



FDCC

DEFENSE LAWYERS. DEFENSE LEADERS.

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

FDCC E-Newsletter

June 2016

From the President



As a Federation officer, you spend a significant amount of time with the officers of the other defense groups that are referred to as our “Sisters:” DRI, International Association of Defense Counsel, and the Association of Defense

Trial Attorneys. While each group has dissimilarities in composition and projects, the overarching concerns that we share reflect that we have more to gain by working together than competing at cross-purposes. To that end, during my service as an officer, the Sisters have been successful in addressing various initiatives by other entities which would upset the balance of civil justice. We have worked together to address proposals relating to alternative business structures, unauthorized practice of law, class action communications, and the like. The concerted and unanimous voice of these organizations provides strength in opposition to those who are attempting to undermine or adversely impact the provision of legal services and defense and civil litigation.

At our meeting in Canada, we will again host the



FORGET CHRISTMAS IN JULY ...

The Foundation is celebrating Thanksgiving in June!

The Foundation Board wishes to thank all who have “answered the call” for donations. The outpouring of support by our members, their spouses, and significant others has been heartwarming. Special thanks to those who contributed items to the auction and those lucky people who purchased those items. Contributions have also been received toward the two new outreach programs of the Foundation – Ladder Down

Cuttino (President and President-Elect of DRI), Fred Raschke and Tom Hurney (President and President-Elect of ADTA) and Joe O'Neil and John T. Lay (Immediate Past President and President of IADC). Please take time to talk to them and make them feel welcome. Every single one of them is amazing and brings a different vision to the practice of law from a defense perspective.

The relationship among these Sister organizations is unique among various voluntary bar associations and it strengthens each of us individually.

Finally, as you swelter through the heat of the summer, I leave you with this thought: the forecast today in Charlevoix is sunny with a high of 58 degrees. See you there soon!



We are just a few weeks away from our Annual Meeting in Charlevoix, Quebec. Time is running out on your

programs are now funded for 2016.

I know there are those of you reading this newsletter that may have been waiting to make your contribution. I know there are members who have been procrastinating. Why not join in and make **Thanksgiving in June** your time to celebrate all the great work of the Foundation? Giving is easy. Just go to the [FDCC website and "click to donate."](#)

Thanks!

Lewis F. Collins, Jr.
President FDCC Foundation

MASTERS IN MARKETING



New business, new clients, and new matters are the lifeblood of a law firm! The FDCC Masters in Marketing, scheduled for March 6, 2017, in Charleston, South Carolina, is an invitation only program designed to assist young rainmakers with the refinement of their marketing skill set. This program will give rising superstars a chance to learn from the FDCC's best rainmakers. Attendees will also have an opportunity to make their best pitch to leading corporate counsel. They will benefit from individualized feedback and assistance in developing

Manoir Richelieu as soon as possible. You can make your hotel reservations by calling 418-665-3703. **Rooms must be reserved by June 27, 2016.** If you have already registered for the meeting and you have reserved your room, please also make sure that your travel documents are in order to enter Canada.

Some of our activities are reaching capacity. Please review the [meeting brochure](#), which can be accessed through the Federation website, in order to register for the events and/or excursions in which you have an interest.

Please remember also that, although the Fairmont is holding a number of rooms to accommodate our members, we wish to avoid adverse financial consequences to the Federation if you are holding a room reservation which you do not plan to use. Please reserve only the rooms you will actually use.

We look forward to seeing you in a few weeks.

Mike and Tricia Glascott

Recent FDCC Events

Boston Deposition Boot Camp Students



LMC and LMC Graduate Programs



This one-day seminar will share insights from our current members about understanding, implementing, and enjoying the art of marketing. Industry leaders and esteemed practitioners will teach how to build the relationships that turn a good lawyer into a great rainmaker.

Please keep an eye out for the upcoming brochure for the program where you can nominate a young superstar to attend and participate.

NEW MEMBERS

(Since last newsletter)

Edward J. Bruya

*Keefe, Bowman & Bruya, P.S.
Spokane, WA*

Jacob Cortez Esparza

*Legge, Farrow, Kimmitt,
McGrath & Brown LLP
Houston, TX*

Kim M. Jackson

*Bovis, Kyle, Burch & Medlin,
LLC
Atlanta, GA*

FDCC PUBLICATIONS

[Hot Cases](#)

[Article of the Month](#)

[E-Newsletters](#)

[Insights](#)

[Federation Flyer](#)



Corporate Counsel Symposium

September 18 – 20, 2016

Hotel Sofitel, Philadelphia

Join your fellow FDCC members and leading corporate counsel in the City of Brotherly Love for the not to be missed Corporate Counsel Symposium to hear how the FRCP amendments will revolutionize federal practice, and discuss other cutting edge topics affecting corporate law departments and your clients in the year ahead. Learn from the pros and become one in just two days. Space is limited and this conference sells out quickly. [Click here](#) for the program brochure.

Coming Soon ... 2017 FDCC Ladder Down Program



Women are entering the practice of law in greater numbers than ever before, but are struggling to land positions as equity partners, shareholders, and top rainmakers at firms across the nation. The reason for the disparity is clear: women lawyers are not receiving effective training on how to build a book of business and how to become better leaders. In 2012, FDCC members Alison Christian and Beth Fitch created a unique year-long

CALENDAR OF EVENTS

July 23 - 30, 2016

[FDCC Annual Meeting](#)

Fairmont Le Manoir Richelieu
La Malbaie, Quebec

September 18-20, 2016

[Corporate Counsel
Symposium](#)

Hotel Sofitel
Philadelphia, Pennsylvania

October 20, 2016

5:00 – 6:30pm

[FDCC Cocktail Reception at
the DRI Annual Meeting](#)

Sheraton Boston Hotel

In 2017, FDCC members Joyce Wang, Linda Moroney, and Michele Miller are launching Ladder Down in San Francisco starting in January. Plans are also underway for the AADC to facilitate a 2017 Ladder Down program in Arizona. Both programs will be looking for sponsors.

The program is unique in both structure and content and runs year-long with monthly sessions dedicated to instruction in three key areas: leadership, business development, and mentoring. In addition to the monthly group meetings, the participants meet quarterly with small accountability groups to report on their progress and set new goals.

More information on the 2017 Ladder Down programs will be available soon.

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Our mailing address is:

11812 North 56th Street

Tampa, FL 33617

813-983-0022

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