



FDCC

DEFENSE LAWYERS. DEFENSE LEADERS.

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

FDCC E-Newsletter

January 2016

Happy New Year!



We are only weeks away from our Winter Meeting in San Diego and it is now time for you last minute types (you know who you are) [to register!](#) Bob & Erin Christie and Ned Currie have worked relentlessly to present us with an innovative look at our Winter Meeting. Both the meeting and program are going to leave everybody saying WOW! Lee & I look forward to seeing you all soon.

A parting thought: One of the traditions of the Federation which we occasionally take for granted is the continued commitment of our Past Presidents. I can say without equivocation that every Past President with whom I have spoken has offered to help me and the Federation in any fashion she or he can. I have taken many of them up on that offer and thank each one of them for their enduring devotion to the organization. It is heartwarming that each of them continues in their work for us despite the spotlight moving to their successors. So in San Diego, take a moment to thank them for the extraordinary efforts they have made and continue to make.



FDCC DEPOSITION BOOT CAMPS

ATLANTA BOOT CAMP

The Atlanta Deposition Boot Camp was held on **December 7-8, 2015**, at the offices of *Hawkins Parnell Thackston & Young*, compliments of faculty member Evelyn Davis. The faculty consisted of Joe Babington, Peggy Ward, Heidi Goebel, Evelyn Davis, and J.R. Murphy. The students gave their faculty an all-star rating. Student comments about the program included:

"Fantastic"

Just Some of the Many FDCC Members at the DRI Annual Leadership Conference in Chicago



Phelps Gay, Carter Thompson, Casey Stansbury, Brad Box, Jennifer Hoffman, Toyja Kelley (Second VP of DRI), Amy Mass, Doug Burrell, Amy Militech, David Anderson, Vicki Roberts, Gray Culbreath, Susan Gunter, Vicki Smith, Steve Farrar

Many other FDCC members were there including FDCC President-Elect Mills Gallivan, DRI Past Presidents and FDCC members Mike Weston and John Parker Sweeney, and DRI Board member and new FDCC member Lana Olson.

"I thought the lectures and materials provided were excellent, and my depositions will improve as a result of the program."

"The deposition manual and practical tips given by the instructors are great. I will definitely use them in my next deposition."

"I wanted to take the opportunity to thank you for the outline and all of the instruction you gave over the past few days. The boot camp was a great experience and I learned a ton of information that I will use in my career."

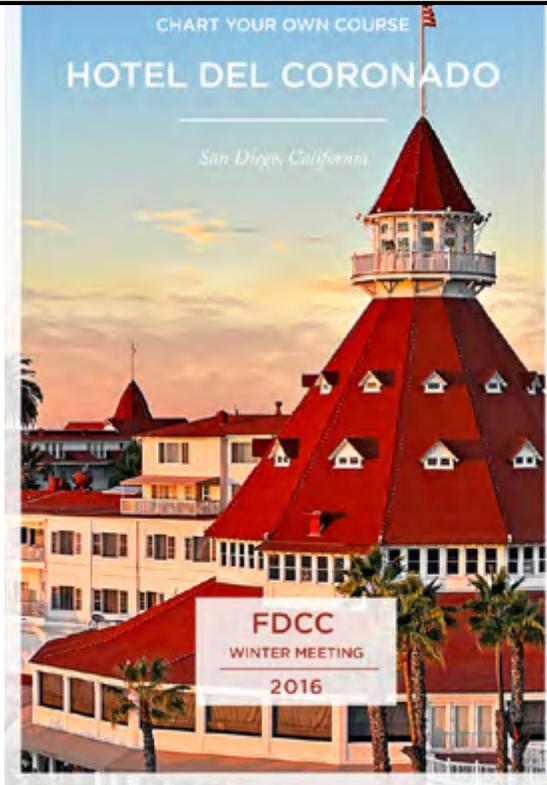
We are looking forward to the next boot camp on April 4-5 in San Francisco at Sedgwick.

Please register your associates and have them experience a program that will dramatically improve their deposition skills.

