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President's Column

Una Doyle

President of ACLEA



At the time I write this, the sun is beating down with a degree of ferocity unusual for the first day of summer. Yes, summer – unlike the majority of our ACLEA colleagues, we in the southern hemisphere are not sporting warm winter coats and snow boots as our summer started officially today. And it's expected to be extra hot – the El Niño phase, which typically brings hot and dry conditions, could be one of the strongest ever recorded.

The reason I'm talking about the weather is because it reminds me that, although we may be continents apart and experience night and day at completely different times, very little separates us in our collective desire to improve and learn. ACLEA is very much an organization where members are focused on continuous improvement; I just have to check out the listserv (a very simple but highly effective resource) for proof of that. Few days go by without someone asking looking to enrich their knowledge, seeking assistance or offering guidance.

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President's Column

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Learning can also be an unexpected two way street as evidenced by the many exchanges on the trusty listserv. I recently saw a wonderful example of this in action, at a visit to one of our Aboriginal communities. As part of my role (developing continuing education programs for judges), I convene a committee called Ngara Yura which aims to increase awareness among judicial officers about contemporary Aboriginal social and cultural issues, and their effect on Aboriginal people in the justice system. In order for justice to be done and be seen to be done, we believe that is essential for judicial officers to understand a wide range of issues relating to Aboriginal people, most particularly their history and customs. Visits to indigenous communities are one way of achieving this.

Tucked away at the base of the Blue Mountains on the outskirts of metropolitan Sydney is the Muru Mittigar Aboriginal Cultural and Education Centre and I recently took a group there. A special place for the Darug Aboriginal people who occupied this part of the land for thousands of years, it was always a 'meeting place', a 'pathway to friends' (of the Darug) and other Aboriginal tribal groups. One young Aboriginal guide, Karl, shared with us some of his experiences – a young man, he had been before the courts and served time, struggling with addiction and its unhappy consequences. The conversation between Karl and the group of judges was a joy to observe, both enlightening and uplifting, not only because Karl has managed to turn his life around but the exchange of information worked equally well for him as he took advantage of a unique opportunity to learn about the judicial process.

In my last message I talked about ACLEA and how it is an association built on the generosity of knowledge sharing. This was very much front of mind when the Executive Committee met in the Twin Cities last month for the Fall EC meeting. The agenda reflected our priorities as an organization – developing robust business initiatives to communicate and deliver our strategic vision, together with close oversight of our financials, including development of a three year financial strategy. We adopted a new communications plan (by the way, check out the Blog on

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Get to Know Your ACLEA Executive

Susan Munroe

CLEBC

1. What is your position with CLEBC?

I've been Director of Publications since 2003; I worked as a legal editor with CLEBC for many years before that.

2. What did you do in your pre-CLE life and what brought you to the CLE world?

I worked as an assistant to a Member of Parliament in Ottawa. I also worked with a solicitor in Oxford, England. Back in 1988 I responded to a job ad for an editor for our bar admission materials; that was my first job at CLEBC. Happily that job (and all my CLEBC jobs thereafter) proved to be a very good fit.

3. How long have you been a member of ACLEA?

Since 1990.

4. What do you remember from your first ACLEA meeting?

One of my colleagues told me that Lynn Chard was one to watch ... excellent advice!

5. What has surprised you most about being a member of ACLEA?

The very wide range of approaches to CLE across North America; no two jurisdictions are the same.

6. What other leadership positions(s) within ACLEA did you hold before joining the Executive Committee and what did you learn from (it/them)?

I've served on the Marketing Awards committee for many years; a couple of years ago I was also on the Nominating Committee. I've spoken at ACLEA conferences many times since 1998.

7. What motivated you to become a member of ACLEA's Executive Committee?

I am keen to ensure that ACLEA remains vibrant and relevant.

8. What would you tell someone who is thinking about running for a position on the ACLEA Executive Committee?

It's a great way to have a positive impact on our organization, enhance your experience of board governance, and connect with some fantastic colleagues.

9. What do you think is the most important issue facing CLE organizations today?

How do we keep pace with changes in the legal profession and changes in technology?

10. What do you think will change about CLE in the next five years?

The traditional division between Programs and Publications will give way as we start to develop multi-media products in response to customer demand.

11. If you weren't involved in CLE, what do you think you would be doing instead?

This scenario is completely unimaginable!



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Get to Know Your ACLEA Executive

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12. What do you like to do when you aren't working?

Play music!

13. Tell us one thing that the ACLEA membership should definitely know about you.

I play fiddle and ukulele in a band known as the Chillbillies.

President's Column

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the website), allocated Summit funds to a new project, approved a website refresh and a whole lot more. The cooperative spirit of ACLEA was well and truly present and happily, we achieved all that we set out to.

For now, I wish you a peaceful new year and I do hope to see you in Nashville this month for our 53rd Mid-Year Meeting. Like the Darug people, I consider ACLEA Meetings to be our "special meeting place" and "pathway to friends".

