IGNITE YOUR LEADERSHIP JOURNEY

AMERICAN BAR ASSOCIATION

BAR LEADERSHIP INSTITUTE
MARCH 14-16, 2018
BAR LEADERSHIP INSTITUTE

CHICAGO MARRIOTT DOWNTOWN
MAGNIFICENT MILE

MARCH 14-16, 2018
CHICAGO, IL

SPONSORED BY THE
American Bar Association through the Standing Committee on Bar Activities and Services and the Division for Bar Services
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#BLI18

Use password BLI18 to access complimentary WiFi service on Thursday and Friday.

Find the ABA-BLI wireless network connection in your WiFi settings, connect to the internet on the Marriott page, accept the terms and conditions for usage, enter password BLI18 and click “submit.”

Visit the ABA Division for Bar Services website for BLI handouts:
www.ambar.org/blihandouts2018

SPREAD THE WORD ...
THE 2019 ABA BAR LEADERSHIP INSTITUTE WILL BE MARCH 13-15, 2019 IN CHICAGO.
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**RAFFLE PRIZE: FUR SCARF**
Dear Bar Leader:

On behalf of ABA President Hilarie Bass, President-elect Robert Carlson, the Standing Committee on Bar Activities and Services, and the staff of the Division for Bar Services, I welcome you to the 40th Anniversary of the ABA’s “must-attend” event for successful bar leaders: the Bar Leadership Institute.

For 40 years the ABA has offered this premier leadership training experience for bar leaders across the nation. Throughout the two days of the BLI, we have one goal – preparing you to be the best leader you can be for your bar.

Throughout the conference you will learn about inspirational leadership, best practices in governance, and effective communication tools for you and the members you serve.

We have assembled an outstanding faculty, including experienced bar presidents and executive directors as well as industry experts, to support you, challenge you, and energize you.

To maximize the benefits of the BLI, we encourage you to commit to these seven principles:

- Attend programming
- Listen actively
- Participate fully
- Connect with those you meet (Collect business cards and communicate upon your return.)
- Learn (be inspired!)
- Take it home
- Make a difference

We hope that your BLI experience is truly transformative and that the ABA and the Division for Bar Services will become an essential resources for your leadership journey. Please call on us anytime, here at the BLI or in the months ahead.

We are here for you.

Sincerely,

Hon. Pamila J. Brown
Chair, ABA Standing Committee on Bar Activities and Services
3:15 p.m. - 6:30 p.m.  
**Early Registration**  
7TH FLOOR REGISTRATION DESK

4:00 p.m. - 5:15 p.m.  
**Presidential Bootcamp**  
GRAND BALLROOM SALONS I/II, 7TH FLOOR  
Start the planning process for your presidential journey with BLI Bootcamp, where communication, leadership, and social media experts will be on hand to offer you advice and guidance. Build your own program by participating in one or more bootcamp sessions on minute messaging, using LinkedIn, networking, and serving as an ambassador and host, each of which will be repeated once. Prefer a bit less structure? With your phone and questions in hand, you can also drop by for informal Q&A sessions on smartphone basics.

**LinkedIn Best Practices**  
Confused about how to best use this popular, business-focused social media platform? Learn how to make the most of LinkedIn to help grow your career and network.  
**JILL ECKERT MCCALL**  
Burr Ridge, IL  
Co-Chair, Chicago Bar Association Alliance for Women; Past Chair, Chicago Bar Association Young Lawyers Section; and Past Member, Chicago Bar Association Board of Managers

**What’s Your Minute Message?**  
First impressions are crucial. Judgment is quick. What will your answer be when asked, “What does your association do?” The ABA’s Julie Brown will share tips on how to develop and communicate a message for your organization, whether you have 10 minutes or just one. She also will help you tailor your delivery to your audience: Are you talking with a member, a potential member, or someone from the community? Don’t miss this opportunity to learn how to deliver a message that leaves a positive, lasting impression.  
**JULIE BROWN**  
Chicago, IL  
Manager, Broadcast Communications, ABA Division for Media Relations and Communication Services

**Networking 101**  
As a bar leader, you likely have attended dozens of networking events, but a room packed full of people can intimidate even the most confident of extroverts. Robin Rone, Director of the ABA Young Lawyers Division, will provide tips to conquer your social anxiety with a special emphasis on best practices on networking with new lawyers.  
**ROBIN RONE**  
Chicago, IL  
Director, ABA Young Lawyers Division
Bar Leaders as Ambassadors and Hosts
Bar leadership is more than board meetings, speeches, and interviews. You also must serve as the face of the bar association at membership lunches, happy hours, and more. Learn from a past president and current executive director how to serve as a welcoming face of your organization.

