Welcome Reception Honoring New Members and Faculty**

ACLEA members and their registered guests join together to welcome new members to the organization and to show support for the Vancouver faculty.

7:30 p.m.

**First Time Attendees Dinner (Ticketed event by invitation only)**

A special networking opportunity for First Time Attendees to meet and greet their colleagues over a delicious meal.

**MONDAY, AUGUST 4, 2008**

4:00 p.m. – 9:00 p.m. (Open Return - Buses Loop)

**Granville Island Networking Excursion**

Join your colleagues for a networking excursion to Granville Island in the Heart of Vancouver. Over 240 enterprises operate out of the area. Day and night, the island is a sophisticated home to performing arts, scrumptious dining, artists’ studios, exhibits, bakeries, bookstores and a one-of-a-kind public market that offers the widest array of fresh food in the Lower Mainland.

Please gather in the hotel lobby prior to 3:45pm. Buses will drop off directly at Granville Island. Eat, explore, shop and/or talk shop and head back when you’re ready, because the bus will begin looping between the hotel and Granville Island at 30 minute intervals until the final pick-up at 8:45pm for drop off at the hotel by 9:00pm. (Bus schedule available onsite.) Cost per person is $18 USD for bus transportation to Granville Island only. Space will fill fast so please make your required reservations on your registration form.

**TUESDAY, AUGUST 5, 2008**

6:00 p.m. – 10:00 p.m.

**ACLEA’s Closing Event at the Capilano Suspension Bridge**

Originally built in 1889, the Capilano Suspension Bridge, Vancouver’s oldest tourist attraction, is suspended 450 feet across and 230 feet above Capilano River. Experience the natural splendor of rainforest trails meandering through scores of magnificent evergreens and the unique perspective of a walk high in the trees with “Treetops Adventure”. Enjoy dinner with your ACLEA colleagues while immersed in this unforgettable rainforest encounter. A unique mix of adventure, history and culture make this a “must-do” event for your ACLEA Vancouver experience. Visit [www.capbridge.com](http://www.capbridge.com) to start getting excited right now!

Meet in the Hyatt Vancouver Hotel lobby prior to 5:45pm. The bus will return to the hotel by 10:00pm. Tickets for registrants are included in the registration fee. Guest tickets are available for $75 USD (tickets include dinner). Please make your required reservations on the registration form.

**WEDNESDAY, AUGUST 6, 2008**

8:30 a.m. – 5:30 p.m.

**Trip to Town of Whistler, British Columbia**

Crisp mountain air, crystal clear lakes and lush emerald forests await you in the natural year-round playground that is Whistler. Only two hours from Vancouver along the scenic “Sea to Sky” Highway (once voted the most romantic road in the world), there is something to do in Whistler every day of the year. The whole world will get a chance to see Whistler on display during the 2010 Winter Olympic Games, but you will already know why Whistler is consistently voted a top-ranked travel destination year after year. Summer activities include great hiking, swimming, cycling or simply taking a chair lift up to the mountains for a magnificent view. Visit [www.tourismwhistler.com](http://www.tourismwhistler.com) to discover why ACLEA couldn't pass up this terrific opportunity for a special add-on social event!

Meet in the Hyatt Vancouver Hotel lobby prior to 8:15am. The bus will return to the hotel by 5:30pm. Cost is $30 USD per person (does not include lunch or special events) with a minimum of 25 people required.

Please make your required reservations on the registration form.
SATURDAY, AUGUST 2, 2008

The CLE Boot Camp was created to assist our colleagues who are new to the profession and those who just need a refresher. The Camp has met with rave reviews, and ACLEA is committed to continuing this service to its members. The sessions within the Camp are basic level, and the overall curriculum is designed to help you in all areas of CLE programming and publications. We are delighted and thankful to have so many volunteers and “old-timers” help with these sessions. We know you will walk away with lots of information to help you in your own organization.

Separate Registration Fee Required – Fee includes a continental breakfast, networking luncheon, written materials, and a “certificate of attendance.”

Presented by: Dan Levering - Pennsylvania Continuing Legal Education Board; Jan F. Majewski - Holland & Knight LLP; Susan Munro - Continuing Legal Education Society of B.C.; Leslie L. Myers - Texas Institute of CLE; Donna J. Passons - Texas Institute of CLE; Rob Seto - Continuing Legal Education Society of B.C.; Amy Danziger Shapiro - ALI-ABA; Paul F. Wood & Jennifer Flynn - Legal Education Society of Alberta

BOOT CAMP AGENDA

Moderator: Rob Seto - Continuing Legal Education Society of B.C.

