

SUCCESSFULLY TREKKING ALONG THE PRECIPICE



**Protecting Your Business Before, During and After
“Bet the Company” Litigation**

ALFA INTERNATIONAL | BUSINESS LITIGATION PRACTICE GROUP SEMINAR

**September 14-15, 2017
LondonHouse
Chicago, Illinois**

www.alfainternational.com

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It's 4:30 p.m. on a Friday in late spring. The weather has finally broken, and while it's coming on mud season, you're thinking about the trails you and your friends will be hiking or riding over the weekend. Then, the phone rings. It's the company CEO, who, at long last, has listened to your suggestions about the need for an “all-hands meeting” to figure out how to deal with the storm that's brewing.

For in-house counsel and decision makers, this is a scenario that is a nightmare, all-too-familiar, or both. Strategic risks present themselves to businesses from many directions, and often can be successfully addressed with early action. When, for whatever reasons, the menaces come to a head, a business's survival can depend on prompt action and an experienced team ready to proactively champion the company's interests.

Using a fact pattern that draws from a wide range of substantive and procedural issues, our panels will discuss the strategic and business concerns faced by many businesses, both during normal operations and when litigation becomes part of the company's life. Four segments will follow the chronology of a dispute, and experienced clients and outside counsel will offer guidance regarding best practices and tactics, before and during litigation. Trial counsel and our jury consultant will

then present the results of a mock jury's evaluation of a segment of our hypothetical. Our Program will conclude with a discussion of how to best use the costly experience of litigation as a means to educate and adjust the company's practices. Throughout this highly interactive Program, we will include round-table discussions led by experienced ALFA lawyers, where counsel and clients can exchange ideas about the many problems presented during the Program.

The Program will include multiple opportunities for meeting colleagues and networking. In addition to our welcome lunch and our dinner on Thursday evening, on Friday afternoon we will travel to Wrigley Field for an (optional) afternoon at a “Wrigley Rooftop,” while the Cubs take on arch-rival St. Louis. Friday evening, we will have an informal dinner. And, the London House itself offers a tri-level rooftop where attendees can mingle while enjoying a spectacular panoramic view of Chicago.

Please join us for a unique and exciting Program.

Joseph G. Fortner, Jr.
Program Chair, Business Litigation Practice Group
HALLORAN & SAGE LLP
Hartford, Connecticut

All About Chicago

The world's best food. The world's best museums. Architecture that awes. And enough shopping for days. Find it all in Chicago. With events every weekend, plus live music, theatre and comedy every night — Chicago buzzes with energy and excitement.

In the summer of 2013, visionary Chicago based developer Oxford Capital Group, LLC acquired the historic building and began a comprehensive redevelopment. The transformation of this architecturally stunning property created a 452 room high-design, luxury lifestyle hotel called LondonHouse. LondonHouse Chicago synchronizes the classical architecture of 360 North Michigan Avenue with a modernist 22 story all glass tower addition forming a one-of-a-kind destination in Chicago.



THURSDAY, SEPTEMBER 14, 2017

12:00 p.m. – 1:00 p.m. **WELCOME LUNCH & REGISTRATION**

*Grand Prefunction/
Tracy/Henry*

1:00 p.m. – 1:25 p.m. **WELCOME REMARKS & PROGRAM INTRODUCTION**

Juliette Ballroom

Gary A. Bague
Chair, ALFA International
HAIGHT BROWN & BONESTEEL LLP
Los Angeles, California

Darryl Bloodworth
*Chair, Business Litigation
Practice Group*
DEAN, MEAD, EGERTON,
BLOODWORTH, CAPOUANO
& BOZARTH, P.A.
Orlando, Florida

Joseph G. Fortner, Jr.
*Program Chair, Business
Litigation Practice Group*
HALLORAN & SAGE LLP
Hartford, Connecticut

SEGMENT ONE

**THE WORK-OUT ROOM: THE LAST SIXTY DAYS BEFORE
THE FIRST SIXTY DAYS**

1:25 p.m. – 2:00 p.m.

Juliette Ballroom

**PREPARING THE INTERNAL BATTLESPACE:
INTERNAL INVESTIGATIONS, WITNESS INTERVIEWS,
AND GATHERING FACTS**

The last sixty days before a lawsuit can be a critical time. Our panel will discuss both what you should do, and what you can expect, when you are either planning to start litigation, or anticipate it coming, including how to investigate the issues, interviews of employees and nonparties, preserving documents and electronic materials, and the current state of e-discovery.

John Newcomer
MORRIS JAMES LLP
Wilmington, Delaware

Dina Mack
*Deputy General
Counsel and Chief
Litigation Officer*
QUEST DIAGNOSTICS
Maplewood, New Jersey

2:00 p.m. – 2:35 p.m.

Juliette Ballroom

**ANALYZING THE SUBSTANTIVE LAW:
TRADE SECRETS, PROTECTION AND PITFALLS**

Trade secrets can be a company's "crown jewel," or can create substantial problems for the unwary. Using the many issues raised in our hypothetical as a starting point, our panel will provide an overview of the state of trade secrets law (including the Defend Trade Secrets Act), offer guidance regarding how to protect trade secrets, and discuss how to avoid having a new hire result in claims of trade secret misappropriation.

Scott Stimpson
SILLS CUMMIS &
GROSS, P.C.
New York, New York

Fletcher Thomson
*Associate General
Counsel*
TEXTRON, INC.
Providence, Rhode Island

2:35 p.m. – 3:05 p.m.