JOHN LOCALLO
Chicago, IL
Past President, Illinois State Bar Association

ROBERT E. CRAGHEAD
Springfield, IL
Executive Director, Illinois State Bar Association, and President, National Association of Bar Executives

Smart Phone Basics
Are you getting the most out of your phone? Whether you have an Android or iOS device, bring your smartphone—and your questions—to this informal session. From productivity tools to proper security settings, our practice management advisers will ensure that you are up to speed.

ANNE HAAG
Chicago, IL

CATHERINE SANDERS REACH
Chicago, IL
Director, Law Practice Management and Technology, The Chicago Bar Association (Android Expert)

Professional Headshots
7TH FLOOR FOYER
Be sure to stop by the RCL Portraits sponsor table to get a complimentary headshot that can be used on social media, your bar association website and anywhere you may need to showcase your personal brand. This opportunity will be available during Bootcamp and at sponsor breaks throughout the BLI.

5:15 p.m. - 6:30 p.m.

Sponsor Networking Time and Welcome Reception
7TH FLOOR FOYER
Kick-start your BLI experience by joining sponsors and colleagues at this casual cash-bar reception. Take advantage of the relaxed setting to learn about sponsor resources available to you, your organization, and your law practice. Members of the ABA Standing Committee on Bar Activities and Services also will be on hand to answer your questions about the BLI.
7:00 a.m. - 4:30 p.m.  
**Registration**  
7TH FLOOR REGISTRATION DESK

7:00 a.m. - 8:15 a.m.  
**Continental Breakfast - Discussion by Bar Size and Type**  
GRAND BALLROOM SALONS I/II, 7TH FLOOR  
Throughout this breakfast, you will have the opportunity to meet your bar leader peers and begin to discuss issues of interest and questions about your presidential journey. Table discussions will be organized by bar size and type and will begin at 7:30 a.m. See table signage for information regarding bar size and type.

8:15 a.m. - 8:30 a.m.  
**Welcome and Orientation**  
GRAND BALLROOM SALONS I/II, 7TH FLOOR  
HON. PAMILA BROWN  
Ellicott City, MD  
Chair, ABA Standing Committee on Bar Activities and Services  
HILARIE BASS  
Miami, FL  
President, American Bar Association

8:30 a.m. - 8:45 a.m.  
**Transfer Break**

8:45 a.m. - 10:25 a.m.  
**Improv-based Leadership - Inspired by Second City**  
GRAND BALLROOM SALON III, 7TH FLOOR  
Thriving amid change requires four things:  
- the ability to recognize where you are in any given moment;  
- the flexibility to choose a new path;  
- a willingness to collaborate on a solution; and  
- the freedom to take a risk and to learn from failure.

In our opening session, we welcome back facilitators from Chicago’s famed improv theater, Second City. During this dynamic session, you will use improv-based tools to explore key principles of successful leadership. These principles, which will be used throughout the conference, will help you return home prepared to creatively collaborate with your leadership teams, energize your volunteers, connect with your members, and advance your bar within the community.

**CHRISTY BONSTELL**  
Chicago, IL  
Lead Creative Facilitator, Second City Works

**BUTCH JERINIC**  
Chicago, IL  
Lead Creative Facilitator, Second City Works

**SPONSORED BY FASTCASE**
A Snapshot of Our Changing Landscape
GRAND BALLROOM SALON III, 7TH FLOOR
As we dive into the issues that face our bar organizations and the profession, our speakers will share their pithy perspectives on four major drivers of change. The strategy sessions that follow will take a more in-depth look at different ways bars are approaching these challenging issues and opportunities, and will equip you with the questions you need to be asking at your bar.