8:15 Continental Breakfast
8:30 Introductions and What You Hope to Gain as an ACLEA Member
8:45 The Basics of Marketing CLE Products: From Ideas to Follow-up - An overview of a professional marketing approach for courses and books utilizing your entire organization, while understanding and adapting to the unique qualities and evolving world of our CLE customers.
9:45 Break
10:00 Program Planning from A to Z - Discover how to make contacts, decide on subjects, content, faculty and formats, understand budgeting and pricing, develop timelines and deadlines, and how to analyze your results.
11:15 Technology and CLE - Learn how to maximize technology in your daily operations, programming, marketing, publications, and website presence. Make the most of what you already have while looking toward the future of CLE and technology.
12:00 Networking Luncheon
1:15 Breakouts

In-House/Professional Development - CLE tracking methods and record keeping; marketing to in-house lawyers; delivering programs to lawyers outside your home office. How CLE providers can work with In-House/Professional Development teams.

Publications - Curious about publishing CLE books, working with authors or writing a manuscript? Discover ways to produce, edit, market and work with vendors to publish CLE even if you don’t have a publications department.

Round Table Discussion - Exchange ideas, problems, frustrations and solutions on the latest topics in a moderated format.

2:00 Break
2:15 The MCLE Application and Reporting Process - Are you looking for ways to simplify the MCLE application and recording process? Find out how to work with accreditation agencies and get answers to your questions about different state MCLE requirements.
2:45 Finance and Negotiation Techniques - Gain insight on how to save money at your seminars and conferences with budgeting, expense monitoring and financial ratios, while learning proven hotel negotiation strategies.
3:45 Panel of Experts
4:15 Adjoin

10:00 a.m. – 4:00 p.m.
Trip to Grouse Mountain (ticketed event)
See Special Events Schedule for details. Meet in the hotel lobby prior to 9:45am for the trip. Bus will return to hotel by 4:00pm. Cost per person is $50 USD (does not include lunch) with a minimum of 25 registrants required. Please make your required reservations on the registration form.

6:00 p.m. – 7:30 p.m.
Welcome Reception Honoring New Members and Faculty
Open to all attendees!

7:30 p.m.
First Time Attendees Dinner (Ticketed Event By Invitation Only)
A special networking opportunity for First Time Attendees to meet and greet their colleagues over a delicious meal.

SUNDAY, AUGUST 3, 2008

7:30 a.m. – 5:45 p.m.
Registration and Exhibits

8:30 a.m. – 9:30 a.m.
SIG Meetings
(Executive Leadership, Publications, State & Provincial Bars)

8:30 a.m. – 9:30 a.m.
Charlotte Planning Committee Meeting

9:30 a.m. – 9:45 a.m.
Networking Break and Exhibits

9:45 a.m. – 10:15 a.m.
Announcements and President’s Welcome
Gregory J. Smith - National Institute for Trial Advocacy

10:15 a.m. – 11:30 a.m.
Plenary Session

Don’t Go to Work Unless It’s Fun!
It is estimated that two thirds of workers don’t get satisfaction from their work. Frank Sanitate has committed himself to changing that. In his interactive presentation he shows how work can often be fun and always be satisfying. He covers simple but powerful ideas on how people can change, how to tackle any problem and the nobility of your profession. He also gives the three resolutions to all work problems and guarantees that one of them will work in every situation.
Frank Sanitate – Frank Sanitate Associates and Quality Time Pros

11:30 a.m. – 1:00 p.m.
SIG Luncheons (ticketed event - open to all registrants)

Executive Leadership—Join colleagues for a chance to reconnect, brainstorm new ways to better do what we do, solve some hot-button issues and indulge ourselves in discussing the future of CLE. From this not-to-be-missed luncheon you will walk away with at least one fabulous new idea, affirmation for some of those brainstormers (or possibly crazy ideas) going through your head, and feeling good from connecting with others who do at least some of what you do, day in and day out. Moderated by Lisa Deane - State Bar of Arizona
Marketing— “Looking at the Nitty Gritty” - In this interactive discussion, we will be looking at tracking our marketing efforts to see what is working and what isn’t. Why does it matter and how does it help us? What tools can we use? Join us with your questions, your experiences, and your ideas. Moderated by Amy Danziger Shapiro - ALI-ABA and Leslie Myers - Texas Institute of Continuing Legal Education

Publications— “Exploring the Editing Process” - The Publications SIG has been considering standards for CLE Publications, one of which is that a CLE Publication, as opposed to a seminar handbook, must be edited. But what exactly does “edited” mean? The SIG will explore the editing process and the types and levels of editing that different shops undertake in preparing their books for publication. Moderated by Linda Kruschke - Oregon State Bar and Sharon Sandle - State Bar of Texas

Technology— A discussion of the current state of technology in the MCLE offices and what that means for more online and automated accreditation applications and attendance reports. Form1.org will share some of their experiences working with states and some providers. A group discussion concerning the greatest benefits for standardizing the applications, attendance and credit data will be suggested. Moderated by Ralph Lord - Form1.org/CPE Partners