ROUND TABLE DISCUSSIONS

TABLE CAPTAINS

Andrew Bassak
MANATT PHELPS
& PHILLIPS
San Francisco, California

Matt Boettcher
PLUNKETT COONEY
Bloomfield Hills, Michigan

Michael Catalfimo
CARTER CONBOY
Albany, New York

Robert Chapski
LEWIS THOMASON
Nashville, Tennessee

Earsa Jackson
STRASBURGER
& PRICE, LLP
Dallas, Texas

Ross Maddalena
HOFSTEDT & LINDSEY, P.S.
Seattle, Washington

Christopher Page
YOUNG MOORE AND
HENDERSON, P.A.
Raleigh, North Carolina

Peter Ryndak
JOHNSON & BELL, LTD.
Chicago, Illinois

Robert E. Sabido
COSGRAVE VERGEER
KESTER LLP
Portland, Oregon

Scott Shanes
STRASBURGER
& PRICE, LLP
Dallas, Texas

Stan Siegel
NILAN JOHNSON
LEWIS PA
Minneapolis, Minnesota

Adam Wiens
HALL & EVANS, LLC
Denver, Colorado

3:05 p.m. – 3:20 p.m.

BREAK

SEGMENT TWO COMMENCING THE TREK: THE FIRST SIXTY DAYS

3:20 p.m. – 3:55 pm
Juliette Ballroom

PLANNING THE ROUTE AND STARTING THE HIKE: EARLY STEPS AND DECISIONS AS PLAINTIFF AND DEFENDANT

The first months of a litigation often set the course for its duration. Decisions about strategy, goals and procedures must be made, and the paths chosen will guide the case, regardless of its length. Experienced litigators, and a client who has “been down that road,” will discuss the decisions that need to be made now that the case is in suit, and offer some of the pros and cons of various courses.

Darryl Bloodworth
DEAN, MEAD, EGERTON,
BLOODWORTH,
CAPOUANO &
BOZARTH, P.A.
Orlando, Florida

Kelli Cubeta
*Executive Vice President
and General Counsel*
ISS FACILITY SERVICES
San Antonio, Texas

William Ireland
HAIGHT BROWN
& BONESTEEL
Los Angeles, California

3:55 p.m. – 4:20 pm
Juliette Ballroom

LADDERS OR LEDGES? THE ROLES OF INSURERS AND INSURED IN BUSINESS LITIGATION

Clients in business litigation matters often tender the defense and indemnification to insurance carriers under general liability or other policies. As a consequence, the objectives and roles of the client and carrier may coincide, or may have varying degrees of conflict. In this segment, we will discuss how to address what may be competing goals between the insured and insurer.

John Osgathorpe
TAYLOR, DAY,
GRIMM, & BOYD
Jacksonville, Florida

4:20 p.m. – 4:55 p.m.
Juliette Ballroom

ANALYZING THE SUBSTANTIVE LAW: “FOREIGN AFFAIRS.”

Corruption (unlike beauty) is not in the eye of the beholder. Often lurking in the background when dealing with a foreign vendor or other foreign counterparty are different standards for dealing with overseas bumps in the road. Many of them may be surprising, especially given the variations in applicable statutes. Our panel will discuss the Foreign Corrupt Practices Act, the UK Bribery Act, and other applicable law, and offer guidance about dos and don'ts that may surprise domestic businesses.

Jacqueline Wolff
MANATT, PHELPS
& PHILLIPS, LLP
San Francisco, California

John Sykes
CHARLES RUSSELL
SPEECHLYS
London, United Kingdom

Nancy Saltzman
*Executive Vice President,
Chief Compliance Officer,
General Counsel and
Corporate Secretary*
EXL
New York, New York

4:55 p.m. – 5:20 p.m. **ROUND TABLE DISCUSSIONS**

WOMEN'S INITIATIVE COCKTAIL RECEPTION

5:30 p.m. – 6:30 p.m.

Etoile

ALFA International attorneys and client attendees are invited to join the members of ALFA International's Women's Initiative Practice Group for a reception following the afternoon programming. Meet new friends and reconnect with longstanding colleagues while enjoying a specialty cocktail or other beverage of your choice.

Melanie Griffin
Women's Initiative Liaison
DEAN, MEAD, EGERTON,
BLOODWORTH, CAPOUANO
& BOZARTH, P.A.
Orlando, Florida



COCKTAIL RECEPTION

6:30 p.m. – 7:30 p.m.

Etoile

DINNER BUFFET

7:30 p.m. – 10:00 p.m.

*Grand Prefunction and
Juliette Ballroom*

After a day walking along the precipice, join us for a cocktail reception and a buffet dinner with views of the Chicago River and historic Chicago. Afterwards, join your colleagues at the Rooftop of the London House, and enjoy sweeping views of the City.



FRIDAY, SEPTEMBER 15, 2017

8:00 a.m. – 9:00 a.m. **BREAKFAST BUFFET**

SEGMENT THREE AT THE SUMMIT

9:00 a.m. – 10:10 a.m.
Juliette Ballroom

SELECTED ASPECTS OF THE TRIAL OF A BUSINESS LITIGATION CASE

Though the reality is that most lawsuits settle, showing preparedness and a willingness to go to trial is imperative for counsel and clients in contentious, bet-the-company business disputes. Using the trade secret elements from the hypothetical presented at the beginning of our Program, experienced trial counsel working with a leading jury researcher have presented opening statements, the cross-examination of a witness, and closing arguments to a mock jury. In this segment, the trial team will present the results of that research. In addition to offering an eye into the jury's evaluation and guidance about what did (and did not) work, you and your colleagues will have an opportunity to compare your reactions to aspects of this mini-trial to that of our jury, to discern just how predictable (or unpredictable) jury trials can be.

