



FDCC

DEFENSE LAWYERS. DEFENSE LEADERS.

An organization of distinguished defense and corporate counsel dedicated to knowledge, justice, and fellowship.

FDCC E-Newsletter February 2016

Happy Valentines, Presidents Day, and Do a Grouch a Favor Day (all of which come in mid-February)!



Lee & I cannot wait to see you soon in San Diego. Bob & Erin Christie's meeting and Ned Currie's program have attracted a crowd; we expect to see a number of our friends and colleagues at this meeting. It's still not too late to

escape the doldrums of winter, register, and come join us at the Hotel Del.

I personally love this time in the Federation calendar. I look forward to reconnecting with many of you and also look forward to thanking many of you in person who have made all of our initiatives, programs, and planning successful. I am more than half-way through my term and already I am taking stock of the many things we have been accomplishing. There's more to come, but it's also time to thank everyone for their efforts to date.

One of the people who drives much of our success and is always here to put his shoulder to the wheel and help



FDCC DEPOSITION BOOT CAMPS

The next Federation Deposition Boot Camp will be held in San Francisco on **April 4 - 5, 2016** at *Sedgwick LLP*. Your associates will learn all the aspects of taking and defending a deposition and will participate in three mock depositions to use the new skills they have learned. This is a great opportunity for them to learn and grow as young lawyers. Besides hands on experience, participants will receive the Deposition Boot Camp Manual and make many contacts which will contribute to them becoming a better

the Executive Committee. He and Elaine did a wonderful job chairing the Amelia Island convention. Despite their certain disappointment at not being able to show us the Puerto Rico meeting they had completely planned, they scrambled and seamlessly presented an elegant and fun meeting in Florida.

Walter also serves a prime example of what every Board member would say: get involved! He likely does not recall that *many* years ago I was seated next to him in a committee meeting and he was musing aloud, assessing what tangible benefits he was getting from his Federation involvement. He was thinking that he either needed to increase his involvement or find another outlet. I remember that like it was yesterday and am very thankful that he chose to get very involved. I know we are better for everything Walter and Elaine have done for us and I trust they feel the same.

So, get involved!

See you soon,



NEXT BOOT CAMP

June 13-14, 2016

Nutter, McClennen
& Fish LLP
Boston, MA

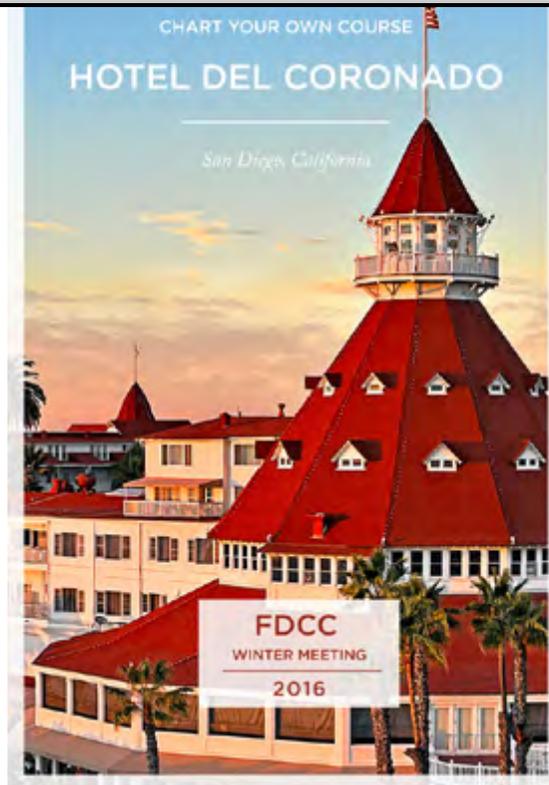
Faculty

Elizabeth F. Lorell
Andrew B. Johnson
Joanne T. Blackburn
Jennifer E. Johnsen
Robert E. Cooper
Seth Gausnell

[Click here](#) for the brochure.

CYBER BREACH & SECURITY SECTION

The Board of the FDCC is considering the formation of a Cyber Breach & Security substantive law section. We believe that this developing area of the law offers new and exciting growth opportunities for FDCC members. Our bylaws require that we have at least 7 interested members to establish a new substantive law section. Cyber security is a pervasive issue that affects almost all practice areas and the Board believes that we will gain significant efficiency by having one section looking globally at this topic. This new section will be charged with disseminating content to both the P&O Committee and to our members at large. If you have an interest in getting in on the ground floor with the



Our Winter Meeting in San Diego is upon us and with more than 530 registrants, it is the place to be at the end of this month! At the time of this writing, the weather is perfect; sunny and 81!