1:15 p.m. – 2:30 p.m.
WORKSHOPS A

Making a Great First Impression: Keys to a Successful New Lawyer Program
New lawyers need our help to make a successful transition into practice. If we can make their first seminar a fun and rewarding one, they’ll keep coming back for more. In January of 2002, Minnesota CLE launched the New Lawyer Experience, a two-day institute designed for new lawyers, and we recently added a one-day summer version. If you want to create a new lawyer seminar or re-energize an existing one, attend this session to learn what topics work, what new lawyers say they like, and what special features turn a regular seminar into an “experience.”
Timothy M. Morrow – Minnesota CLE

Nuts and Bolts for the 21st Century Live CLE Program
In this session we will explore hard copy books vs cd roms for program materials; pros and cons of emailed pdfs; laptops, laptops everywhere-what to do and impact on programming, education and room set-up. Is Wi-Fi the seminar provider’s friend? What about BlackBerries in the classroom and the use of audience response systems? We hope to hear from attendees as to the emerging challenges they are facing with the end result being an article on these discussions for everyone. Please join us.
Mark Sideman – Washington State Bar Association
Paul F. Wood – Legal Education Society of Alberta

Publication Brochure Overdesign – What Works & What Doesn’t in Direct Mail?
When it comes to marketing publications through direct mail, do you know what works and what doesn’t? Are you sure? What approach will help you sell your next publication? Join us for a highly interactive discussion where we will review what has worked (and what hasn’t) by looking at real-world publication brochure examples. Using direct mail pieces sent by several organizations, the audience will be given the opportunity to “guess” which were most effective, with prizes for winning answers!
Robert Anderson – LexisNexis

Time Mastery for the 21st Century
Has technology simplified your life? For those who want to move from managing time to mastering it, Frank Sanitate gives 20 simple but powerful practices that can make a difference immediately. His interactive presentation covers how to be the master rather than be the servant of technology, how to get and stay organized, and how to go home satisfied every day.
Frank Sanitate – Frank Sanitate Associates and Quality Time Pros

2:30 p.m. – 3:15 p.m.
Exhibit Hall Showcase
Don’t miss this opportunity to learn about the products and services offered by the exhibitors and sponsors who help support our ACLEA meetings. Get your Bingo card stamped and enter to win a free registration to ACLEA’s next meeting!

3:15 p.m. – 4:30 p.m.
WORKSHOPS B

Beyond ROI – What Value in CLE Really Means
Like law practice, CLE is increasingly being driven by business considerations that focus on the bottom line. But much of the value of CLE, like law practice, is hard to quantify or to monetize. This session will move beyond the financial statement to discuss the intangibles of CLE that represent value as human beings see it and feel it. For example, why do live webcasts excite the market more than archived materials? Why is a user-friendly website design more potent than the nanoseconds saved by a more powerful search engine? How does staff education and team building result in a more robust CLE seminar or publication? How does food and the opportunity for collegiality at a seminar drive up its perception of value. Join these CLE veterans for an interactive discussion of what’s really important in the CLE biz.
Lisa Deane – State Bar of Arizona
Patrick A. Nester – State Bar of Texas

Curriculum for the Seasoned Lawyer
Most continuing legal education is geared to lawyers in the middle range, not newbies and not the most seasoned or the specialists. But with the greying of the profession, the needs of more experienced senior attorneys is a pressing concern. Whether you are a CLE organization, law school or law firm, you want to engage older, seasoned attorneys in your programs. We plan for this to be interactive and encourage everyone to bring their ideas of how to make programs attractive to “seasoned” practitioners. Share strategies that include topic ideas, second career programs, design of “advanced” or sophisticated programs, engaging format and more.
Thelma O’Grady – Bull, Housser & Tupper LLP
Sheldon J. Stark – Institute of Continuing Legal Education
Carole A. Wagan – Suffolk University Law School

Marketing on a Shoe String Budget for Smaller Organizations
What are the most important rules of marketing communications? Every point of contact counts and provides an opportunity to tune marketing. How do you get to know your subgroups to build marketing relationships and your image? How do you target precise subgroups within your contact lists? We also discuss networking and mentorship and unexpected marketing successes.
Susan Blair – Nashville Bar Association
Roxanne Mennes – King County Bar Association
LaVone R. Warren – Cumberland School of Law, Samford University
Virtual Meeting Alternatives: Comparing and Contrasting the “Best”
It seems that more and more work involves people outside the traditional office setting. Whether you deal with an author or a speaker, a contract editor, a consultant, or even your own home based staff, effective communication is a key to success. Virtual meetings can be the answer but with so many options and some additional expense involved, it’s hard to know which of the choices out there are best for your situation. Barron Henley of HMU Consulting will review the best of the alternatives in an informative and interactive session.
Barron K. Henley – Henley March & Unger Consulting, Inc.