Scott Stimpson
SILLS CUMMIS &
GROSS, P.C.
New York, New York

Fletcher Thomson
Associate General Counsel
TEXTRON, INC.
Providence, Rhode Island

Marygrace Schaeffer
Senior Vice President
DECISIONQUEST
Minneapolis, Minnesota

Dina Cox
LEWIS WAGNER, LLP
Indianapolis, Indiana

10:10 a.m. – 10:25 a.m. **BREAK**

SEGMENT FOUR SOOTHING THE ACHES AND PREPARING FOR THE NEXT CLIMB: NOW WHAT, AND WHAT DID WE LEARN?

10:25 a.m. - 11:00 a.m.
Juliette Ballroom

WHAT DID WE MISS AND WHAT CAN WE LEARN?

Win, lose, or draw, once the disruption and expense of a lawsuit is ended by dismissal, judgment, or settlement, most participants look to put the event in their rearview mirrors as quickly as possible. Yet, it is precisely because of the time, effort, and focus involved that the period immediately after a case resolves is often the best time to review what occurred, and consider lessons which should be learned. In this panel, in-house and outside counsel will discuss using the litigation as a teaching tool, and how best to do so in a way that imparts useful lessons while at the same time avoiding scapegoating. Our panel will also discuss how best to deal with customers, suppliers, and other third-parties in the aftermath of a lawsuit.

Kandice Hull
MCNEES WALLACE
& NURICK LLC
Harrisburg, Pennsylvania

Eric Cotton
Deputy General Counsel
DDR CORP.
Beachwood, Ohio

Scott Barrett
Vice President & General Counsel
CRITICAL PROCESS
SYSTEMS
Burlington, Vermont

11:00 a.m. – 11:20 a.m.
Juliette Ballroom

STRATEGIC DECISION MAKING: USING LESSONS FROM LITIGATION AS PART OF YOUR RISK/REWARD ANALYSIS

As part of analyzing whether and how to address a threat of litigation, companies may undertake an analysis of the risks and rewards/costs and benefits of the paths to which they are presented. In this segment, we will discuss the fundamentals of such an analysis, and how one can use the litigation experience as a part of a well-founded evaluation.

Jeffrey Newman
SILLS CUMMIS &
GROSS, P.C.
Newark, New Jersey

11:20 a.m. – 11:50 a.m. **ROUND TABLE DISCUSSIONS**

11:50 a.m. – 12:00 p.m. **SUMMARY AND CONCLUDING REMARKS**

12:20 p.m. **LEAVE FOR WRIGLEY FIELD**

★★ ST. LOUIS CARDINALS v. CHICAGO CUBS ★★

12:20 p.m. – 5:30 p.m.
(Optional)

Rooftop, 1032 Waveland Avenue

Join your colleagues for an afternoon of baseball, conversation and networking at an iconic premier “Wrigley Rooftop,” located just across from the ballpark in left field. With views of Wrigley Field from many levels, including a spectacular one from the roof bleachers, and food and beverages throughout the game, we’ll have a fantastic opportunity to watch the World Champion Cubs take on their arch rival, while enjoying a chance to meet and greet. Plan to wear your hometown team’s regalia, and join us for a Chicago tradition. Two shuttles will depart the hotel for the Chicago Cubs game at 12:20 p.m. Lunch and refreshments will be available at the rooftop. Shuttles will transport attendees back to the hotel for arrival by approximately 5:30 p.m.



7:00 p.m. – 10:00 p.m.

DINNER (Optional)

River Roast 315 N. Lasalle St.

We will finish our seminar with a dinner right on the Chicago River, with dramatic city and water views. Enjoy a contemporary American tavern, including roasted meat, salad, sides, and a selection of beverages. We’ll have a great opportunity to connect as we conclude our program.



What is ALFA International?

ALFA International is the premier network of independent law firms. Founded in 1980, ALFA International was the first and continues to be one of the largest and strongest legal networks. We have 150 member firms throughout the world. Our 80 U.S. firms maintain offices in 95 of the 100 largest metropolitan areas. Our 70 international firms are located throughout Europe, Asia, Australia/New Zealand, Africa, Canada, Mexico and South America.

ALFA International’s mission is to provide high quality, cost-efficient legal services wherever our clients need them. The ALFA International model enables our members to use their local expertise to deliver highly effective legal solutions, often drawing upon the collective wisdom and experience of other member firms. ALFA International clients benefit from a geographically comprehensive network of exceptional law firms and accomplished trial and business counsel. Our member firms meet high standards to be part of the ALFA International network and are well respected by their peers in the legal and business community.

FACULTY BIOS

Gary A. Bague is a partner at Haight, Brown & Bonesteel LLP in Los Angeles, joining the firm after graduating from U.C. Hastings College of the Law. He has served as chair of the firm’s Risk Management and Insurance Law Department. Mr. Bague has extensive experience representing contractors, product manufacturers and suppliers, insurance carriers, brokers, and agents with regard to coverage and liability issues in litigation. Mr. Bague has served as a panelist for California’s Continuing Education of the Bar (CEB) on insurance coverage topics, is a contributing author for the book, Causes of Action, Insurance Chapter, by James Publishing, and has served as chair of ALFA International’s Construction Practice Group, and as editor of ALFA International’s Construction and Insurance Practice Groups’ compendiums. He currently serves as Chair of ALFA International’s Board of Directors.

