



NALSC® 2017 Annual Conference

Thursday, April 6th - Saturday, April 8th
The Ritz-Carlton, Marina del Rey



REGISTER NOW AND SAVE

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<p>HONORARY</p>	           

2017 ANNUAL CONFERENCE

A LETTER FROM YOUR NALSC® PRESIDENT KEN YOUNG:

Dear NALSC® Members,

We are very excited to return to California where the climate, location and views are truly breathtaking. You won't want to miss this rare opportunity to receive great industry-specific content and hands-on, practical training as well as fantastic networking opportunities with some of the top recruiting professionals in North America while enjoying this luxurious waterfront resort. Los Angeles has a great deal to offer from business to pleasure. Planning a vacation around the Conference will allow attendees plenty of time to enjoy both the NALSC® program as well as the gorgeous beaches and varied California attractions.

Join colleagues and friends for an exciting three-day program featuring many of your requested topics. The powerful presentations and interactive discussion sessions will provide practical solutions for strengthening your recruiting business. Launching our Conference, communications experts Judith Gordon & Lee Broekman delve into "the power of listening skills and non-verbal communications to enhance the search process." Completing the afternoon, we engage in recruiting conversations at our lively Roundtables. Friday sessions cover critical topics such as The Importance of Building Strong Client Relationships; Avoiding Employment Law Minefields: Ask the Experts; Partner Placements/Nuts & Bolts Breakouts; and Building Resilience Muscles: How to Thrive In Spite of Adversity. In addition, we are honored to have dynamic Keynote Presenter John M. Iino, Esq., Partner and Global Chair, Diversity & Inclusion at Reed Smith LLP, speak on the topic "Thinking Differently about Diversity." Finally, Saturday's spirited Town Hall Meeting will address current recruiting topics, sensitive situations and all of your burning questions. Overall, our program will inspire and energize you with a versatile range of topics appealing to both veteran and new recruiters.

Relax with friends and colleagues at our Welcome Cocktail Reception on a beautiful promenade overlooking the marina; get your game on with poker, blackjack and roulette in the Hospitality Suite; enjoy a Friday outdoor luncheon and exciting door prize drawing; shop at our Silent Auction; and toast to a memorable event over Friday Cocktails and Gala Dinner offering dramatic marina views and splendid sunsets. Enjoy mingling with our sponsors and vendors, catching up with fellow recruiters and meeting our newest members. This is a Conference you won't want to miss.

I would like to thank the Board of Directors as well as Headquarters who all have worked tirelessly to produce a fantastic Conference. Thanks also to our sponsors for their generous and continued support, and a very special thank you to our friends at ALM and lawjobs.com for their generous contributions. I look forward to having you join us for this Conference that will be educational, entertaining, and relaxing! We expect it will be a great success.

All the best,

Kenneth E. Young

Kenneth E. Young, Esq., President of the NALSC® Board of Directors



MISSION STATEMENT:

The National Association of Legal Search Consultants is a national professional organization that is committed to upholding the highest ethical standards in the legal search field. In addition to maintaining a strong Code of Ethics, NALSC® is dedicated to:

- *Raising the image of the legal search profession through national public relations;*
- *Providing education & information on trends & issues in the marketplace.*

ABOUT THE

CONFERENCE:

NALSC®'s Annual Conference is the leading legal placement industry's education and networking experience. Participants and attendees will represent the spectrum of the legal placement and law firm community as well as our valued sponsors, vendors and speakers. All will make the journey to the luxurious 5-star Ritz-Carlton, Marina del Rey featuring top notch location, service, facilities and spa; plus all receptions outdoors in the warm climate with spectacular water views. Attendees will learn, train, share, network, conduct business and renew their energy and spirit. As the following pages outline, NALSC® 2017 in Marina del Rey (L.A.) will showcase the best of NALSC® and in the legal placement industry.