Publication Advisory Boards: Pros & Cons of Using Them (Part 1)
Committees to advise on the creation & maintenance of CLE publications exist in many forms: editorial advisory boards and publication steering committees to name just two. Some organizations find their input extremely helpful; some find it a hindrance to the publishing process while other organizations operate without this type of guidance in any form. What’s the right choice for your organization? Come and share your experiences with the panel for an interactive discussion on the good, the bad & the ugly of publication advisory boards.
Anne Sanderson – Institute of Continuing Legal Education
Gregory J. Smith – National Institute for Trial Advocacy

4:30 p.m. – 4:45 p.m.
Networking Break and Exhibits

4:45 p.m. – 5:45 p.m.
WORKSHOPS C

Publication Advisory Boards: Pros & Cons of Using Them (Part 2)
Anne Sanderson – Institute of Continuing Legal Education
Gregory J. Smith – National Institute for Trial Advocacy

Negotiation and Perceptions in the Workplace
All CLE professionals deal with negotiations with external vendors, authors, speakers and more. Increasingly however, using negotiation internally to most effectively manage personnel has become a focus for organizations of all sizes and types. With information taken from social psychology, cognitive science, economics, game theory, and decision theory, Barry Goldman will guide us through these negotiation techniques and how they can be used more effectively in the workplace. Look forward to a lively and amusing session which will cause you to think differently about your workplace perceptions and interactions.
Barry Goldman – Barry Goldman Arbitration & Mediation

Your Customers Have Something to Say. Are You Listening?
To make better decisions, you need to get the right feedback from your customers and that starts by asking the right questions. If you are looking to understand what your customers really want, and what they are willing to pay for, this session is for you! Learn how to develop effective questions to get useful and meaningful answers, how to optimize your surveys and needs assessments to get consistent response rates, and learn the tips and tricks for sending and following up on your surveys. Customer feedback can greatly help sharpen your focus and take the guess-work out of your important decisions. If you want to take your surveys and needs assessments to the next level, don’t miss this session!
Alan Roberts – InSite Survey Systems
Meredith Woods – The Continuing Legal Education Society of British Columbia

6:00 p.m. – 7:30 p.m.
ACLEA Reception
Join your ACLEA colleagues at the annual reception sponsored, in part, by our Platinum Sponsor - Practising Law Institute. Tickets for registrants are included in your registration fee. Tickets for guests are $30 USD per person. Please make your required reservations on your registration form.

MONDAY, AUGUST 4, 2008

7:30 a.m. – 3:30 p.m.
Registration and Exhibits

7:45 a.m. – 8:45 a.m.
Committee Meetings
(Exhibitors/Sponsors, International, Public Interest)

8:45 a.m. – 9:00 a.m.
Networking Break and Exhibits

9:00 a.m. – 10:30 a.m.
Plenary Session
Leadership Skills with a Sense of HUMAN!
Yes, it is a hard business/life now! The pressures of rightsizing, productivity, and accountability can be overwhelming. Often, as leaders, we forget our SENSE OF HUMAN – the skills to reach in and out when motivating, coaching and relationship building in formal and informal interactions, presentations, conversations and negotiations. In her presentation, Dr. Jacobs explains techniques to evaluate and improve leadership communication skills. Dr. Jacobs will inspire you to help colleagues and clients feel important, willing to cooperate and satisfied.
Anita I. Jacobs – National Center for Effective Speaking

10:30 a.m. – 11:00 a.m.
Networking Break and Exhibits
11:00 a.m. – 12:15 p.m.
WORKSHOPS D

New Technology for Luddites
Even if you don’t know the difference between a Wi-Fi and a Hi-Fi or between Phishing and Fishing, this is your chance to get up to speed with the latest technology tools, terms and tips. From low-cost backup and disaster recovery to free online collaboration, this program will examine issues facing CLE professionals and introduce you to the technology that can help address them. This plain English discussion of the latest technology trends REALLY will help you work smarter and not harder!
Mark Rosch – Internet for Lawyers

Strategic Planning: A Necessary Evil?
Are strategic plans really necessary? What purpose do they really serve? Are they really worth the time and trouble or are they just a “necessary evil” that you have to painfully endure to keep your governing board happy? Does your strategic plan do more than just serve as the office equivalent of your home treadmill? How do you use a strategic plan? Can a strategic plan be leveraged for other uses? How do you make a plan practical? This session is not for the faint of heart. It is intended for those who “love the smell of magic markers in the morning.” Come learn the answers to these questions. See and touch real plans that you can take home, modify and use in your organization. CAUTION: All attendees will be required to surrender their magic markers before being allow admission to this session!
Raymond C. Ruppert – North Carolina Bar Association Foundation

Powerful Communication Skills: Winning Strategies for the CLE Professional
Do you know that less than 10% of what people believe is based on WHAT you say and that over 90% is based on HOW you say it? You’ll learn to understand the different messages conveyed by reading and effectively using non verbal communication. We will review S.A.L.E. ability – how you SOUND, ACT, LOOK and EMPOWER others, and the professional you are and plan to be. You will improve your ability to communicate with colleagues, executives, partners, attorneys, staff members, clients, prospects, and audiences.
Anita I. Jacobs – National Center for Effective Speaking