MODERATOR AND CONTRIBUTOR:
CARL D. SMALLWOOD
Columbus, OH
Past President, Columbus Bar Association; Past President, National Conference of Bar Presidents; and Member, ABA Standing Committee on Bar Activitites and Services

PRESENTERS:
PROFESSION AND BAR DEMOGRAPHICS
CHRISTINE H. HICKEY
Indianapolis, IN
Past President, Indianapolis Bar Association, and President, National Conference of Bar Presidents

DIMINISHING RESOURCES
MARY BYERS, CAE, CSP
Chatham, IL
Consultant and Author, Race for Relevance and Road to Relevance

CHANGING MEMBER EXPECTATIONS
LAUREN STILLER RIKLEEN
Wayland, MA
Past President, Boston Bar Association, and Member, ABA Standing Committee on Bar Activities and Services

CHANGING BEHAVIOR OF LEGAL SERVICES CONSUMERS
BOB GLAVES
Chicago, IL
Executive Director, Chicago Bar Foundation, and Past President, National Conference of Bar Foundations

Sponsor Break
7TH FLOOR FOYER
Talk with sponsors about the resources available to your bar organization and members. Be sure to stop by the ABA Division for Bar Services table to meet Marilyn Cavicchia, editor of Bar Leader, and learn more about this complimentary publication written for and about bar leaders.

Strategy Sessions
These sessions will give you the strategic questions to ask and tools to use to lead a more productive and strategic board. All sessions will be repeated in the afternoon.
Strategy Session 1A: A Collision in Governance: Roles, Expectations, and Structure
LOS ANGELES/MIAMIS/COTTSDALE, 5TH FLOOR
Let’s face it: Our organizational governance structures were designed at a time when business moved much more slowly. If we want to be agile organizations in this era of accelerating change, how do we need to rethink our governance structures, roles, and processes? Join governance experts from the Association Management Center, who will share their insights on governance trends and lead us in a discussion about how we can help our existing structures adapt to the current pressures.

DAVE BERGESON
Chicago, IL
Account Executive, Association Management Center

MARK ENGLE
Chicago, IL
Principal, Association Management Center

Strategy Session 2A: Leading the Strategic Membership Conversation
CHICAGO BALLROOMS A/B, 5TH FLOOR
A shrinking lawyer population, a profession in flux, different attitudes toward affiliation. It’s a challenging membership environment for associations, with many potential pitfalls and rabbit holes. There’s no question that the president plays an important role in helping the bar understand what’s happening and determining how to stay vital and relevant. In this session, three bar executives share their insights on what makes good membership strategy for the 21st century, and how the president and other bar leaders can help move the conversation forward. This session will have a special emphasis on strategy for voluntary bars.

ELIZABETH M. DERRICO
Albany, NY
Principal Consultant, Elizabeth Derrico & Associates

ELLEN MILLER-SHARP
San Diego, CA
Executive Director, San Diego County Bar Association

C. ALLEN NICHOLS
Akron, OH
Executive Director, Akron Bar Association and Foundation

Strategy Session 3A: Consumer-based Approaches to Legal Services Delivery
DENVER/HOUSTON/KANSAS CITY, 5TH FLOOR
As the legal profession recognizes the extent of the country’s unmet legal needs, we have increasingly seen bars recognize the necessity to engage with consumers on their terms. Bars are replacing legacy referral processes with online interfaces that are consumer-focused, mobile-friendly, and available 24/7. Service providers increasingly recognize the interconnectedness of legal issues with other social problems, and are tackling issues in more holistic ways.
Join this panel to learn how two bars are addressing the significant access challenges in their communities.

**HON. MELISSA BLACKBURN**
Nashville, TN  
Co-chair, Veterans Committee, Nashville Bar Association

**ROBERT RICE**
Salt Lake City, UT  
Past President, Utah State Bar

**Strategy Session 4A: Addressing Changing Member Expectations**
NORTHWESTERN/OHIO/PURDUE/WISCONSIN, 6TH FLOOR

The profession that new lawyers are experiencing is not the same as it was for previous generations. Likewise, joining and participating in the bar isn’t as expected as it used to be. How can our organizations better speak to the realities of today’s practicing lawyers—who are time and resource constrained—while connecting them to the ideals that motivated so many to go to law school in the first place? Our speakers will share their observations about how bar organizations can adjust to these changing expectations.

**SUSIE BROWN**
Minneapolis, MN  
Executive Director, Hennepin County Bar Association

**LAUREN STILLER RIKLEEN**
Wayland, MA  
Past President, Boston Bar Association, and Member, ABA Standing Committee on Bar Activities and Services

**Strategy Session 5A: Alternative Dues and Business Models**
CHICAGO BALLROOM D, 5TH FLOOR

Our profession’s demographics and changing member expectations tell us that traditional dues structures may not be sustainable. For example, most of our organizations have dues categories based on years in practice or type of practice. Should our dues categories instead reflect what members value? In this session, you’ll learn how two bar organizations—and associations in other professions—are rethinking their dues and business models.