To register, [click here](#). If hotel accommodations are needed, contact Le Meridien at 415-296-2900 and mention Sedgwick to receive the firm's special rate of \$309. Other area hotels include The Orchard, the Omni, and the Grand Hyatt. For more information, contact [Marty Streper](#)

Faculty

Victor R. Anderson, III
Andrew B. "Andy" Johnson
Joyce C. Wang
Tiffany M. Alexander
Joseph M. Guillot
Seetal Tejura



Winter Convention Update – final countdown!

A quick Q & A

Q: How do I get the latest information on the convention?

A: Easy, go to our [website](#). We are updating the website daily, updating the brochure along the way, and posting the new version on the site.

Q: If I have reserved a room, do I need to register with the FDCC?

A: Yes indeed, and we would appreciate it if you would do that IMMEDIATELY. We have over 250 rooms reserved, but only half of these members with rooms have registered. So please register now!

Q: Why does it matter if I register now or later?

A: We need your money. And that event you plan to register for might be under-subscribed and cancelled. Simply put, it helps the whole convention team make the most informed planning decisions possible. So please register now.

OTHER BOAT CAMP DATES

June 13-14, 2016

*Nutter, McClennen
& Fish LLP
Boston, MA*

Faculty

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

[Click here](#) for the brochure.

SAN DIEGO CHARM



The beautiful views of San Diego and the San Diego Bay, while sailing on the Stars & Stripes and the majestic Pacific Ocean from The Del, gives inspiration to the selection of the sailboat charm pictured here. Chart Your Own Course and order a charm by indicating your desire to purchase one when you register. The cost is \$150. If you have already registered and would like a charm, let [Marty Streeper](#) know.

DELTA AIRLINES MEETING DISCOUNT

the landing page for the convention [website](#).

Q: I have reserved more rooms than I think I will need. Should I call the hotel and release the extra rooms?

A: Yes, please do that as soon as you know that the room is not needed. This frees up the room for one of your fellow members to book. And it helps the convention team make accurate decisions about whether to add or release rooms in our block. That translates to money savings that can be better spent on fun stuff.

Q: What is worse, El Niño or the Polar Vortex?

A: That is easy. The Polar Vortex is worse.



Here is the latest from the weather experts: "The first of two waves of arctic air associated with the pattern swept to the Atlantic coast on Monday. While temperatures

plummeted early in the week, the coldest air is yet to come." "Additional waves of frigid air will rotate around the polar vortex like a giant wheel with each pushing progressively colder air farther east and south," said Sosnowski. "The second blast of cold air arrived Monday night in the Plains and will continue south and east through the middle of the week. This one will be the colder of the two waves," from AccuWeather, Jan 12th.

If you have forgotten how bad it can be, [click here](#) for a Youtube video that will remind you (you really do need to watch this if you need a 7 minute humor break). Or check out the [Buffalo Ice Car](#).

Q: Is it too late to decide to attend this incredible event, spend a week participating in the best legal programming in the country while spending time with my friends participating in interesting activities, great food, great fellowship, and fun?

A: That sounds like a lawyer question. But the answer is something we already know—NO, it is not too late! Join us, we are ready to greet you.

All the best in the start of this New Year. See you soon in San Diego.

The FDCC has arranged a discount on Delta Airlines for the 2016 FDCC Winter and Annual meetings.

Reservations can be made [here](#). (If you are a SkyMiles member, log in before proceeding with your reservation.) Select *Book Your Flight*. This will bring you to the *Book A Flight* page; enter the meeting code, **MMMW8**, in the box provided.

You may also call Delta Meeting Reservations at 800-328-1111, Monday – Friday from 7am – 7pm CT. Please note there will be a nominal booking fee if you make your reservation by phone.

CHARLEVOIX JULY 23-30, 2016



We last visited the Fairmont Le Manoir Richelieu in 2003, an exquisite resort in the heart of French Canadian territory of Charlevoix. Every room in the hotel has been remodeled and awaits your arrival. This is the trip you have been waiting for and the spectacular vistas and wide range of activities will delight every member of the family.

Our theme is "Old World Charm" because this marvelous resort will allow



The Federation Foundation Needs Your Tax-Deductible Donations!