Access and Online: Seeking New Landscapes and Having New Eyes
Access is about the old and the new: tried and true methods complemented by innovative new approaches. In this panel you will hear about a variety of approaches that your colleagues are taking to support access including video replays, conference calls, archived webcasts, and live webcasts with and without video from studios and from face to face events at hotels. For each of the approaches, you will consider the advantages, disadvantages, challenges, opportunities, costs, uptake and implications of mandatory rules. Your experiences and perspectives will add to the landscape.
Ron Friesen – The Continuing Legal Education Society of British Columbia
Jane Neveleff – Law Society of Upper Canada
Ann B. Vaden – Virginia CLE

The Role of Forms in CLE Publications: Where Do We Stand?
For years, forms have been a vital part of publication departments across the country and an asset that was “in demand” by attorneys in many different practice areas. Is that still the case? Are forms still a key content requirement for a complete publications operation? More importantly, what expectations do attorneys have for forms? Is there a place for the traditional word processing form, what’s the role of fillable PDF forms, and where do automated forms kick in? It’s time to find out in this informative discussion.
Kristin Huotari – State Bar of Wisconsin
Judith Knight – State Bar of Wisconsin

12:15 p.m. – 1:45 p.m.
SIG Lunches (ticketed event - Open to SIG Members only)

Entrepreneurs — ACLEA’s newest SIG is devoted to issues important to for-profit and entrepreneurial organizations, including marketing, logistics and client development/relationship management. Whatever critical business issues are facing your organization, there’s a good chance that someone in the SIG may have already faced a similar issue and can offer a solution for you. Join us for a roundtable discussion addressing the topics important to you. Moderated by Roy S. Ginsburg - Roy S. Ginsburg, J.D.

In-House/Professional Development — Many firms and organizations are working to integrate traditional CLE training and broader career development initiatives in an effort to retain their best talent, recognizing that both functions are important to the success of every lawyer. Join us for a discussion on ways to enhance attorney workplace satisfaction by providing various career development options such as external opportunities, alumni programs, enhanced mentoring initiatives, rotations to different practice groups, timely performance reviews and individual coaching. Come and share your questions, suggestions and ideas that have worked for you! Moderated by Kristen Ireland - Shearman & Sterling, LLP and Jane S. Rhee - Shearman & Sterling, LLP

Law Schools — “Working with Groups Within Your Institution” – Working with faculty and other groups within the organization is often necessary and can be beneficial. Join us for a discussion about how to keep these relationships positive while maintaining your goals and objectives. Moderated by Tyler Hickey — Stetson University College of Law

Local & Specialty Bars — “We’re All in this Together” – Members will discuss common goals and strategies for developing business plans and CLE programs in their organizations. Moderated by Cher Carrothers - Toledo Bar Association and Pat Edelen - Kentucky Justice Association

Nationals — Join us for a useful exchange of ideas on general benchmarking trends, faculty selection, the direction of technology, and other issues unique to National providers. Moderated by Tia Embke - National Business Institute and Earnestine Murphy - American Bar Association

State & Provincial Bars — When it comes to working with bar sections, do you feel like Dr. Doolittle’s llama-like creature with two heads that face in opposite directions − the Pushmepullyu? One head of the CLE beast is directed to keep moving towards the revenue stream, while the other head is instructed to assist sections with CLE activities and the goal of finding their own revenue streams. Can the battle of being pulled two ways ever be won? Come join us for the opportunity to share strategies and ideas for getting your Pushmepullyu moving in the same direction. Moderated by Donita Bours Douglas — Oklahoma Bar Association and Karen D. Lee — Oregon State Bar

2:00 p.m. – 3:15 p.m.
WORKSHOPS E

Live vs. Online Participation — How Do You Attract Both Markets?
Education has undergone a major transformation over the past decade. The learning environment is no longer limited to a classroom. In fact, many attorneys find it increasingly difficult to find time in their busy schedules to attend programs offered in venues other than those offered on the internet. A discussion of marketing strategies and of the pros and cons of live vs. online continuing legal education will be presented, and a brief summary will be given of how the continuing legal education industry has evolved over the years since the establishment of online education.
David Kroll – State Bar of Texas
Amy Danziger Shapiro – ALI-ABA
Managing from the Middle
Webster’s American Family Dictionary defines “manage” as “To take charge of, supervise; To dominate or influence by tact, flattery, or artifice [ingenuity]; To be in charge or control of an enterprise....” Managing from the middle is when you must supervise, influence and take control of your enterprise while having little decision-making authority or protection within your organization. That seems to cover everyone except maybe President Bush, whom we assume isn’t managing from the middle, but even he has had someone named Kucinich nipping at his heels shouting “Impeachment!” Join us as we explore how to gain respect and influence within organizations, supervise staff, take charge of operations within departments, and facilitate change without decision-making authority. Accomplish all this while maintaining the trust and respect of staff [and the boss(es)], plus successfully developing your career and influencing the future of your organization.