Scott Barrett serves as Vice President and General Counsel to Critical Process Systems Group, Inc. (CPSG) a strategically aligned group of eight manufacturing and design companies that provide cutting edge process engineering services, equipment and solutions to the world’s leaders in the semiconductor, life sciences, chemical processing and industrial gas industries. Scott’s responsibilities include transactions, litigation, intellectual property and regulatory matters in addition to managing CPSG’s Risk Management and Human Resources functions. Prior to joining CPSG, Scott was, for 15 years, Vice President and General Counsel to Burton Snowboards, the world leader in Snowboards, action sports and related products. Scott’s mantra is that “effective fire prevention makes far more sense than any amount of fire suppression”. Mr. Barrett began his career in private practice counselling corporate clients in business transactions, litigation and employment matters. Mr. Barrett earned his J.D. degree from the Seton Hall School of Law and his undergraduate degree from Marquette University.

Andrew A. Bassak is a trial practice and litigation partner at Manatt, Phelps & Phillips, a California based national law and consulting firm. Mr. Bassak’s business trial and litigation practice focuses on efficient, results-oriented resolution of multi-faceted commercial disputes

in federal and state courts, and in arbitration, where he often litigates or negotiates workouts of failed transactions across a broad spectrum of client business sectors, including international cross-border disputes. His clients are leaders in their respective industries, including energy, real estate, water, financial services, and both old-world and new-world technology companies. He is highly skilled in the resolution of complex real estate disputes on behalf of owners, developers, equity investors, and financiers. Mr. Bassak regularly resolves concerns of state and federal agencies for his clients, including assisting them in navigating the resolution of environmental liabilities. Mr. Bassak is a graduate of Santa Clara University, School of Law (1992 JD -Senior Articles Editor, Santa Clara Law Review) and the University of Wisconsin (1988 - B.S., Sociology, with distinction) where he was a member of National Championship Men's Rowing Teams. He is the immediate past President of the Association of Business Trial Lawyers and currently serves as Chairman of the Board of California Trout, a nonprofit working to solve complex resource issues while balancing the needs of wild fish and people. Mr. Bassak has been honored with California Lawyer Magazine's California Lawyer of the Year (CLAY) Award (2010), the National Law Journal's Pro Bono Award (2010), is rated AV by Martindale-Hubbell, and has been repeatedly selected as a California Super Lawyer.

Darryl M. Bloodworth is the senior litigation attorney and former president of the Dean Mead law firm in Orlando, Florida. He practices in the areas of business and commercial litigation, legal malpractice defense, probate and fiduciary litigation. He has tried commercial and business lawsuits in state and federal courts throughout Florida and elsewhere. Mr. Bloodworth is a graduate of the United States Air Force Academy and the University of Florida Levin Law School. He is board certified in civil trial law by The Florida Bar. He is a former president of the Central Florida Chapter of the American Board of Trial Advocates and is a Fellow in the American College of Trial Lawyers. He is also a former president of the Orange County (Florida) Bar Association and a past president of The Florida Bar Foundation. He served on the Board of Governors of The Florida Bar, and has chaired several committees of

The Florida Bar. He currently serves on the faculty of The Advance Trial Advocacy Course sponsored by the Trial Lawyers Section of The Florida Bar. Mr. Bloodworth is currently the chairman of ALFA's Business Litigation Practice Group, and also serves on the North American Membership Committee of ALFA.

Matthew J. Boettcher joined ALFA International Bloomfield Hills, Michigan firm Plunkett Cooney in 2000 as a shareholder and is the chair of the firm's commercial litigation practice group. Mr. Boettcher is AV rated and Preeminent Peer Review Rated by Martindale-Hubbell, and concentrates his practice in the areas of commercial and banking litigation with specialization in real property and contract disputes. Mr. Boettcher is admitted to practice in Michigan, Ohio and Illinois, as well as before various United States District Courts, the United States Court of Appeals of the Sixth Circuit and the United States Supreme Court. In 1984, Mr. Boettcher received his undergraduate degree in Accounting, cum laude, from the University of Detroit. He graduated, cum laude, from the University of Detroit School of Law in 1987 where he was the Executive Editor of the Law Review. Prior to practicing law, Mr. Boettcher clerked for the Honorable Patricia J. Boyle of the Michigan Supreme Court.

Michael J. Catalfimo represents a diverse group of businesses and individuals in complex civil litigation and transactional matters involving Real Property Law, Creditors Rights, Business Law, Family Law, Trusts and Estates Law, Municipal Law, and Health Care Law. Mr. Catalfimo is Carter Conboy's Chief Operating Officer and Executive Committee member.

Robert F. Chapski is an equity shareholder in the Nashville office of Lewis, Thomason, King, Krieg & Waldrop P.C. and serves on the firm's board of directors as well as chair of the firm's product liability practice group. Mr. Chapski regularly advises and represents businesses and individuals in a variety of litigation-related practice fields including product liability, tort, commercial/business litigation and employment law. He represents various national clients in complex, high-exposure federal and state court matters, and he has served as both lead trial counsel and appellate counsel. Mr. Chapski frequently speaks on topics related to business, personal injury and product liability litigation and, in

addition to holding various bar memberships, he is a member of the International Association of Defense Counsel and the Product Liability Advisory Council. Mr. Chapski has been honored by numerous organizations including Best Lawyers, Mid-South Super Lawyers and has an AV Preeminent Rating from Martindale-Hubbell. He is a graduate of the University of Notre Dame and the University of Tennessee College of Law, graduating first in his class at both institutions.

Eric C. Cotton serves as deputy general counsel & corporate compliance officer for DDR Corp., a publicly traded real estate investment trust based in Cleveland, Ohio, where he oversees the company's litigation, risk management and compliance matters and provides legal support for its operations. Eric was previously general counsel for Equivest Finance, Inc., a publicly traded real estate development and finance business based in Syracuse, New York. He has also held positions in the legal departments of the Pyramid Companies and the Edward J. DeBartolo Corporation.