**JULIE ARMSTRONG**
Indianapolis, IN  
Executive Director, Indianapolis Bar Association and Foundation

**MARY A. AUGSBURGER**
Columbus, OH  
Executive Director, Ohio State Bar Association

**MARY BYERS, CAE, CSP**
Chatham, IL  
Consultant and Author, *Race for Relevance* and *Road to Relevance*
Strategy Session 6A: Helping Groups Deal with Complexity and Make Better Decisions  
INDIANA/IOWA/MICHIGAN/MICHIGAN STATE, 6TH FLOOR

Bar leaders address a myriad of difficult issues and make numerous tactical and strategic decisions. To help you make the best decisions possible, this session examines some fundamentals of navigating complexity and effective decision-making, including:
• framing discussions to elicit better thinking;
• using data to drive decisions;
• interrupting implicit bias and other habits that put blinders on your thinking;
• applying decision-making rules; and
• facilitating different perspectives.

You will leave better equipped to manage or contribute to the next decision your bar association faces.

JEFFREY CUFAUDE  
Indianapolis, IN  
President and CEO, Idea Architects

12:20 p.m. -12:25 p.m.  Transfer Break
12:25 p.m. - 1:30 p.m.  Lunch  
GRAND BALLROOM SALONS I/II, 7TH FLOOR
In addition to having time to network with colleagues, Deborah Enix-Ross, Chair, ABA House of Delegates, will explain why and how bar associations can become involved in developing resolutions for consideration in the ABA House of Delegates. Christine Hickey, President of the National Conference of Bar Presidents, also will share information about NCBP and how the organization can assist you during your bar presidency.

1:30 p.m. - 1:45 p.m.  Transfer Break
1:45 p.m. - 2:45 p.m.  Strategy Sessions
These sessions will give you the strategic questions to ask and tools to use to lead a more productive and strategic board.

Strategy Session 1B: A Collision in Governance: Roles, Expectations, and Structure  
LOS ANGELES/MIAMI/SCOTTSDALE, 5TH FLOOR
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DAVE BERGESON  
Chicago, IL  
Account Executive, Association Management Center
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REBECCA MCMAHON
Cleveland, OH
Executive Director, Cleveland Metropolitan Bar Association

C. ALLEN NICHOLS
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Co-chair, Veterans Committee, Nashville Bar Association

ROBERT RICE
Salt Lake City, UT
Past President, Utah State Bar

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Wayland, MA
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MARY A. AUGSBURGER
Columbus, OH
Executive Director, Ohio State Bar Association
MARY BYERS, CAE, CSP
Chatham, IL
Consultant and Author, Race for Relevance and Road to Relevance

Strategy Session 6B: Helping Groups Deal with Complexity and Make Better Decisions
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You will leave better equipped to manage or contribute to the next decision your bar association faces.
JEFFREY CUFAUDE
Indianapolis, IN
President and CEO, Idea Architects

2:45 p.m. - 3:05 p.m.  Sponsor Break
7TH FLOOR FOYER
Talk with sponsors about the resources available to you, your bar organization, and your members.

3:05 p.m. - 3:20 p.m.  Interview with ABA President-elect Robert M. Carlson
GRAND BALLROOM SALONS I/II, 7TH FLOOR
Get to know Bob Carlson as he reflects on his involvement in bar associations and the impact bars can have when leaders at the local, state and national levels work together.

3:20 p.m. - 4:30 p.m.  ‘More’ in a Time of ‘Less’: Thinking Differently about Your Bar’s Value Proposition
GRAND BALLROOM SALONS I/II, 7TH FLOOR
We have all heard the expression, “Less is more.” In today’s rapidly changing environment, many bar associations and lawyers are working with less in terms of time, money, staff, and membership. So, where does the “more” come in?

According to Mary Byers, author of Race for Relevance and Road to Relevance, what’s needed is more focus—on your bar’s mission, your members’ needs, and whether it’s time to make some changes to what you’ve always offered. In this interactive, energizing closing session, Byers will get you thinking about how best to articulate your bar’s value proposition by focusing on what your organization can uniquely do. We will then explore how collaboration among organizations opens up other opportunities. You will go home ready to help your bar extend its influence and enhance what it offers, all while stretching your budget.