Dorothy Palazzo – Jones Day
Roger B. Curlin III – Holland & Knight LLP

Publications and Programs: How They Can Work Together
Many CLE organizations have both publications and programs departments. The success of one in many ways drives the success of the other. In this session you’ll hear from two organizations that have worked hard to coordinate and allow both departments to work extremely well together. From the obvious to the innovative, this session will give you many great ideas on how best to maximize opportunities and turn two potentially different groups into one very effective team.

Lisa Muench – Pennsylvania Bar Institute
Christine M. Reilly – Virginia CLE
Pamela Davies Smith – Pennsylvania Bar Institute
Ann B. Vaden – Virginia CLE

A Blue Print for Your Practice Success
Attend this “FOCUS” breakout session to build success into your practice with 21st century methodologies and throw away those business plans with volumes of pages that become stagnant in 30 days. Learn how to integrate your vision, mission, objectives, strategies and plans through focus exercises and take away a draft of a one-page business plan for your practice that you can immediately begin to put into action and continue to build, keeping it fluid to meet your needs.

Joyce Paes – Paes & Associates

The Granville Island Networking Excursion (ticketed event)
See Special Events Schedule for details. Gather in the Hyatt Vancouver Hotel lobby beginning at 3:45 p.m. Bus will drop off directly at Granville Island and begin looping. Cost per person is $18 USD. Please make your required reservations on your registration form.

Plenary Session
You Say You Want A Revolution: Lessons From a Most Radical Transformation
Starting in early-2006, the National Institute for Trial Advocacy moved their offices from Indiana to Colorado, hired an entirely new headquarters staff and, in the process, took a fresh look at everything from budgeting to bonuses, calendars to curriculum, e-marketing to employee engagement, standardization versus mass customization, training, warehousing and everything in between. Join COO Steve Gibson, Director of Programs Wendy Velez and other senior NITA staff as they present a no-holds-barred discussion of lessons learned the hard way. You’ll leave with a better understanding of just what “deep change” can mean, and improve your own chances for success in whatever revolutions big or small you have planned.

Steve Gibson – National Institute for Trial Advocacy
Wendy Velez – National Institute for Trial Advocacy

ACLEA Luncheon for Various Sized CLE Departments (ticketed event)
Do you have marketing, publications and IT departments or individuals? Do you do all three by yourself? Are you riding solo or in a posse? Join your fellow CLE “Mounties” for a lunch with colleagues in similar sized departments as they investigate and share new ideas. Cost per person is $26. Please make the required reservations on your registration form according to your department’s size.

Online Publishing Models
The Internet has opened a whole new world of possibilities for publishing – but what’s the best way to sell your books online? The subscription model is intriguing, but what about the organizations that are just selling access to one publication at a time? How is online publishing working out for organizations who have already taken the leap? This presentation will take a closer look at a few of the options and how they are working out.

Linda Kruschke – Oregon State Bar
Megan K. Moore – Illinois Institute for CLE
Christine M. Reilly – Virginia CLE
Podcasting: The Practical Presentation and Demonstration (Part 1)
Podcasting is here to stay. More and more people are downloading podcasts for a variety of reasons in larger numbers every day. But what does podcasting mean to the CLE professional? Is it an easy way to send supplementary material to seminar attendees? Is it a distribution method for programming? Is there a way for an attorney to listen to a podcast and receive CLE credit? This first session will focus on the mechanics of podcasting and delve into these basic questions and issues. Whether you offer podcasting now, or want to know more about how it can be done, this is an essential and very interesting session. This session will be recorded and posted as a podcast on the ACLEA Web site!

Richard J. Vittenson – American Bar Association
Pamela Wilson – The State Bar of California

Mentoring Younger Lawyers: Why Most Law Firm Programs Don’t Work
Everyone thinks they know what mentoring is - but do you know that mentoring, like the practice of law, has changed dramatically over the past 20 years? Young associates expect to be mentored differently than their partners were mentored. And if they don’t get it - they will leave. Mentoring is the easiest and most cost effective program for a law firm to retain and recruit associates - yet many associates give their firm low marks for mentoring even when there is a program in place. Learn what younger lawyers want out of mentoring and how to sell this to partners. Find out how to satisfy associates and inspire partners to better mentoring from a lawyer coach and practice consultant who specializes in designing law firm mentoring programs that work for both associates and partners. Learn how different generations speak different languages, how associates want something more than training, how partners can be convinced to take the time to be better mentors, and how mentoring passes on a firm’s values and ethics.

Linda K. Robertson - Advocacy Legal Consultants

Marketing Online and the Delivery of Service
Back by popular demand, marketing expert David Bogart will discuss what you need to know about online marketing and the delivery of service. Attend this informative session and learn about online e-commerce (monetizing the archive of video content); the business case selling archives of digital content; the importance for customers’ segmentation; and the user experience!

