



# FDCC

## DEFENSE LAWYERS. DEFENSE LEADERS.

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

# FDCC E-Newsletter

September 2016

### From the President



Dear Federation Friends,

To paraphrase my granddaughter Lillian, “What is going on in the FDCC world?” Well, quite frankly, a lot...

I have just returned from the ABOTA Civil Bar Roundtable in Williamsburg which includes representatives from most of the civil trial bar associations. The Roundtable looks for common points of interests within our profession and supports the American Civil Justice System and the civil jury trial.

The Roundtable spent a considerable amount of time discussing the preservation of an independent and diverse judiciary. There are currently 89 vacancies of Article III judges in the Federal Courts. In 2013 the Roundtable adopted a resolution encouraging the President to nominate and the Senate to promptly act on the nominations of qualified candidates. In some districts and circuits these vacancies are seriously undermining the ability of the Federal Courts to resolve disputes. This can cause unnecessary hardships and increased costs for individuals and



### 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 program called “Ladder Down” to combat the startling statistics and change the course for

The Roundtable participants acknowledged that our profession is in a time of dramatic change. This is compounded by a political environment that often does not fully appreciate the value of the American Civil Justice System. Aristotle said that one of the last values of a dying society is apathy and this raises a question worthy of serious introspection: "What are you doing to keep the politics of dysfunction from creating a dysfunctional justice system?" Notwithstanding our political views, as advocates we understand the importance of having well qualified judges on the bench. If you are concerned about these vacancies, please write to your Senators and encourage them to immediately fill the Article III vacancies.

While I am on the topic of justice let me take a minute to commend Casey Stansbury, Joe Fasi and Clark Hudson on a great start for our Pro Bono Committee. This committee is studying and will recommend ways for us to use our legal skills to assist our veterans. If you are interested in this effort contact Casey and he will put you to work on this exciting project.

The application process for "The Art of Marketing" seminar on 3/6/17 will close in mid-October. If you know a rising star defense lawyer who would benefit from this program, please encourage them to apply now.

Finally, many other great things are going on in the FDCC world and there is no better time to get involved. Thanks to our many volunteers who continually make everything the FDCC does "Above & Beyond"!

Mills



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 to facilitate a 2017 Ladder Down program in Phoenix, Arizona. Both programs are looking for sponsors, [click here for information.](#)

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.

**For more information and registration for the 2017 Ladder Down programs, click on the location.**

[SAN FRANCISCO](#)  
[PHOENIX](#)



**MASTERS IN  
MARKETING  
COMING SOON**

We are seeking applications for the upcoming "Masters in Marketing" program which will

## Offers Something for Everyone!

Last month Michael Scott shared the variety of social options. This month I am excited to provide you with an overview of the CLE program.

The CLE will begin on the afternoon of Tuesday, March 6th. Tiffany Alexander and John Mitchell are the new co-chairs of Trial Masters. This year's Trial Masters programing will have Voir Dire and Opening Statement demonstrations that will share ways to appeal to Millennial jurors.

The general plenary sessions will run from Wednesday to Friday and cover a diverse array of topics. One of the highlights is a closing argument demonstration from our own FDCC experts – Deb Kuchler, Paige Sensenbrenner and Joe Fasi. Former South Carolina Chief Judge Alex Sanders will also address the membership that day. Thursday's plenary will include a workshop from two Long Beach Police officers on "Survival Tips when Faced with an Active Shooter", followed by a panel discussion of the Charleston Church Shooting - and the legal aftermath. Friday will include an insurance session, followed by two special guest speakers. You will not want to miss Gunnery Sgt. Nick Popaditch's talk on adversity, and leadership lessons from the battlefield. Our concluding keynote will be Supreme Court of Canada Justice Rosalie Abella.

Take note of the session days – they are a little different – and plan to join us for an outstanding program!

**Clark Hudson**, *Program Chair*



The Defense Research Institute has published Frank Ramos's new book for young lawyers. The Associate's Handbook is a free book meant to serve as a mentor to young lawyers in search of one. You can find a link to the book by going to <http://bit.ly/2cBBj9d>, scrolling down the page, and clicking "The Associate's Handbook."

nominate young partners from your firm or non FDCC firms whom you believe would benefit from developing their rainmaking skills.

[Click here to submit an application to the FDCC.](#)

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## NEW MEMBERS

### Chip White

*American Credit Acceptance  
Spartanburg, SC*

### Jessica Davis

*Roetzel & Andress, LPA  
Columbus, OH*

### Natalie Furniss

*Bricker & Eckler LLP  
Columbus, OH*

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## FDCC PUBLICATIONS

[E-Newsletters](#)

[Insights](#)

[Federation Flyer](#)

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## CALENDAR OF EVENTS

**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**

of their careers by showing them how to be better communicators, marketers and trial lawyers.

It's a "how to" – how to write better, how to get more involved, how to be a

rainmaker and how to prepare

every case as if it's going to trial. Having learned from his mentors, Frank wants to pass that wisdom and experience to others and help them in their daily practice.



## ALL IN FOR THE FDCC!

As part of its strategic planning, the officers and the Board have been looking ahead to ensure that the FDCC is well positioned for the future. One important area garnering attention is membership.



We have been doing a great job keeping our membership at its current levels, but we also need to plan for the future. We are facing an impending wave of aging baby boomers and accelerating retirements. At the same time, we are trying to expand our ranks to 1200 members to give our organization a greater presence in the defense and corporate community, as well as a more stable financial presence. Finally, we want to make a strategic push to increase the number of diverse, younger, and women members, corporate and insurance members, international members, and members in underrepresented states -- all to better position us for the future.

To make the organization stronger, President Mills Gallivan has asked the Membership Development and Retention ("MDR") and the Projects & Objectives ("P&O") Committees to jointly undertake a major membership initiative this year, called ALL IN. Mills asked those committees to think big and aim high and set a goal of 1200 Defense Counsel Members by 2018. That means adding an additional 150 new members to our ranks.

when it comes to the FDCC. We assume leadership positions, attend meetings, volunteer. Our members always answer the call when asked to help. As part of this project, we will be having FDCC members personally call over 400 of our most active members and ask our dedicated membership to help by working with each of those members to come up with at least one nominee.

The All In Initiative has already started. Mills asked each Board Member to prove they are "All In" by providing nominations of new members before the September P&O meeting on September 18. One hundred percent of the board -- and the officers -- provided the name of a new member; many provided more than one.

### ***Where do you fit in?***

When you receive a call, whether from a Board Member, Section Chair or State Rep., please put some thought into recommending new members, particularly young, diverse, corporate and insurance industry prospects. Our caller will walk each of you through the process and you will only be called by one person. If you have any questions, please reach out to the FDCC's MDR Committee Chair (Elizabeth Lorell, [elorell@gordonrees.com](mailto:elorell@gordonrees.com), 1-973-549-2506) and/or our P&O Chair (Howard Merten, [hm@PSH.com](mailto:hm@PSH.com), 1-401-861-8200).

**Thanks for being ALL IN!**



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**Please Note Our New Mailing Address:**

275 N. York St., Ste 401

Elmhurst, IL 60126

630-433-4517

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