Dina Cox is a legal strategist and trial attorney who honors responsive client service as a top priority. Dina has served as lead counsel in numerous lawsuits and bet-the-company litigation involving multi-million dollar claims ranging from breach of contract, false advertising, unfair competition, unfair commercial practices, consumer fraud, and breach of warranty to claims of serious injury caused by products liability and professional negligence. Dina is an aggressive yet civil trial lawyer who has significant jury trial experience in state and Federal courts and substantial appellate experience. Dina defends class actions, mass torts, government enforcement actions, drug and medical device cases, toxic tort and chemical exposure cases, and professional liability lawsuits including legal malpractice. Dina also counsels clients during government investigations and assists professionals facing disciplinary grievances and licensing issues. Dina's mass tort and class action defense work is national in scope and has included lawsuits filed in numerous states from New York to California as well as lawsuits consolidated as part of multi-district litigation. Dina is a regular faculty member for the National Institute of Trial Advocacy in its learn-by-doing trial advocacy courses. She received her J.D. degree, cum laude, from Indiana University

School of Law at Indianapolis in 1995. For many years, Dina has been heavily involved in managing the firm, and she currently serves on the firm's 3-lawyer executive committee along with the chief administrative officer.

Kelli Cubeta joined ISS in 2013 after spending over 10 years with Billing Services Group (BSG), a publicly traded outsourcing service provider for the telecommunications industry. As General Counsel, Kelli was responsible for all legal, regulatory and compliance matters. In her current role as Executive Vice President, People and Culture at ISS, Kelli is responsible for leading all HR, Legal, and Risk Management functions, working closely with the Operations teams. Kelli also focuses on driving the ISS culture through ISS' unique training and employee development programs. Kelli has a Law degree and Master of Business Administration from Texas Tech University as well as a Bachelor of Arts in Business Management from Texas A&M University. In 2012, Kelli was honored as one of the National Top 10 Attorneys Under the Age of 40 at the Annual Meeting of the Association Corporate Counsel (ACC). The prestigious award recognizes ten of the most active and successful young in-house attorneys in the United States.

Joseph G. Fortner, Jr. is a partner at Halloran & Sage and the Co-Chair of the Commercial Litigation Practice Group at the Connecticut ALFA Firm; as well as Chair of the ALFA Business Litigation Practice Group's 2017 Seminar (and the BLPG's Marketing Chair). He is a business litigator with experience in a wide range of business, intellectual property and related litigation matters in state and Federal courts, ranging from contractual disputes, business fraud and other commercial torts, technology-related matters, trade secret claims, trade regulation, unfair trade practices, employee termination, and product-related commercial disputes. He represents clients in trademark and trade dress, copyright, patent, cyber defamation, domain name, licensing, and other intellectual property matters, including in such segments as financial services, information technology, marketing, alternate power systems, firearms, music, and other manufacturing and services industries. Joe uses his experience to counsel clients regarding intellectual property issues and other business relationships,

prosecutes trademark matters at the Patent & Trademark Office, and negotiates licenses, assignments and other intellectual property agreements. He has written and lectured on trademark and trade dress litigation, trade secrets, trademark dilution, antitrust issues, and e-commerce, including authoring the Connecticut portions of several ALFA compendiums regarding trade secrets. He is a graduate of Duke University, and received his J.D. from Vanderbilt University School of Law. When not practicing law, he works on his blues, jazz and country guitar skills, and performs with his wife (also an attorney) in their vocal and guitar duo, "Blind Date."

Kandice Kerwin Hull is a Member in McNees Wallace & Nurick LLC's Litigation Group and is the chairperson of the firm's ALFA Committee. She focuses her practice on the representation of corporate clients in business litigation, handling both federal and state claims. She has represented businesses in cases involving contract disputes, eminent domain, land use matters, and property rights claims, among others. In addition to her work in the trial courts, she also handles appellate litigation matters before the Pennsylvania State and Federal appellate courts and is the co-chair of her firm's Appellate & Post Trial Practice Group. Kandice is also a member of McNees' Ethics Committee. Kandice is a 2000 graduate of the University of Virginia School of Law, and a summa cum laude graduate of Franklin and Marshall College. She has been honored as one of the Best Lawyers in America in the field of Appellate Law since 2010.

William Ireland is a partner and a member of the Business Solutions Practice Group at the Los Angeles ALFA firm, Haight, Brown & Bonesteel. He is a past Chair of the ALFA Business Litigation Practice Group. He is a commercial litigator with extensive experience in commercial, real property, employment and environmental matters. His clients include real property developers, public entities, property managers, financial services companies, importers, marketing and promotional companies, produce wholesalers, and public entities. His highest profile representation was successfully representing Beverly Hills Unified School District in the mass litigation arising from the operation of an oil well on District property next to Beverly Hills High School. When not

practicing law, he volunteers for his local Presbyterian Church; Ghost Ranch Education and Retreat Center in Abiquiu, New Mexico; and as a part-time masters swim coach.

Earsa Jackson is a partner with the law firm of Strasburger & Price, LLP in Dallas, Texas and a member of the firm's Specialty Litigation Group. She handles complex litigation matters on behalf of businesses in a multitude of industries. She is also Practice Area Leader for the firm's Franchise & Distribution group and serves as Chair of the firm's Diversity Committee. She has been a featured author, speaker, writer, panelist and/or facilitator for seminars hosted by such organizations as the American Bar Association Forum on Franchising, International Franchise Association, Professional Athlete Franchise Initiative, Federal Trade Commission, National Black MBA Association, National Association of Women Business Owners, Association of Small Business Development Centers, and the Dallas Bar Association, among others. In 2016, she co-authored her first book, *Annual Franchise Developments 2016*; and she presented highlights of the book to a group of more than 800 franchise professionals in Miami, FL. She currently serves on the editorial board of the Franchise Law Journal. She is a former Director of the Litigation and Dispute Resolution Division for the American Bar Association Forum on Franchising. She received her Bachelor's Degree from the University of Arkansas at Little Rock, graduating magna cum laude. She earned her law degree from the University of Virginia School of Law.