Member Moment

Kristin Huotari

Director of Professional Development (CLE), State Bar of Wisconsin

PROFESSIONALLY

Current Job: Director of Professional Development (CLE) at the State Bar of Wisconsin

A Recent Professional Victory: I'm newly promoted after joining the State Bar in 2001 and working my way from attorney editor to director of the department.

Your Latest Challenge: Time management while doing two jobs simultaneously.

In My Pre-CLE Life, I Was: an insurance defense attorney.

What Brought Me to CLE: My desire to work in a more collegial and collaborative setting after spending 6 years as a litigator.

TECHNOLOGICALLY SPEAKING

I Never Leave Home Without: my iPhone (otherwise, I turn around to retrieve it!)

My Favorite Software: OneNote (thanks to Chris Pratley's excellent presentation at ACLEA in Seattle).

On My Wish List: Microsoft Surface Pro 4 – makes it so easy to work from anywhere.

Must-See Website(s): www.xkcd.com – the very best for laughing while wasting time. Check out the depiction of the U.S. Space Team's Up Goer Five ("explained using only the ten hundred words people use the most often").

PERSONALLY

Recent Good Read: *The Power of Framing*, by Gail Fairhurst

Favorite Pastime: Gardening

Date(s) I Never Miss: New Year's Eve – it's my favorite! My superstition is that however I spend NYE sets the tone for the coming year. So ideally my evening is loaded with good friends, good food, and good champagne.

My Dream Vacation: Involves warm sands, turquoise waters, and a comfy lounge chair.

Words I Live By: "It is what it is."



Books of ACLEA

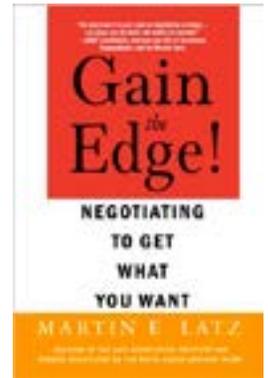
Summaries compiled by Leslie Sinner McEvoy and Cynthia Sharp

Marty Latz, founder of Latz Negotiation Institute

Gain the Edge! Negotiating to Get What You Want

(St. Martin's Press, 2010)

Marty Latz, founder of the Latz Negotiation Institute and former negotiator on the White House Advance Teams has distilled his years of experience as a negotiator and negotiation trainer into his book “Gain the Edge!” Latz explains general strategies and principles as well as specific tips, techniques and phrases that anyone can use at the negotiation table. According to Latz, everyone should “learn to negotiate strategically,” rather than instinctively. Latz presents his Five Golden Rules of Negotiation, offers specific strategies for four types of negotiations and includes many examples of negotiating strategies and advice from other well-known negotiators. Check this one out at [Amazon](#).

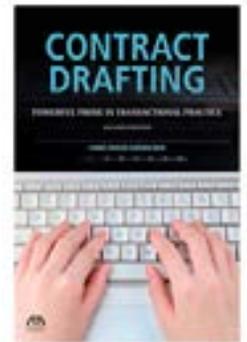


Lenne' Espenschied, Author and Legal Educator

Contract Drafting: Powerful Prose in Transactional Practice (Second Edition)

(ABA Book Publishing, 2015)

Lenne' Espenschied was a transactional lawyer for nearly 25 years and has used that experience to create “a complete how-to guide” on contract drafting for lawyers, whether they are new to transactional practice or want to bone up on their contract drafting skills. Contract Drafting, now in its second edition, covers the fundamentals of contract drafting as well as advanced drafting techniques. The book is divided into fourteen lessons that provide a practical guide to contract drafting, including techniques for avoiding ambiguity, making better word choices and drafting stronger sentences. According to one reviewer, “A terrific resource. Even seasoned practitioners will learn something new with each read. The case studies are an especially effective training tool.” Check this one out at [Shop ABA](#).

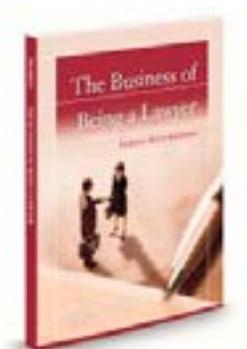


Pamela Bucy Pierson, Professor, University of Alabama

The Business of Being a Lawyer

(West Academic Publishing, 2014)

Annette Largin, CLE Alabama, brought this great book to our attention. University of Alabama Professor Pamela Bucy Pierson wrote this book based on her highly successful law school course. The book addresses three topics essential in today's legal market: economic trends, emotional intelligence issues relevant to law practice, and personal financial planning basics. Professor Pierson's premise is that “lawyers of the future will be ‘free agents’ throughout their careers,” and will therefore need the knowledge and skills to change jobs and



Books of ACLEA

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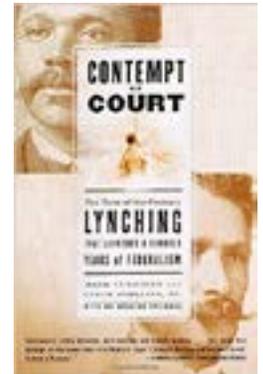
“demonstrate the value they add.” A past president of a state bar association said, “I believe this book will help countless lawyers. ... [the] emphasis on having a mentor and setting goals is sound counsel for all of us.” Check this one out at: <http://store.westacademic.com/s.nl/it.A/id.9886/f> In addition, a series of 12 videos have been created to accompany the book that, with the book, comprise a CLE program that can be watched individually for CLE credit in Alabama (credit has also been given in other states). The videos can be accessed at: <http://clealabama.inreachce.com>.