David Bogart – Pipeline Health Incorporated

When Collaborators Turn into Competitors: Warning Signs, Strategies and Outcomes
Working with groups both internal and external to your organization or department is critical to the ongoing success and even survival of a CLE provider. Those groups, however, may make decisions independently that can strongly impact the position and business of a CLE provider, e.g. groups with whom you have a political or organizational relationship may seek alternate partners; or a parent organization’s business plan may conflict with policies that help a CLE unit generate increased attendance and income. Using real life examples, this session will explore whether simply having policies, while critical, may not be enough when balancing the needs and agendas of the groups you work with. What other tools are available to you as you seek positive relationships with your groups while critical, may not be enough when balancing the needs and agendas of the groups you work with. What other tools are available to you as you seek positive relationships with your groups while fulfilling your own mission and business plan? The takeaways from this session include a chart of the characteristics of effective partnerships, and a checklist to review how prepared you are to head off or respond to stakeholder groups’ decisions that may have both short-term and long-term impact on your business success.

Moderator: Mark Sideman – Washington State Bar Association
Lynn P. Chard – Institute of Continuing Legal Education
Tyler Hickey – Stetson University College of Law
Mary Lynne Johnson – Atlanta Bar Association

2:45 p.m. – 3:00 p.m.
Networking Break and Exhibits

3:00 p.m. – 4:15 p.m.
WORKSHOPS G

Social Networking Sites: What Does the CLE Professional Need to Know?
Facebook. MySpace. LinkedIn. If these names sound familiar you need to attend this session to find out what you as a CLE professional need to know about these and other social networking sites. If none of those names sound familiar then you cannot miss this session to catch-up and find out what’s going on! What are the potential implications these sites have on CLE and how can they be used to your advantage? What do you need to watch out for, and how can they be beneficial? Learn how to find experts in the field for potential authors and seminar speakers. Learn what your audience says about your CLE’s and your instructors. This promises to be as fun as it is informative as our speakers help you delve into the new and growing world of social networking sites.

Kensi Gounden – Law Society of British Columbia
Carole Levitt – Internet for Lawyers

Facilities Issues: Negotiating Contracts, When to Walk Away
CLE organizations across the country are reporting more aggressive negotiating by hotels and other venues. CLE business is no longer a good business for hotels but our customers continue to want a “hotel ballroom” environment. What do we do and where do we go? There are new contract clauses, restrictions on space for CLE programs, and higher fees associated with hosting your programs at hotels. While you are going to pay more for space, there are many ways to save other dollars on-site. This is the session to go to for proven hotel negotiation strategies which will go right towards helping your bottom line.

Donna J. Passons – Texas Institute of Continuing Legal Education

Podcasting: Marketing and Presentation Issues (Part 2)
This second session will focus on marketing and selling podcasts. If your state does not allow CLE credit for podcasting should you still offer content to attorneys purely so they can have access to the information? How do you design your website to call attention to this new medium? What types of marketing will attract potential podcast purchasers - email, traditional direct mail, or other? Does this require an education process for the customer? This session will be recorded and posted as a podcast on the ACLEA website!

Richard J. Vittenson – American Bar Association

Building a Curriculum
Whether you are in a public or private law firm, you understand the importance of life-long learning for your lawyers. Hear how two leaders – Canada’s largest law firm and the Canadian Department of Justice – have developed training regimes that ensure their professionals, at all levels, are nurtured to reach their full career potential. Hear how they use various tools – including sophisticated syllabuses, internal and external presenters, hands on experience, multi-office videoconferences, checklists, individual learning plans and others – to create top-notch professional development programs in their organizations.

Mark V. Lewis – Borden Ladner Gervais LLP
Melody Robens-Paradise – Department of Justice, Canada
Building Print Companion Websites
Offering a web site as a companion to a print title is a great way to enhance the content and value of the print title, offer more frequent updates, and enhance the brand of your organization – with an investment that matches your budget. Come to this session to discuss strategies for building websites that serve as companions to print products. What sorts of content and functionality would your members find useful? And how do you promote these hybrid products in the marketplace?

John Hayes - LexisNexis

4:15 p.m. – 5:15 p.m.
Plenary Session

From Podiums to Podcasts - A Practitioner’s View of the State of CLE
A familiar face to many, Larry Pozner brings his experience and humor to ACLEA for a look at the changing world of CLE. While technology is providing new and exciting options, other more traditional formats are on their way out. What do all these new options mean and is variety the spice or a confusing nightmare? Mr. Pozner sees CLE from several perspectives: in addition to being a successful author and 20-year veteran of the CLE speaking circuit, he is founding partner of a growing firm with young attorneys who have their own ideas about CLE! Join Larry for an entertaining look at where we’ve been, where we are, and where we’re going.

Larry Pozner – Reilly Pozner & Connelly LLP

6:00 p.m. – 10:00 p.m.
ACLEA Closing Event at the Capilano Suspension Bridge
See Special Events Schedule for details. Tickets for registrants are included in the registration fee. Cost per guest is $75. Please make your reservation in advance on your registration form and be sure to include the number of guests attending.