Dina Mack is Deputy General Counsel and Chief Litigation Officer at Quest Diagnostics, the world's leading provider of diagnostic information services. She leads a team of fourteen attorneys, paralegals and executive security personnel, and is lead counsel on litigation, compliance and human resource issues, with rotating supervisory responsibilities for other areas, including international, operations and medical quality. She provides advice to the senior management team, including the CEO and CFO, on legal and compliance issues, manages outside counsel, supervises all significant internal investigations, and reports to the Board on litigation matters. Among her litigation areas are shareholder

derivative and securities class action litigation (including accounting fraud cases), qui tam litigation, intellectual property disputes, state and federal government fraud and abuse investigations, professional and product liability litigation, billing class actions, employment litigation, and general commercial disputes. Dina also works with the finance team on SEC materiality, disclosure and reserve issues, and reports to outside auditors on all litigation matters. Dina received her undergraduate degree from Georgetown University, and is a graduate of Duke University School of Law.

Ross Maddalena is a shareholder at the firm of Merrick, Hofstedt and Lindsey, P.S. in Seattle, Washington. He has a diverse defense practice, including defense of lending institutions, property owners, real estate professionals and commercial matters. Ross defends clients in breach of contract and lease claims and a variety of business litigation matters. In addition, he defends clients in product liability claims and catastrophic personal injury actions. Ross practices in the Superior Courts of Washington State as well as the Eastern and Western Federal District Courts of Washington and the Ninth Circuit Court of Appeals. He is also an active member of the Washington Defense Trial Lawyers Association and the ALFA Business Litigation practice group.

John H. Newcomer, Jr. is a partner at Morris James LLP, in Wilmington, Delaware, and serves on the firm's Executive Committee. John practices in the areas of commercial litigation and real estate. His experience in these dual fields provides his clients with a rare perspective in dealing with complex business and real estate matters. Understanding the dynamics of litigation, and how it impacts his clients' business strategies, gives John the ability to draft transactional documents with an eye towards avoiding problems before they arise. John's litigation practice involves a wide range of business, contract, and real property disputes. His experience as a certified mediator of the Delaware Superior Court gives John the additional insight to resolve his clients' disputes before they turn into costly litigation. Outside the practice of law, John enjoys riding motorcycles locally, nationally and internationally.

Jeffrey H. Newman is a partner, member of the executive and management committees, and Chair of the Real Estate Department of Sills Cummis & Gross P.C., ALFA International's New York City and Newark, New Jersey-based law firm. Mr. Newman has been practicing in the area of real estate, real estate litigation, litigation strategy and positioning, and real estate finance for over 25 years, bringing to his practice a background in corporate and business law, coupled with a Master's Degree in Taxation. Prior to practicing law, Mr. Newman worked as a financial analyst at E.F. Hutton & Co. Mr. Newman represents institutional clients throughout the country, and has developed a national reputation through his representation of numerous retailers, developers, landlords and lenders, as well as the result of numerous speaking engagements. Mr. Newman has published numerous articles in both the Real Estate Review and Commercial Leasing, Laws and Strategy. Mr. Newman is Chair of the ALFA International Retail - Real Estate Practice Group, serves as his firm's ALFA International relationship partner, and manages the firm's relationships throughout the network. He is frequently a speaker at ALFA programs.

John D. Osgathorpe is a Shareholder with Taylor Day and currently serves as its President and Managing Partner. In his practice John protects the interests of companies, management teams, and business owners in a diverse array of commercial and torts disputes. He litigates in state and Federal courts as well as before arbitrators in Florida. His general areas of experience include breach of contract claims, shareholder disputes, corporate governance disputes, joint ventures disputes, agency disputes, engineer and architect professional negligence, construction defects litigation, real property disputes and real property title claims, deceptive and unfair practices claims, fraud, civil theft, usurping corporate opportunities, defamation, breach of fiduciary duties, conspiracy, trucking accidents and goods-in-transit disputes, as well as premises liability. He is admitted to the Bar in Florida and Illinois (inactive). John graduated from Indiana University with a degree in Economics and from Indiana University School of Law-Indianapolis. While in law school, he was an Associate Editor of the Indiana International

and Comparative Law Review. He also studied law at East China University of Political Science in Shanghai and at Temple University's School of Law-Tokyo. He currently serves on the Board of Directors for ALFA International and is one of Taylor Day's Contact Partner with ALFA International.

Christopher A. Page is a partner at Young, Moore and Henderson, ALFA International's Raleigh, North Carolina member, where he is the leader of its Retail/ Hospitality industry group. Chris is an experienced trial attorney, with special emphasis representation of clients in the Hospitality and Retail industries, where he represents a number of national clients with all of their legal needs, including claims relating to employment, business disputes, trademark infringement, false advertising, premises accidents, food-borne illnesses, Dram Shop, and construction defects. After graduating summa cum laude from Duke University, Chris earned his law degree from the Yale Law School where he served as Senior Editor for the Yale Law Journal. Chris is the Chairman of ALFA International's Hospitality & Retail Practice Group, and also serves as the Chairman of ALFA's Marketing Committee. Chris is a frequent speaker at ALFA seminars, and has created presentations on litigation and management topics including Managing Millennials, Work-Life Balance, Reptile Theory, non-compete agreements, using social media evidence to win lawsuits, and an employer's guide to dealing with social media use by employees.