Table discussions will be organized by bar size and type. See table signage for information.

MARY BYERS, CAE, CSP
Chatham, IL
Consultant and Author, Race for Relevance and Road to Relevance

4:30 p.m.  Wrap-Up and Adjourn

5:00 p.m. - 7:00 p.m.  Reception and Photo Session with the ABA President and President-elect
THE IVY ROOM AT TREE STUDIOS, 12 E. OHIO
Enjoy the company of your colleagues at this historic Chicago venue located two blocks from the Chicago Marriott. The Ivy Room, located in the Medinah Tree Studios, will be a perfect backdrop for networking and also to meet and be photographed with ABA President Hilarie Bass and ABA President-elect Robert Carlson. Walking directions are available at the registration area and at the Concierge Desk.
FRIDAY, MARCH 16, 2018

7:30 a.m. - 3:30 p.m.  Registration
7TH FLOOR REGISTRATION DESK

7:30 a.m. - 8:45 a.m.  Leadership Planning Breakfast - Discussion by Bar Size and Type
Throughout this working breakfast, you will rejoin your bar leader peers to discuss the most important issues you and your bar are likely to face during your presidency and beyond. We will introduce you to the presidential planning tools available from the Division for Bar Services and encourage you to use this time to strategize. The working session will begin at 7:50 am.

Unified State Bars - membership above 30,000
INDIANA/IOWA/MICHIGAN/MICHIGAN STATE, 6TH FLOOR

Unified State Bars - membership 30,000 and below
NORTHWESTERN/OHIO/PURDUE/WISCONSIN, 6TH FLOOR

Voluntary State and National Bars
DENVER/HOUSTON/KANSAS CITY, 5TH FLOOR

Local Bars - membership above 4,000
LOS ANGELES/MIAMI/SCOTTSDALE, 5TH FLOOR

Local Bars - membership between 4,000 and 1,501
CHICAGO BALLROOM D, 5TH FLOOR

Local Bars - membership 1,500 and below
CHICAGO BALLROOMS A/B, 5TH FLOOR

8:45 a.m. - 9:00 a.m.  Transfer Break

9:00 a.m. - 9:30 a.m.  Fake News? Bar Associations and Today’s Media
GRAND BALLROOM SALON III, 7TH FLOOR
What should be a bar leader’s media diet when the news changes by the minute, and much of the discussion occurs online? Are you on social media as a participant or observer? Learn from two bar association communications professionals about the current media environment, how we should engage with the media and social media, and which news sites, blogs, and social media accounts are well worth your time.

MEREDITH Z. AVAKIAN
Philadelphia, PA
Director of Communications and Marketing, Philadelphia Bar Association
FARRAH FITE
Jefferson City, MO
Media Relations Director, The Missouri Bar

**SPONSORED BY CASEMAKER**

9:30 a.m. - 10:15 a.m.

**Avoid the Quicksand: Bar Communications Lightning Round**
GRAND BALLROOM SALON III, 7TH FLOOR
A collection of expert bar communicators will be asked about potential communications challenges that bar leaders and staff might face. The trick is, they will have less than a minute to answer each question! Buckle your seatbelt for quick tips on how to react to the unexpected.

**MODERATOR AND CONTRIBUTOR:**
MICHELLE BEHNKE
Madison, WI
Past President, State Bar of Wisconsin, and Treasurer, American Bar Association

**PANELISTS:**
MEREDITH Z. AVAKIAN
Philadelphia, PA
Director of Communications and Marketing, Philadelphia Bar Association

JULIE BROWN
Chicago, IL
Manager, Broadcast Communications, ABA Division for Media Relations and Communication Services

FARRAH FITE
Jefferson City, MO
Media Relations Director, The Missouri Bar

**SPONSORED BY CASEMAKER**

10:15 a.m. - 10:35 a.m.

**Sponsor Break**
7TH FLOOR FOYER
Enjoy extended conversations with sponsor representatives, and be sure to ask how you can enter to win their luncheon raffle drawing prize. Marilyn Cavicchia, editor, *Bar Leader*, will be available at the ABA Division for Bar Services table to talk about how you can suggest story ideas or even submit an article to be considered for publication.

10:35 a.m. - 11:35 a.m.

**Skill Sessions**
These sessions focus on personal leadership skills that will help you lead your board, and connect with members, the media and the community.