Thursday, April 6th

- 2:00pm – 3:00pm **REGISTRATION AND INFORMATION**
 Badge lanyards sponsored by: [TFI Resources-a Division of People 2.0](#)
- 3:00pm – 3:15pm **PRESIDENT’S WELCOME**
Kenneth E. Young, Esq., NALSC President / Young Mayden, LLC
- 3:15pm – 4:30pm **COMMUNICATION CHEAT SHEET: COMBINING THE POWERS OF LISTENING & NONVERBAL COMMUNICATION TO ENHANCE THE SEARCH PROCESS**
 Sponsored by: [Greenberg Traurig LLP](#)
- Speakers:*
Lee Broekman, Principal - Organic Communication
Judith Gordon, Coach - Organic Communication
Both are Co-Authors of Successful (Happy) Lawyering: Increase Your Bottom Line and Well-Being One Insight at a Time
- This interactive presentation, led by two distinguished experts, combines 2 powerful communication tools that recruiters can apply to reduce the potential for miscommunication and enhance success in the search process. We’ll sharpen our listening skills and learn how to take advantage of effective and influential nonverbal cues to elevate any communication, whether in person, on the phone or via videoconference to create more successful interactions with, and between, candidates and firms.
- 4:30m – 4:45pm **COFFEE BREAK – Please visit Sponsor Tables, Silent Auction and Coffee Station**
 Sponsored by: [LegallyLooking.com](#)
- 4:45pm –6:00pm **INTERACTIVE ROUNDTABLE DISCUSSIONS: LEARNING FROM YOUR COLLEAGUES**
 Sponsored by: [Akerman LLP](#); [Bilzin Sumberg Baena Price & Axelrod LLP](#); [Cadwalader, Wickersham & Taft LLP](#); [Dechert LLP](#); [Duane Morris LLP](#); [Gibson Dunn & Crutcher LLP](#); [Lowenstein Sandler LLP](#); [Michelman & Robinson, LLP](#); [Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C.](#); [Nixon Peabody LLP](#); [Orrick, Herrington & Sutcliffe LLP](#) and [Seyfarth Shaw LLP](#)
- Recruiters and experts from around the country will lead discussions on a variety of topics currently scheduled to include: Recruiting for Emerging Practices including Cybersecurity, Privacy and eDiscovery; Recruiters as Career Coaches: Various Assessment Tools and Metrics; Managing Candidates; Recruiting Millennials; Cold Calling Strategies; Time Management; Marketing/Growing Your Business; Maintaining Relationships with Past Candidates.
- 6:00pm – 8:00pm **COCKTAIL RECEPTION ON THE WATERFRONT PROMENADE**
 Sponsored by: [ALM & lawjobs.com](#)
- Mingle with your peers outdoors over a relaxing cocktail, delicious hors d’oeuvres and a fantastic waterfront venue.
- 8:00pm - 10:00pm **GAME NIGHT AND HOSPITALITY SUITE**
 Sponsored by: [Leopard Solutions](#)
- Get your game on with exciting poker, blackjack and roulette! This will be a fun, lively and entertaining end to the first day of our Conference.



2017 ANNUAL CONFERENCE

Friday, April 7th

8:00am – 9:00am BREAKFAST AND BUSINESS MEETING

9:00am – 10:15am THE IMPORTANCE OF BUILDING STRONG CLIENT RELATIONSHIPS
Sponsored by: [Kortivity](#)

Panelists:

*Sabrina Eisenbrei, Attorney Recruiting & Development Manager - Katten Muchin
Rosenman LLP*

Eve Jaffe, Esq., President - Garb Jaffe & Associates Legal Placement, LLC

Karen Kupetz, National Director of Recruiting – Seyfarth Shaw LLP

Ross Weil, Partner - Walker Associates Inc.

When it comes to lateral recruiting, a strong and close relationship between our recruiting firms and our clients is essential. This panel will give you a series of proven tools and techniques designed to build a strategic and valued professional relationship. You will learn the value of educating yourself about the client's goals in hiring, understanding the client's culture, personalities, and values, and how to properly "pitch" a firm to candidates. As part of the presentation, the panelists will share "real life" examples to illustrate the concepts they use on a daily basis.

10:15am – 10:45am COFFEE BREAK – Please visit Sponsor Tables, Silent Auction and Coffee Station
Sponsored by: [LegallyLooking.com](#)

10:45am – 12:00pm AVOIDING EMPLOYMENT LAW MINEFIELDS: ASK THE EXPERTS
Sponsored by: [Kelley Drye & Warren LLP](#)

Panelists:

Daniel H. Handman, Esq., Partner - Hirschfeld Kraemer LLP

Laurie Lenigan, Managing Director - Lenigan Consulting

Kate Visosky, Esq., Partner - Kelley Drye & Warren LLP

Kenneth E. Young, Esq., Principal - Young Mayden, LLC

Back by popular demand, we are pleased to provide another insightful and fact-packed employment law panel discussion. The panelists will answer audience questions and share some of the latest developments in labor & employment law affecting recruiters and candidates. Our panelists are experienced employment law attorneys and veteran recruiters.

12:00pm – 1:30pm LUNCHEON IN THE GARDENS WITH APPLE IPAD PRO DOOR PRIZE DRAWING
Door prize drawing for Apple iPad Pro sponsored by [The Cluen Corporation](#)

1:30pm - 2:15pm KEYNOTE PRESENTATION: "THINKING DIFFERENTLY ABOUT DIVERSITY"
Sponsored by: [Kirkland & Ellis LLP](#)

Keynote Speaker:

John M. Iino, Esq., Partner & Global Chair, Diversity & Inclusion - Reed Smith LLP

2:15pm – 2:45pm COFFEE BREAK – Please visit Sponsor Tables, Silent Auction and Coffee Station
Sponsored by: [LegallyLooking.com](#)

Friday, April 7th

2:45pm – 4:00pm **BREAKOUT SESSIONS**

PARTNER PLACEMENTS

Sponsored by: **Firm Prospects**

Speakers:

Gary Miles, Principal - Miles Partner Placement

Edwin B. Reeser III, Esq.- Law Offices of Edwin B Reeser, III

Susanne Zabloudil, Esq., L.A. Office Managing Partner - Akerman LLP

For recruiters who place partners, or recruiters who want to learn about this exciting niche, this breakout session will explore key criteria that top pros use to assess candidates and clients. We will discuss law firm economics, partner metrics, cash flow planning, partner compensation models, assessing portable business, and aspects of partnership governance applicable to recruiting.