Peter R. Ryndak concentrates his practice on complex commercial disputes and liability insurance coverage litigation. Mr. Ryndak has represented a variety of corporations and successfully handled litigation involving a wide range of issues, including contract disputes, intellectual property claims, and Qui Tam matters. Mr. Ryndak has also successfully litigated insurance coverage matters in the areas of commercial liability, construction defect, toxic tort, advertising injury, professional liability and environmental claims. He has authored numerous articles on insurance coverage and frequently counsels clients in the drafting and interpretation of new policy forms. He is a graduate of Northwestern University and Loyola University School of Law. Mr.

Ryndak is a member of ALFA's Business Litigation Steering Committee, the Chicago Bar Association, the DuPage County Bar Association, the Illinois State Bar Association, the American Bar Association, and the Illinois Association of Defense Trial Counsel.

Robert Sabido is a partner with the ALFA International Portland, Oregon firm Cosgrave Vergeer Kester LLP. His practice focuses on consumer financial services litigation and compliance, including defending claims for wrongful foreclosure and violations of the Fair Credit Reporting Act, Fair Debt Collection Practices Act, Telephone Consumer Protection Act, Oregon Mortgage Lender Law, and Oregon Unlawful Trade Practices Act; insurance coverage; and civil appeals; in Oregon and Washington federal and state courts. In addition to his litigation practice, Robert advises financial services clients and trade associations, and represents their interests, in regulatory, administrative and legislative matters. Before going into private practice, Robert served as an Assistant Attorney General in the Appellate and Trial Divisions of the Oregon Department of Justice.

Nancy Saltzman is Executive Vice President, General Counsel, Chief Compliance Officer & Corporate Secretary for EXL. She is responsible for managing EXL's global legal affairs, which includes mergers and acquisitions, strategic partnerships, SEC compliance and reporting, commercial matters, corporate governance, litigation oversight, intellectual property, and labor and employment law. As Chief Compliance Officer she oversees all aspects of EXL's compliance function, which includes the design and implementation of policies, programs and processes to manage and monitor risks associated with legal and regulatory compliance, as well as the litigation, financial loss or reputational harm which could result from a compliance failure. Nancy also serves as the executive sponsor for EXL's Legal Support Solutions business unit. She has more than 20 years of experience advising large global organizations operating in complex and disparate economic and regulatory environments, and previously was Senior Vice President, General Counsel and Secretary for Westcon Group, Inc., a \$4 billion value-added distributor of category-leading unified communications, network

infrastructure, data center and security solutions. Before that, she was a corporate associate for capital markets and merger and acquisition at Dewey Ballantine LLP. She has also served as Associate General Counsel and Vice President, Investor Relations at Chartwell Re Corporation, and began her career at Shearson Lehman Hutton as a financial analyst. Nancy holds a Bachelor of Arts degree from Amherst College and a Juris Doctor from Hofstra University School of Law.

Marygrace Schaeffer is a Vice President with DecisionQuest. Ms. Schaeffer has been a trial consultant for over twenty years, providing jury research and trial consulting on hundreds of civil and criminal cases across the country. Ms. Schaeffer's expertise includes strategy and theme development, mock trials, witness evaluation and preparation, shadow juries, post-trial interviews and visual communications. She is a frequent speaker on these topics. In addition Ms. Schaeffer has provided voir dire and jury selection assistance in hundreds of venues throughout the United States.

Scott A. Shanes is a partner with the law firm Strasburger & Price LLP in Dallas, Texas. Mr. Shanes has a broad-ranging business litigation and trial practice, including representation of clients in business torts, real estate, contract, and securities-related matters. He has tried numerous litigation and arbitration matters to verdict/decision in both federal and state courts in Texas and Missouri. Mr. Shanes has also handled high profile cases that have received extensive media exposure, both locally and nationally. He is skilled at interfacing with the media in order to communicate effective messages on behalf of clients. He earned his B.A. (summa cum laude) from The Ohio State University and his J.D. (with honors) from the University of Texas at Austin.

Stan Siegel is a shareholder in the Minneapolis, Minnesota, ALFA International law firm of Nilan Johnson Lewis where he is the Chair of the firm's Business Litigation Practice Group. He is also the Chair Emeritus of ALFA International's Business Litigation Practice Group and currently serves as a member of its Strategic Planning and Steering Committees. Mr. Siegel also serves as a member of ALFA International's Marketing

Committee. Mr. Siegel has extensive and broad-based litigation and trial experience having represented businesses, governmental entities, individuals, and insurers in a wide variety of business and commercial disputes and large casualty losses, arbitrations, and trials in state and federal courts in more than twenty-five states, and abroad. Mr. Siegel also represents clients in a variety of patent, copyright and trademark infringement, as well as non-compete and trade secret litigation. He has been frequently named a top lawyer in the areas of business and intellectual property litigation, is a regular author and lecturer on matters relating to civil litigation including at numerous previous ALFA seminars, and has participated in a number of continuing legal education programs with an emphasis on complex litigation issues. He has been repeatedly selected by his peers and recognized as a "Super Lawyer" every year since 1997, and including as a Top Vote Getter on numerous occasions. Prior to entering private practice three decades ago, Mr. Siegel was a federal law clerk for the Honorable Donald P. Lay, Chief Judge of the United States Court of Appeals for the Eight Circuit.