Our surprise opening keynote speaker is no longer a surprise. We will be honored by the presence of Rear Admiral Ray Smith, USN (Ret.), former Commander of the Navy SEAL force. If anyone knows the qualities of leadership, it is Rear Admiral Smith. You won't want to miss hearing him.

To further help you prepare, let us remind you the "What to Wear" letter is posted on our [website](#). You will also find the latest, updated, as-accurate-as-we-can-be brochure. Some times and places have changed in the past months so do check out the current version.

The book club is reading "Dead Wake, The Last Crossing of the Lusitania." The story will grab you so start reading tonight and you will be part of this conversation. Mary Alice Collins describes the book this way, "With a narrative as deceptively smooth as the calm water along the Irish coast, author Erik Larson delivers a riveting

either [Marty Streeper](#) or [Mills Gallivan](#)



Make Plans Now to Attend the 13th Annual FDCC Corporate Counsel Symposium!

**September 18-20, 2016
Philadelphia,
Pennsylvania**

The Federation of Defense & Corporate Counsel's 13th Annual Corporate Counsel Symposium (CCS) will be held on September 18-20, 2016 at the Sofitel Hotel in Philadelphia, Pennsylvania.

The theme for this year's CCS is the "21st Century Practice of In-house Counsel: A Look Ahead."

In past years, we have had keynote speakers such as Ben Heinemann, Judge Andrew Napolitano, and in 2012 when we were in Philadelphia last, co-keynote speakers were Governor Ed Rendell and Reince Priebus, chairmen of the Democratic and Republican parties, respectively. As we are now in another election year, we will be bringing you speakers who have their pulse on this year's presidential campaign.

an unanticipated sequence of events put the luxury passenger liner in the path of Captain Walther Schwieger. The torpedo fired from his U-boat blew a hole the size of a house beneath the ship's waterline, claiming the lives of 1,195 passengers and crew. Larson crafts a complete story of the historical event with suspense, riveting detail and description of the lethal technology of early submarine warfare. Larson is the author of *In The Garden of Beasts*, *The Devil In The White City*, and *Thunderstruck*. He is a resident of Seattle."

Part of our "work" in preparing this meeting for you was to taste a lot of food created by the crew at the Hotel Del Coronado when we visited in November. We asked the chef to create a menu from around the Pacific Rim for our Dinner Dance on Thursday. We chose 3 entrees and though they may sound exotic, be assured they were proclaimed delicious by everyone and every palate on our committee. The beef entree is a slow roasted short rib with an Asian flavor profile served on an artful combination of potato & mushroom with a green pea puree. Everyone swooned. The fish entree features a nice portion of King Salmon on a bed of clams and potato with a lovely, light coconut broth. It sounds exotic, but is very refined and delicious. The vegetarian entree is beautiful and generous; a cauliflower "steak" played on a bed of white corn polenta with asparagus & roasted tomato and a harissa vinaigrette. Again, we were all impressed. This is not your usual banquet fare! It is interesting and excellent and your convention team truly hopes you will enjoy our final dinner together.

Pack your bags and set your course for San Diego!

Bob & Erin Christie
Convention Chairs

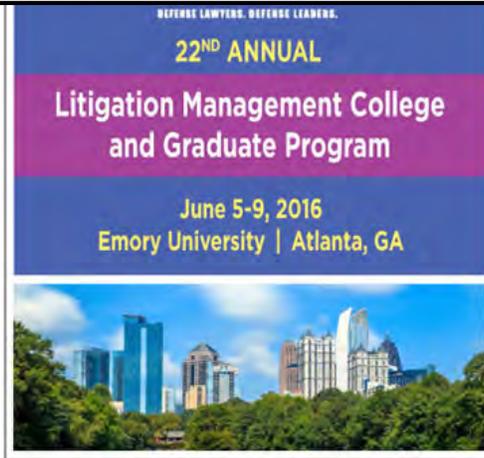
Get Your Competitors' Clients to LOVE YOU:

you can anticipate a lively and informative presentation.