NUTS & BOLTS

Sponsored by: **Invenias**

Moderator:

Dan Binstock, Esq., Partner/Co-Chair Partner+Practice Group-Garrison & Sisson, Inc.

Delve into the basics of cold calling, referrals, client and candidate intake data, interview preparation, offers and counteroffers. Both new recruiters as well as seasoned recruiters can benefit from this “back to basics” breakout session.

4:00pm – 4:30pm **COFFEE BREAK/SILENT AUCTION CHECKOUT- Please visit Sponsors & Coffee Station**
Sponsored by: **LegallyLooking.com**

4:30pm – 5:30pm **BUILDING RESILIENCE MUSCLES: HOW TO THRIVE IN SPITE OF ADVERSITY**
Sponsored by: **Evergreen Contract Resources**

Speaker:

Scott Love, Principal - The Attorney Search Group, Inc.

For any recruiting professional, it's axiomatic that adversity is part of our daily life. Rather than viewing adversity as a negative, this session will teach you how to harness the power of adversity and use it to your advantage. How much more could you accomplish if you felt invincible every day? How much better would you feel if you could quickly recover after a setback? Scott Love will share his proven techniques that will allow you to boost your performance, develop a state of "mental peak performance" and how to overcome the emotional roller coasters of our profession.

6:00pm – 7:00pm **SUNSET COCKTAIL RECEPTION ON UPPER POOL TERRACE**
Sponsored by: **Kelley Drye & Warren LLP**

7:00pm - 9:00pm **GALA DINNER ON THE MARINA VISTA**
Sponsored by: **ALM & lawjobs.com**



Saturday, April 8th

8:30am – 11:00am **BREAKFAST / TOWN HALL MEETING: AN INFORMAL OPEN FORUM**
Town Hall Meeting Sponsored by: **Above The Law**

ANNUAL CONFERENCE REGISTRATION FORM

April 6th – 8th (Begins Thu. 3pm; Farewell Sat. 11am)

2017



Name (as you wish to appear on a name badge) _____

Firm Name _____

City, State _____

Phone _____

Email _____

Special Dietary Needs _____

First time attending a NALSC®-event? (Y/N) _____

	By 2/28/17	AFTER 2/28/17	TOTAL AMOUNT
FULL CONFERENCE (includes sessions, meals & receptions)			
Member Name: _____	\$799	\$899	
Additional Member Firm Attendees: _____ _____	\$749/pp	\$849/pp	
Non-Member Name: _____	\$1,099	\$1,199	
GUESTS			
Thurs Cocktail Reception Guest: _____	\$149	\$199	
Fri Gala Cocktails+Dinner Guest: _____	\$199	\$249	
TOTAL: \$			
Payment Information			
Type of Payment: () Check Enclosed () American Express () Master Card () Visa			
Credit Card Number _____ Exp. Date _____			
CSV# _____ (Security Code: 3 digits at end of Visa or MC number on back of card; or 4 digit number on front of Amex)			
Signature of Cardholder _____			

Travel / Hotel Info / Ground Transportation / Dress Code: Book plane and hotel reservations EARLY as our room block is limited. Room reservations may be made at our \$289/night rate by going online via <https://resweb.passkey.com/go/NALSC>. Standard taxi fare is approximately \$25, and a 20 minute ride from Los Angeles International Airport (LAX) to the hotel. Casual business attire is requested.

Attendees must endeavor to (1) preserve the public's respect & confidence in NALSC® and its members; (2) promote personal integrity, honesty, & responsibility in all conduct & dealings as an attendee; (3) provide an environment of mutual respect among all recruiting professionals; & (4) refrain from behavior or conduct that would be deemed disruptive, harassing or offensive to any attendee during any official NALSC® function, meeting or seminar.

Important- Please Read: Waiver & Disclaimer

NALSC® assumes no liability for loss or damage to property, financial or bodily injury, death, or any other negative consequence that may result, directly or indirectly, from anyone's attendance at, or participation in, the NALSC® 2017 Annual Conference. In return for the right to attend the NALSC® 2017 Annual Conference, registrants and attendees waive all claims they may ever have against NALSC®, and its officers, directors, employees and agents, asserting any liability relating to the NALSC® 2017 Annual Conference.

NALSC®; 1525 North Park Dr, Suite 102, Weston, FL 33326 Fax: 954-349-1979 Email: info@nalsc.org

HOTEL ROOM BLOCK: Book hotel reservations EARLY as our room block is limited. Room reservations may be made at our special \$289/night rate by calling 855-556-3478 and referencing 'National Association of Legal Search Consultants' or by going online via: <https://resweb.passkey.com/go/NALSC>

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