Scott D. Stimpson is Chair of the Sills Cummis & Gross Intellectual Property Practice Group and is resident in the Firm's New York Office. Mr. Stimpson has practiced intellectual property litigation and counseling for 28 years, involving a wide range of IP issues including patents, trademarks, copyrights and trade secrets. He has significant trial (jury and nonjury), arbitration, mediation and counselling experience in a wide range of technical disciplines. He is a Registered Patent Attorney, and has successfully litigated many patent infringement and other technology cases, serving as lead litigation counsel in numerous matters. Mr. Stimpson also has significant experience in general commercial litigation, including causes of action such as a breach of contract, unjust enrichment, and other state and federal claims. Mr. Stimpson has often lectured on American litigation, giving many presentations in the United States, Asia, and Australia. Apart from his experience representing American clients, Mr. Stimpson has also served as lead counsel for clients in Japan, China and Korea.

John Sykes leads Charles Russell Speechlys' Business Disputes team and specializes

in commercial litigation, arbitration and mediation. He is a recognized name in banking law, especially the recovery of assets, and lead CRS's team in the administration of Awal Bank, conducting litigation worth multi-billions of USD in Europe, the Middle East and the United States. Additionally, John acts for global technology firms in complex technology development and works for companies and shareholders in solving corporate, shareholder, partnership and joint venture disputes. Much of John's work is international and currently includes work in Africa, the Caribbean and the Middle East. John regularly lectures in the UK and abroad, most recently with the World Bank in New York on anti-corruption legislation, on mediation in Qatar, and on minority shareholder disputes at SJ Live.

Fletcher Thomson is an Associate General Counsel for Textron Inc. He counsels the corporate office and subsidiary businesses on a broad range of domestic and international litigation and transactional matters, including protection of intellectual property, commercial disputes, corporate law, tax and labor matters, global branding strategies, cybersecurity, newly acquired business integration, contracts, licensing, indemnification and nondisclosure agreements. His international work has included matters in Latin America, Canada, Europe, Australia, the Middle East and Asia, and he previously served as interim General Counsel for top 100 global automotive supplier Kautex, a Textron subsidiary headquartered in Bonn, Germany. Before going in-house, Fletcher handled complex commercial litigation, intellectual property disputes, business litigation, and related matters in state and federal courts, including obtaining a \$50.5 million judgment for a client in a trade secret misappropriation case. Fletcher also represented corporate clients in a full range of transactional matters, including negotiating intellectual property related agreements. He received his J.D. from the University of Connecticut School of Law, and his LL.M from Trinity College Dublin.

Adam Wiens is a trial lawyer with ALFA International's Denver, Colorado firm of Hall & Evans, LLC. He represents companies and their principals in complex civil lawsuits involving commercial, real estate, oil and gas, construction, business, trade secret, securities, and corporate director and

officer liability cases. Adam advises start-up companies through the corporate formation process, including the formation of limited liability companies, corporations, and partnerships. Adam regularly advises established businesses concerning corporate governance, risk management, and strategic planning issues. Adam also represents companies on various employment matters, including non-compete agreements, non-disclosure agreements, and trade secret issues. Adam has successfully litigated cases in state and federal courts in Colorado and has successfully resolved a host of matters through the mediation and arbitration process.

Jacqueline Wolff has spent over 25 years defending companies and individuals accused of white collar crimes and False Claims Act (FCA) violations. A former Chief of the Environmental Crimes Unit and Assistant United States Attorney for the Frauds Division in the District of New Jersey, Jacqueline focuses her practice on violations of the Foreign Corrupt Practices Act (FCPA), and fraud-based crimes including healthcare, securities and tax fraud, mostly in the healthcare, pharmaceutical and financial services industries. She has successfully defended multiple clients in False Claims Act cases resulting in declinations from the government, resolutions as overpayment cases or, where the government decided not to intervene, outright dismissals of the qui tam. Jacqueline has also represented corporate clients ranging from Fortune 100 companies to small venture capital firms in FCPA investigations. She has successfully represented corporate officers in tax and securities fraud matters. While in the United States Attorney's Office, Jacqueline received numerous awards, including those from the U.S. Nuclear Regulatory Commission, Immigration and Naturalization Service, Environmental Protection Agency and the Attorney General of the United States. She is a graduate of the University of Pennsylvania, and received her J.D. from Fordham University School of Law. Jacqueline regularly is sought out by business publications and CLE sponsors to speak on FCPA and FCA issues.

PROGRAM INFORMATION

MEETING LOCATION

LondonHouse Chicago

85 East Wacker Drive at North Michigan Avenue
Chicago, Illinois 60601
Tel: (312) 357-1200

HOTEL INFORMATION

Hotel reservations are made during the seminar registration process. Please contact your ALFA International attorney to register. The deadline for obtaining a room reservation at the ALFA International rate is Thursday, August 24, 2017. It is possible that all rooms in the room block will be reserved before the deadline so please REGISTER EARLY!

REGISTRATION

Contact your ALFA International attorney to register.
ATTENDANCE IS OPEN TO ALFA INTERNATIONAL MEMBERS AND THEIR INVITED GUESTS AGES 21+ ONLY!

ATTIRE

The attire for the educational sessions throughout the conference and Thursday evening's dinner is business casual. Casual attire, preferably your home town baseball jerseys and caps, is encouraged for the Friday afternoon Chicago Cubs vs. St. Louis Cardinals game. Dinner on Friday evening is casual as well.

CLE CREDIT

ALFA International certifies that this program has been approved for 6.25 hours of General CLE credit in the States of Illinois and California. If you need credit in another state, please contact that state bar regarding the necessary requirements to obtain CLE credit. A packet of CLE information, along with a CA certificate of attendance, will be distributed at the seminar which should help you apply individually to your state. ALFA International staff is available to assist if you have any difficulty.

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