**Skill Session 1: The President as Facilitator-in-Chief**
CHICAGO BALLROOMS A/B, 5TH FLOOR
In today’s fast-paced, collaborative environment, strong facilitation skills are essential for any leader. Good facilitative leadership balances process and outcome to ensure that decisions reached, initiatives created, and commitments
made reflect the broadest and most compelling insights from a diverse group of individuals. In this session, we will review core principles of facilitation, and identify how to successfully manage common group dynamics you are likely to encounter.

**JEFFREY CUFAUDE**  
Indianapolis, IN  
President and CEO, Idea Architects

**Skill Session 2: Media Interview Lab**  
**DENVER/HOUSTON/KANSAS CITY, 5TH FLOOR**  
In this “hands on” lab, broadcast interviewer Julie Brown will put volunteers to the test in mock—but very realistic—live, on-camera interviews designed to help make the most of media opportunities. You will leave this experience much better prepared to serve as the official spokesperson of your organization. This session is interactive, with plenty of opportunity for questions and personal attention.

**JULIE BROWN**  
Chicago, IL  
Manager, Broadcast Communications, ABA Division for Media Relations and Communications Services

**Skill Session 3: Strategic Thinking and Planning for Bar Organizations**  
**LOS ANGELES/MIAMI/SCOTTSDALE, 5TH FLOOR**  
Strategic planning doesn’t have to be a bore, and the plan certainly shouldn’t sit on the shelf gathering dust. In this session, our speakers will explore ways to engage in planning that energizes the organization and develops a future-focused vision. Because strategic planning isn’t a one-size-fits-all proposition, the speakers will discuss various ways to engage stakeholders and create a plan that becomes part of the organization’s DNA.

**ELIZABETH M. DERRICO**  
Albany, NY  
Principal Consultant, Elizabeth Derrico & Associates  
**JENNIFER K. LEWIN**  
Chicago, IL  
Deputy Director, ABA Division for Bar Services

**Skill Session 4: The Inclusive President**  
**NORTHWESTERN/OHIO/PURDUE/WISCONSIN, 6TH FLOOR**  
Does your association’s board and key volunteers look like your local legal community? Effective leaders cultivate and sustain a deep talent bench that reflects all ages, practice settings and other diversity demographics. Learn from two veteran bar leaders how to get beyond the status quo to find and promote new voices in your organization.

**MICHELLE BEHNKE**  
Madison, WI  
Past President, State Bar of Wisconsin, and Treasurer, American Bar Association
ERIC T. COOPERSTEIN  
Minneapolis, MN  
Past President, Hennepin County Bar Association

Skill Session 5: Having Difficult Conversations: How to Say What ‘Someone’ Has To  
CHICAGO BALLROOM D, 5TH FLOOR  
Leadership is not always easy. As bar president, you will be called on to make tough decisions … and communicate with those who are affected. In other words, you are now the “someone” who has to deliver difficult news. Whether you have decided not to reappoint a long-standing committee chair or need to constructively criticize a board member, this session will provide practical techniques to help you conduct these necessary conversations. You will learn new ways to preserve and build bridges rather than burn them.

PATRICIA PIPPERT  
Chicago, IL  
President and Founder, P2 Enterprises

11:35 a.m. - 12:55 p.m.  
Roadmap to ABA Resources Luncheon  
GRAND BALLROOM SALONS I/II, 7TH FLOOR  
This luncheon is a great opportunity to learn how to access the ABA’s myriad of services and resources. Whether your bar association is navigating a challenging issue or exploring innovative ideas, chances are, the ABA can help you find your way. Bring your questions and ideas, and take this time to move throughout the room, meeting ABA experts representing dozens of entities. Review the separate ABA Resources program—with information on entities present, a map of the room, and details about the sponsor raffle—and plot a course for making the most of this time.

And because you probably won’t be able to get to all the ABA entities, ABA Executive Director Jack Rives will highlight several programs and services that support the ABA’s valuable partnership with bar associations. BLI Platinum-level sponsors also will be available to talk with you about what they have to offer.

12:55 p.m. - 1:05 p.m.  
Transfer Break

1:05 p.m.- 1:35 p.m.  
Sprint Sessions  
Choose from a diverse mix of skill-building sprints, 30-minute sessions that hit the highlights of some critical responsibilities of leadership. Sessions will be repeated.