Wednesday, August 6

8:30 a.m. – 5:30 p.m.
Trip to Town of Whistler, British Columbia

See Special Events Schedule for details. Gather in the Hyatt Vancouver Hotel lobby at 8:15 a.m. for departure. Cost per person is $30 USD (does not include lunch or special events.) Please make your required reservations on your registration form.

General Information

Registration — The program registration fee includes conference materials, admission to Sunday, Monday, and Tuesday sessions, the business meeting and breakfast, the Sunday reception and the Tuesday night special event. Saturday’s CLE Boot Camp sessions and all optional lunches and tours are separately priced. We must receive payment for optional sessions, lunches, and tours in advance of the conference to guarantee your reservation. All special event and tour fee payments are nonrefundable after July 18, 2008.

Spouse/Guest Fee — ACLEA has a spouse/guest fee for attendance at ACLEA meetings by those not eligible for ACLEA membership. This is a restricted fee intended for family members. Any spouse/guest who is interested in networking with other spouse/guests as well as friends in ACLEA, may pay a fee to cover the costs of food and beverage and attendance at some meetings. This $95 USD fee includes the welcome reception, continental breakfasts, business meeting breakfast, exhibit hall mixer, morning and afternoon breaks, and attendance at any sessions on topics that may be of interest. This benefit is extended only to those spouse/guests who are not eligible for ACLEA membership. ANYONE CONSULTING WITH OR EMPLOYED BY AN ORGANIZATION ELIGIBLE FOR MEMBERSHIP IN ACLEA IS NOT ELIGIBLE FOR THIS FEE.

Hotel Information — Our host hotel is the Hyatt Regency Vancouver. ACLEA has secured a special room rate of $179.00 CAD per night for double or single until July 10, 2008. To make your reservations, call (402) 592-6464 (in U.S. or Canada) or (0011)-1-888-421-1422 (International) and request the Association for Continuing Legal Education group rate. Please note: ACLEA has obtained this room rate by contracting a total meeting package at the Hyatt Regency Vancouver. ACLEA must meet certain minimum food & beverage and hotel room pickup requirements or ACLEA will face attrition and/or meeting room rental. In order for ACLEA to continue to provide a reasonable registration fee, we need your help. Please take advantage of the room rate we have negotiated and make your reservation by contacting:

Hyatt Regency Vancouver
655 Burrard Street
Vancouver, British Columbia, Canada V6C-2R7
Phone (402)-592-6464 (U.S. or Canada) or
(0011)-1-888-421-1422 (International)

ACLEA members can also make their hotel reservations online by visiting: https://resweb.passkey.com/go/65378a5

Special Rebate Policy — Registrants who stay at the Hyatt Regency Vancouver Hotel during this meeting will receive a $50 coupon that may be used toward the registration fee for a future ACLEA meeting held in 2009. Only one coupon will be offered per room reservation and cannot be redeemed for cash. Only attendees who pay the meeting registration fee are eligible for this rebate. The meeting fee coupon is nontransferable.

Transportation — The Hyatt Regency Vancouver is approximately 8 miles (25 minutes) from the Vancouver International Airport (YVR). An Airporter Bus shuttle is located on the international and domestic arrivals level curb, and runs every 30 minutes. One-way shuttle service is approximately $13.50 CAD, or a round-trip pass can be purchased for $21.00 CAD. (See www.yvrairporter.com for details.) Taxi and limousine service can be booked through the hotel guest services at (604) 683-1234. Taxi fares from the airport to the Hyatt Regency Vancouver are approximately $30 CAD one-way.

Cancellation Policy — All special event & tour fee payments are nonrefundable after July 18, 2008. Registration refunds, less a $50 USD processing fee, will be given to registrants who cancel by 5:00 p.m. Friday, July 18, 2008. If notice is received between July 18 and 25, 2008 at 5:00 p.m., refunds will be given less a $150 USD processing fee. No refunds or transfers will be granted thereafter.

Questions? Call or e-mail ACLEA headquarters at (512) 453-4340 or aclea@aclea.org.

Back cover photo courtesy of Tourism Vancouver.
Why You Should Attend:

The Vancouver Planning Committee had its work cut out for it. Year after year, meeting after meeting, feedback from attendees indicates that the latest ACLEA meeting was the best yet! So what does a planning committee have to cook up to ensure that this streak doesn’t end with their meeting? If you are the Vancouver Committee, you take comfort in knowing that your destination city was voted “The Best City in the Americas” three years in a row by Condé Nast Traveler magazine. You then use that momentum to venture out and collect all of the best ingredients possible for an unforgettable conference – an outstanding line-up of plenaries, workshops and networking opportunities – all hand-picked to ensure the highest quality and freshness. Finally, you mix all of these ingredients together in a big Hyatt, add a heaping scoop of Vancouver attractions, a dash of Whistler, and voilà! We present to you the 2008 ACLEA Vancouver Annual Meeting. It’s all here – but will it be the best meeting yet? Only after adding the most important ingredient... YOU!