We will have engaging and entertaining panels of in-house counsel from both small and large US corporations who will address such issues as law department performance via metrics and analytics, data privacy and cybersecurity, and governmental investigations, the *Yates Memo*, what impact if any, has it had on the Department of Justice's prosecution of individuals. In a special Sunday afternoon session, we will learn from members of the rules advisory committee about how federal district courts are implementing the most recent amendments to the Federal Rules of Civil Procedure.

To minimize your time out of the office, this year's CCS will go from Sunday afternoon to Tuesday afternoon and promises to be full of cutting-edge information to provide several takeaways designed to help reduce and/or prevent corporate risk. Many attendees of past Corporate Counsel Symposiums have remarked how they and their clients have been the beneficiaries from knowledge gained at a CCS.

As such, we cordially invite you to this year's Corporate Counsel Symposium. Registration fees for in-house counsel attending this year's CCS will be waived. Registration will be open soon on the [FDCC website](#). For more information, contact



We learned in the November e-newsletter how to get your **clients** to LOVE you: by introducing them to the LMC and LMC Grad Program. This was a good start!!! Then, in our next e-newsletter, we showed you how to get your **partners** to LOVE you. NOW, we will delve into the more difficult topic of getting **POTENTIAL clients** to love you.

How? By showing them how absolutely great you are at taking care of your clients. Introducing potential clients to the FDCC's Litigation Management College or Grad Program shows everyone you invite how much you care not only about doing an excellent job on the litigation assignments you receive, but about the professional development of the insurance industry and, most importantly, about them. For example, teaching claims professionals how to prepare for and behave in a deposition is an invaluable experience that you can give them through the LMC and the Grad Program. Our faculty members not only talk about what to do in a deposition – we show them how to do it. Then we practice with them and try it out again, together. This solidifies a level of confidence that is unsurpassed.

What can you do to show clients who might not be sending you business that they should give you a try? Just get your list of potential clients and send them a nice letter introducing them to the LMC and the LMC Grad Program. The fact that you are part of the prestigious FDCC, when combined with a letter showing these potential clients how much you care about them, will impress them so dramatically that they might just give you and your firm a try.

NEW MEMBERS

(Since last newsletter)

Paulo Cruz Almeida

*Kennedys
Lisbon*

Sean P. Armstrong

*ConocoPhillips Company
Houston, TX*

Jill M. Gerdrum

*Axilon Law Group, PLLC
Missoula, MT*

Daniel C. Gerhan

*Boston Scientific Corporation
Arden Hills, MN*

Susan E. Gunter

*Dutton Brock LLP
Toronto, ON*

W. Mitchell Hall, Jr.

*VanAntwerp Attorneys, LLP
Ashland, KY*

Kimberly W. Herlihy

*Vorys, Sater, Seymour and
Pease LLP
Columbus, OH*

Charles M. Jarrell

*Guglielmo, Lopez, Tuttle,
Hunter & Jarrell, L.L.P.
Opelousas, LA*

Harry I. Johnson, III

*Morgan, Lewis & Brockius
LLP
Santa Monica, CA*

Susan Lindberg

*Eni US Operating Co. Inc.
Houston, TX*

L. Earl Ogletree

*Wiggins Sewell & Ogletree
Oklahoma City, OK*

that follows to suit your audience and personality for the LMC and for the LMC Grad Program. Second, send it to as many potential clients as you can. Third, call the people you send this to and use the occasion as an opportunity to engage so that they can learn about you. Even if you only land one new source of business, this will have been a worthwhile letter and call.

Dear _____:

I would like to let you know about the BEST litigation management training program available: the FDCC's 22nd Annual Litigation Management College, which will be held at Emory University in Atlanta, Georgia, from June 5-9, 2016. A copy of the LMC Brochure is attached. Here's what it will do for your colleagues:

1. *Hone Skills Immediately*
2. *Learn Key Substance*
3. *Boost Efficiency and Productivity*
4. *Increase Your Company's Profitability*

This one-of-a-kind program receives rave reviews: "LMC is perfect for claims adjusters looking to hone their litigation management skills. I valued my time at the conference, and look forward to applying the lessons learned to improve my day-to-day claims handling."

Your management will be amazed at the gains your colleagues will show the day they return from this program. I will be in touch with you shortly to answer any questions you might have or call me to find out more.