SPONSORED BY LEXISNEXIS

Sprint 1A: Presidential Communications  
NORTHWESTERN/OHIO/PURDUE/WISCONSIN, 6TH FLOOR  
Whether through a president’s column or social media outlets, this session will help you communicate effectively and tackle your fears. Get some practical advice about what to talk about, what to avoid, and how to tell your story effectively. A bar communications professional will give you
tips on how to inform, entertain, and connect with your legal community. Bring the questions you have been afraid to ask elsewhere.

**FARRAH FITE**
Jefferson City, MO
Media Relations Director, The Missouri Bar

**Sprint 2A: Advocacy**
**DENVER/ HOUSTON/KANSAS CITY, 5TH FLOOR**
Who, if not representatives of bar associations, will speak to our legislative and rule-making bodies on behalf of courts, lawyers, and the justice system? Learn why bar leaders should be engaged in the advocacy process, and how to select issues and set priorities for engagement, ensure that your positions comply with the bar’s internal rules and guidelines, and lobby effectively. Our presenters will guide you through the steps of creating your legislative program and help you identify tools that are available for achieving your objectives.

**HOLLY O’GRADY COOK**
Washington, DC
Principal Deputy Director, ABA Governmental Affairs

**LEAH G. JOHNSON**
Columbia, SC
Assistant Executive Director, South Carolina Bar

**Sprint 3A: Personal Branding**
**LOS ANGELES/MIAMI/SCOTTSDALE, 5TH FLOOR**
Did you know you have a brand? It’s true—and it’s all about how other people see and experience you. To succeed as a bar president, you need to understand those perceptions and use your perceived strengths to lead. You also need to understand your bar association's brand and how yours can align with it. Come to this fast-paced, highly interactive session to get a leg up on having your best year as president. As a bonus, the tools you acquire here also will help you in your day job!

**JOHN E. MITCHELL**
Chicago, IL
Managing Director, KM Advisors LLC, and Immediate Past Chair, ABA Law Practice Division

**Sprint 4A: Board Training**
**CHICAGO BALLROOMS A/B, 5TH FLOOR**
The heart, soul, and solid core of a bar association board are its members. Mutual understanding of what it takes to be a board member and shared expectations for service are vital to your bar’s success. How can boards align core organizational priorities with better practices that build capacity? This interactive session will explore the tools that support board excellence and ensure that good governance is more than a facade.

**ELIZABETH M. DERRICO**
Albany, NY
Principal Consultant, Elizabeth Derrico & Associates
Leaders of bar associations should be particularly attentive to risks related to the governance and operations of their organizations and how to identify and mitigate such risks. This program will explore some of the most common and noteworthy risks, and suggest how attention and appropriate policies can help bars to avoid these traps and better advance their missions.

**GENE TAKAGI**  
San Francisco, CA  
Managing Attorney, NEO Law Group

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Whether it’s for an audience of two or 2,000, live or recorded, your public addresses are great opportunities, and you’ll want to make the most of them. Our speaker will share practical tools and tips that will help you prepare for and make successful speeches and presentations.

**CHRISTINA PLUM**  
Milwaukee, WI  
Adjunct Professor, University of Wisconsin Law School, and Past Chair, ABA Young Lawyers Division

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Whether through a president’s column or social media outlets, this session will help you communicate effectively and tackle your fears. Get some practical advice about what to talk about, what to avoid, and how to tell your story effectively. A bar communications professional will give you tips on how to inform, entertain, and connect with your legal community. Bring the questions you have been afraid to ask elsewhere.

**FARRAH FITE**  
Jefferson City, MO  
Media Relations Director, The Missouri Bar

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Who, if not representatives of bar associations, will speak to our legislative and rule-making bodies on behalf of courts, lawyers, and the justice system? Learn why bar leaders should be engaged in the advocacy process, and how to select issues and set priorities for engagement, ensure that your positions comply with the bar’s internal rules and guidelines, and lobby effectively. Our presenters will guide you through the steps of creating your legislative program and help you identify tools that are available for achieving your objectives.