Mark Curriden (with co-author Leroy Phillips), Writer & General Counsel for Texas Lawbook; Writer for Dallas Morning News & ABA Journal

Contempt of Court: The Turn-of-the-Century Lynching That Launched a Hundred Years of Federalism

(First Anchor Books 2001)

Recipient of the ABA’s Silver Gavel Award, *Contempt of Court* gives a detailed account of the first stay of execution entered by the U.S. Supreme Court. Ed Johnson, a young black man, had been found guilty of the rape of a white woman in 1906. Although his two pro bono attorneys obtained a stay of execution from the Supreme Court, Johnson was lynched by an angry mob shortly thereafter. The Supreme Court then initiated criminal contempt of court proceedings against the sheriff and others because they failed to protect Johnson. Readers of *Contempt* will be treated to a riveting story. Most importantly, they will also learn the significance of the case as summarized by Justice Marshall: “[The case served as a foundation for many cases to come. At a time when racism and white supremacy ruled the day, the case demonstrated a real moment of courage by the Court.” Available to purchase on [Amazon](#).



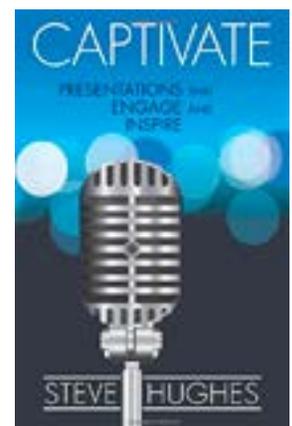
Steve Hughes, founder and President of Hit Your Stride, LLC

Captivate: Presentations That Engage and Inspire

(Waterfield Press 2016)

“Great speakers are made, not born”. ~ Steve Hughes

Attorneys and legal professionals can benefit from the insights and tools shared by Hughes in this well written and entertaining book. His philosophy is that anyone can engage and motivate other people as long as they are willing to devote time and effort to developing or sharpening a new set of skills. According to Hughes, a key to speaking success is to learn what the audience really wants and to deliver it. Furthermore, understanding the ways adults process information allows the speaker to tailor



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Books of ACLEA

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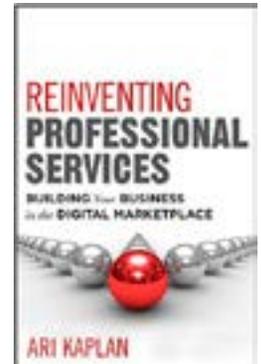
communication styles for maximum influence and value. Anyone who wishes to learn how to connect on a deep level with audience members is well advised to add *Captivate* to the 2017 reading list. Check out Playster (the “Netflix of Books”) where *Captivate* is part of the service’s extensive library. Available on [Amazon](#).

Ari Kaplan, Ari Kaplan Advisors

Reinventing Professional Services: Building Your Business in the Digital Market Place

(John Wiley & Sons 2011)

Attorneys who want to remain relevant must immediately face head-on one of their major professional threats – the commoditization of legal services. In *Reinventing Professional Services*, leading legal industry analyst Ari Kaplan shares insights and enterprising techniques designed to help attorneys remain competitive. This important book demonstrates numerous ways that any professional can be uniquely positioned and stand out in a crowded marketplace. Because building a significant online presence is crucial, strategies for increasing one’s searchability are revealed. Emphasis is also placed on developing and deepening in-person relationships as well as cultivating community. Tips are provided to supercharge already existing client relationships. Kaplan’s extensive research is reported in the form of real life stories which bring his teachings to life. Not only is the book full of readily applicable advice as to how an attorney can become a voice of authority in his or her chosen field, *Reinventing* is also fun to read. Available on [Amazon](#).



Join Us in Montréal for the 2017 Annual Meeting!

July 29 – August 1, 2017

Fairmont The Queen Elizabeth | Montréal, Québec – Canada

Vive la CLE!



PLENARY SESSIONS INCLUDE:

- Legal Innovation: Developing the Lawyer's Competitive Advantage
- Cultural Competency: What's the Point?
- Is Learning Different for Lawyers?
- Influence: The Art & Science of Changing Minds
- Team Millennial: A New Legal Services Paradigm

[Details will be posted online at aclea.org soon!](http://aclea.org)