Very truly yours,

FDCC Member

Take a minute and introduce a potential client to this *Best in Class* program. Think small and send it to three or even five people. It is a great "excuse" to introduce yourself. It will be good for your reputation and may just land you a nice new account! [Click here](#) to register for the LMC and

*Farmers Insurance Exchange
Affiliates
Westlake Village, CA*

Maria S. Quintero
*Hinshaw & Culbertson LLP
San Francisco, CA*

Matthew R. Rechner
*McDonald Hopkins LLC
Cleveland, OH*

Thomas S. Rice
*Senter Goldfarb & Rice LLC
Denver, CO*

Andrew ("Drew") J. Yoder
*CITGO Petroleum
Corporation
Houston, TX*

FDCC PUBLICATIONS

[Hot Cases](#)
[Article of the Month](#)
[E-Newsletters](#)
[Insights](#)
[Federation Flyer](#)

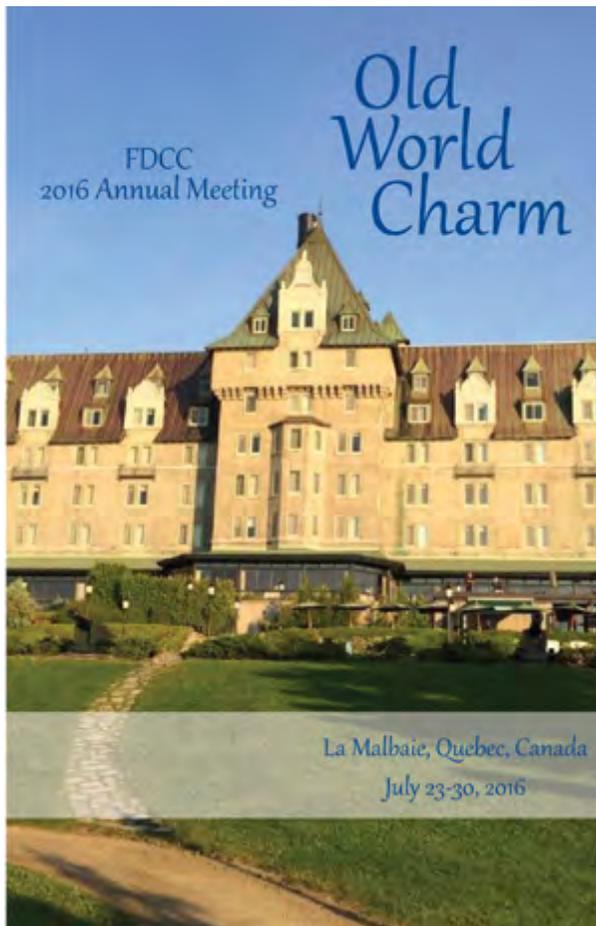
CALENDAR OF EVENTS

Feb. 28 - Mar. 4, 2016
FDCC Winter Meeting
Hotel Del Coronado
San Diego, California

Apr. 4 - 5, 2016
Deposition Boot Camp
Sedgwick LLP
San Francisco, California

June 5 - 9, 2016
**Litigation Management
College & Graduate
Program**
Emory Conference Center

Admissions, 617-737-9047.



We are just a few months away from our Annual Meeting in Charlevoix, Quebec. The peaceful elegance of the St. Lawrence River awaits you at the Fairmont Le Manoir Richelieu. The picturesque landscape is breathtaking and staff is most welcoming. Please visit the [hotel website](#) to learn more about the venue for our Annual Meeting. You should also consider making hotel reservations right away by calling the hotel or reserving your room [electronically](#). Rooms must be reserved by June 27, 2016.

The nearby town of Baie-Saint-Paul, which is the birthplace of Cirque du Soleil, was the inspiration for our theme party, "Fed Circus." You will be amazed and dazzled by live performance on the ground, and in the air.

Nancy Hogshead-Makar is an attorney and Olympic swimmer from the 1984 Olympics. She will talk to us

June 13 - 14, 2016

Deposition Boot Camp

Nutter, McClennen

& Fish LLP

Boston, Massachusetts

July 23 - 30, 2016

FDCC Annual Meeting

Fairmont Le Manoir Richelieu

La Malbaie, Quebec

and related litigation. Dr. Larry Sabato will speak later in the week and he will give us his predictions on the U.S. Presidential race as well as congressional and gubernatorial contests.

Please join us for our 2016 Annual Meeting in Charlevoix, Quebec.

Convention Chairs,
Mike and Tricia Glascott



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