There is still time to donate your tax-deductible item to the 2016 Federation Foundation silent auction to be held at the San Diego meeting. If you have ever attended an FDCC meeting, you have heard presentations underwritten by the Federation Foundation.

Some of the items already donated, and items that we still need donated, include:

- Condos
- Vacations
- Wine
- Golf
- Gift Cards
- Photography
- Handcrafted Items

Come prepared to bid on exciting items, including the following:

- **4 nights at Scrub Island Resort, Scrub Island, British Virgin Islands** in a one bedroom suite with breakfast for two daily - donated by Joe Collier of Mainsail Lodging & Development.
- **1 week in 2 bedroom townhouse (sleeps 8) on Mount Hood, Welches, Oregon** on the 8th hole of golf course with skiing, ping pong, pool, and hot tub - *donated by Ron Clark of Bullivant Houser Bailey PC.*
- **1 week stay in a 3 bedroom, 3 bath cabin in McCall, Idaho** on a date to be agreed upon with the purchaser and host. The cabin is on the 11th fairway of Jug Mountain Golf Course and is located

luxurious accommodations, and a peaceful setting that will allow everyone recharge by the end of our conference. Le Manoir Richelieu is known for its rich history of European elegance, but visit their [website](#) to learn of all that this resort has to offer. FDCC members are encouraged to make hotel reservations directly by calling the hotel or reserving your room [electronically](#). Rooms must be reserved by June 27, 2016.

Don't miss a presentation by Nancy Hogshead-Makar, an attorney and Olympic swimmer from in the 1984 Olympics, who will talk to us about the advancement of girls and young women in sports through Title IX and related litigation. We will also hear from Dr. Larry Sabato, founder and director of UVA's Center for Politics, which predicts the outcome of elections with a remarkable accuracy rate for the Electoral College, Senate, House, and gubernatorial contests.

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

Convention Chairs,
Mike and Tricia Glascott

SAVE THE DATE
for the 13th Annual
Corporate Counsel
Symposium

September 18 – 20, 2016
Philadelphia, Pennsylvania

downhill and cross country skiing in the winter -
donated by Richard Hall.

- **1 week in a beach house on Anna Maria Island, Manatee County, Florida** - *donated by Lewis Collins of Butler Weihmuller Katz Craig LLP.*
- **3 night stay for one at The Old Kirby Place** fishing lodge in Montana during 2016 season - *donated by Bruce Alverson, The Old Kirby Place.*
- **4 tickets to a Tampa Bay Lightning** game of your choice for 2016-2017 season - *donated by Butler Weihmuller Katz Craig LLP.*
- **One week stay at Colin and Clare Croly's lovely home** "The Bluff" between July 5 and 19, 2016.

Please support the important work of the Foundation and forward information regarding your donations to [Stacy Broman](#) or [Victor Anderson](#). The Federation Foundation appreciates your support. Please consider donating to this worthy cause.

FDCC Connect Growing



Hard to believe yet another year has come and gone. It is also hard to believe how big FDCC Connect has become within the Federation over the past 2 years. We received so many comments following the beautiful meeting in Banff, regarding what the FDCC had done to enhance the law practice and lives of so many of our members. When Tim Pratt envisioned FDCC Connect to show how we could bring to light the many connections of our members, I do not think that he saw how it would grow and move to the forefront of the consciousness of our members. Vicki Roberts, during her presidency, took FDCC Connect even farther and now, the recognition given, to one who has best exemplified FDCC Connect, will be awarded at *each* meeting. John Mitchell and I have again been charged with obtaining nominations from our members for

TAMPA BAY AND CENTRAL FLORIDA LOCAL SOCIAL

Tuesday, February 23, 2016
5:30 – 7:00pm

Butler Weihmuller Katz Craig
400 N. Ashley Drive, 23rd
Floor
Rivergate Plaza, Tampa

Hosted by:
Mike Kiernan and Lauren
Curtis; *Traub Lieberman*

Brett Preston; *Hill Ward*

Frank Gassler; *Banker Lopez
Gassler, PA*

Lewis Collins; *Butler
Weihmuller Katz Craig*

Members are encouraged to
bring a guest who may be
interested in Federation
membership.