**HOLLY O’GRADY COOK**  
Washington, DC  
Principal Deputy Director, ABA Governmental Affairs  
**LEAH G. JOHNSON**  
Columbia, SC  
Assistant Executive Director, South Carolina Bar
Sprint 3B: Personal Branding
LOS ANGELES/MIAMI/SCOTTSDALE, 5TH FLOOR
Did you know you have a brand? It’s true—and it’s all about how other people see and experience you. To succeed as a bar president, you need to understand those perceptions and use your perceived strengths to lead. You also need to understand your bar association’s brand and how yours can align with it. Come to this fast-paced, highly interactive session to get a leg up on having your best year as president. As a bonus, the tools you acquire here also will help you in your day job!
JOHN E. MITCHELL
Chicago, IL
Managing Director, KM Advisors LLC, and Immediate Past Chair, ABA Law Practice Division

Sprint 4B: Board Training
CHICAGO BALLROOMS A/B, 5TH FLOOR
The heart, soul, and solid core of a bar association board are its members. Mutual understanding of what it takes to be a board member and shared expectations for service are vital to your bar’s success. How can boards align core organizational priorities with better practices that build capacity? This interactive session will explore the tools that support board excellence and ensure that good governance is more than a facade.
ELIZABETH M. DERRICO
Albany, NY
Principal Consultant, Elizabeth Derrico & Associates

Sprint 5B: Risk Management
INDIANA/IOWA/MICHIGAN/MICHIGAN STATE, 6TH FLOOR
Leaders of bar associations should be particularly attentive to risks related to the governance and operations of their organizations and how to identify and mitigate such risks. This program will explore some of the most common and noteworthy risks, and suggest how attention and appropriate policies can help bars to avoid these traps and better advance their missions.
GENE TAKAGI
San Francisco, CA
Managing Attorney, NEO Law Group

Sprint 6B: Public Speaking
CHICAGO BALLROOM D, 5TH FLOOR
Whether it’s for an audience of two or 2,000, live or recorded, your public addresses are great opportunities, and you’ll want to make the most of them. Our speaker will share practical tools and tips that will help you prepare for and make successful speeches and presentations.
CHRISTINA PLUM
Milwaukee, WI
Adjunct Professor, University of Wisconsin Law School, and Past Chair, ABA Young Lawyers Division
2:15 p.m.- 2:25 p.m. Transfer Break

2:25 p.m. - 3:25 p.m. Survival Skills for Bar Leadership GRAND BALLROOM SALON III, 7TH FLOOR

Leadership can be daunting, but we can’t let stress and constant activity prevent us from truly enjoying this unique experience. We close the 2018 BLI with a series of quick, practical tips on leadership, wellness, time management, technology, and more, from bar leaders and staff who know what it takes to make the most of a whirlwind year.

MODERATOR AND CONTRIBUTOR:
KATHRYN GRANT MADIGAN
Binghamton, NY
Past President, New York State Bar Association, and Member, ABA Standing Committee on Bar Activities and Services

PANELISTS:
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CATHERINE SANDERS REACH
Chicago, IL
Director, Law Practice Management and Technology, The Chicago Bar Association

LISA M. TATUM
San Antonio, TX
Past President, State Bar of Texas

3:25 p.m. - 3:30 p.m. Wrap-Up and Adjourn GRAND BALLROOM SALON III, 7TH FLOOR

HON. PAMILA J. BROWN
Ellicott City, MD
Chair, ABA Standing Committee on Bar Activities and Services

Thank you for attending the 2018 ABA Bar Leadership Institute. Good luck as leader of your organization! Please keep in touch and let us know how we can help you.

Spread the word…the 2019 ABA Bar Leadership Institute will be March 13-15, 2019 in Chicago.
15 copies of NEW BAR BOARD MEMBER for $140 (includes shipping)

As the name implies, New Bar Board Member speaks specifically to the unique role of bar association board members. The handbook will help readers learn about the bar landscape, refresh their understanding of fiduciary duty and the practices of exceptional boards, and help them understand how every board experience is unique. Use New Bar Board Member as a foundation for your orientation, or for any board training effort.

To receive the discounted price, the order must be placed by March, 23, 2018. Please visit the Bar Services Resource table in the 7th floor foyer for more information. Samples are available at the table for viewing. An invoice will be included with your order.

COMING SUMMER 2018

Board Catalyst Video Series from the ABA Division for Bar Services

Because great boards don’t just happen
RESOURCES FOR BAR LEADERS
The ABA Division for Bar Services has several resources you will want to have handy as you chart your way to success. Resources cover topics ranging from best practices in the nonprofit sector to understanding the responsibilities of the board. To learn more visit www.ambar.org/BarResources.