Please RSVP to [Marty
Streeper](#) or to [Toni Keen](#) by
February 15, 2016.

[We hope to see you there!](#)

NEW MEMBERS (Since last newsletter)

Sean Armstrong
ConocoPhillips Company
Houston, TX

Jill M. Gerdrum
Axilon Law Group, PLLC
Missoula, MT

counsel on cases that were so large that they created an entirely new practice area for a firm. We heard of connections made at the new members' gathering that resulted in invitations to stay at a new friend's home and take in an SEC Football game (is there any other kind of football?). Members related making referrals to their clients who needed counsel in a particular part of the country, and even the world, by referring to our "Blue Book" and having confidence that the individual being referred would not fail the client or the assignment. Others have developed great business and personal relationships because of their membership in the Federation and attendance at meetings. So help us continue to highlight FDCC Connect and email your nominations to me or John Mitchell for consideration at our Winter Meeting at the beautiful Hotel Del Coronado in San Diego, CA late February.

[Joseph M. Fasi II](#)

[John Mitchell](#)

Women's Networking Event



On December 8th, DRI Women in the Law & MassDLA, in conjunction with the Federation, held a very well-attended and successful Holiday Networking Event in Boston. Many thanks to those who sponsored: Conna A. Weiner, Esq., ADR; Key Discovery; EMK Consulting Group; and Yerhot Environmental Solutions, Inc.

Pease LLP
Columbus, OH

Susan Lindberg
Eni US Operating Co. Inc.
Houston, TX

Craig Orraj
Farmers Insurance Exchange
Affiliates
Westlake Village, CA

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

Matthew R. Rechner
McDonald Hopkins LLC
Cleveland, OH

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

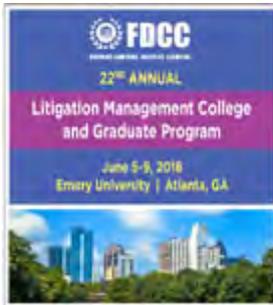
FDCC PUBLICATIONS

[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



We learned in the November e-newsletter how to get your **clients** to LOVE you: by introducing them to the LMC and the LMC Grad Program. This is a good start!!!

Now we will show you how to get your **partners** to LOVE you.

How? By showing them how valuable the FDCC is for you, them, and your entire firm. The secret? Introducing your clients and potential clients to the LMC and the LMC Grad Program can land you more business. Sounds simple and it is. Just get your list of 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 your clients how much you care about them, will impress clients so dramatically that: (1) they will send you more business, (2) your firm will profit, and (3) your partners will love you (even more). This is not hard, but it will require a few simple steps.

First, revise the form letter that follows to suit your audience and personality. Second, send it to as many clients and potential clients as you can. Third, call the people you send this to and use the occasion as an opportunity to engage and subtly remind them where they should be sending more work. Fourth, hire more attorneys to handle the new work.

Dear _____:

I would like to let you know about the BEST litigation management training programs available: the FDCC's 22nd Annual Litigation Management College and the 13th Annual Litigation Management College Graduate Program, which will be held at Emory University in Atlanta, Georgia, from June 5-9, 2016. A copy of the LMC Brochure and the LMC Graduate 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*

College & Graduate Program

Emory Conference Center
Atlanta, Georgia

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

FDCC "CONNECT AND LEARN" WEBINAR

February 11, 2016

"Looking Forward and Back:
How the Amendments to the
Federal Rules of Civil
Procedure are Impacting New
and Pre-Existing Lawsuits"
For more information and to
register, [click here](#).



FRIENDS & FAMILY

Our sympathy and thoughts are extended to the family of **William (Bill) McGuire**, who passed away in May. Bill became a member of the FDCC in 1973.

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 client or colleague to this *Best in Class* program. Think small and send it to five or ten people. It is a great "excuse" to call a client. It will be good for your reputation. [Click here](#) to register for the LMC and for the LMC Grad Program, [click here](#). For more information contact [David M. Governo](#), Dean of Admissions, 617-737-9047.

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