2016 Joint Spring Meeting

Presented by:
ABA Solo, Small Firm and General Practice Division
ABA Standing Committee on Group & Prepaid Legal Services
Group Legal Services Association

PRECONFERENCE:
Wednesday, May 11, 2016

CONFERENCE:
Thursday, May 12, 2016 to Saturday, May 14, 2016

Key West Marriott Beachside Hotel
Key West, Florida

Early arrivals are encouraged to take advantage of the preconference and social events.

12.5 hours of MCLE credit, including 2.0 hours of ethics credit, have been requested in 60-minute states, and 15.0 hours of MCLE credit, including 2.0 hours of ethics credit, have been requested in 50-minute states.
About ABA GPSolo

The ABA Solo, Small Firm and General Practice Division (GPSolo) is the national voice for solo, small firm and general practice lawyers, providing a welcoming, diverse, and inclusive ABA home, offering a portal to the full resources of the ABA for solo, small firm and general practice lawyers, including military lawyers, and ensuring a platform of programs and collaborations that support and advance members in their practice and in improving the legal profession.

To learn more about GPSolo, visit americanbar.org/gpsolo.

About GLSA

Through its educational programs, mentorship opportunities, and business development resources, the Group Legal Services Association (GLSA) improves access to affordable legal services by creating support for legal services plan industry members.

GLSA provides its members with unique benefits including:
• Up-to-date regulatory and industry information
• Self-promotion and volunteer opportunities
• Ability to connect with a mentor in the group legal services industry
• Educational programs, including teleconferences, webinars, other online media and our annual national conferences
• Access to the Universal Application, which connects attorneys to Plan Administrators and opens those attorneys to new clients

For more information about GLSA and legal plans, visit glsaonline.org.

Co-Sponsor
Dear Attendees:

Welcome to the 2016 Joint Spring Meeting presented by the ABA Solo, Small Firm and General Practice Division (GPSolo); ABA Standing Committee on Group and Prepaid Legal Services; and the Group Legal Services Association (GLSA).

We are excited you could join us in beautiful Key West for this premier event, which brings together the best in the industry to help your firm reach its full potential. Please join us for the numerous networking events and outstanding CLE programs that will take place from May 11 to 15 in and around the Key West Marriott Beachside Hotel. There will be something for everyone, including:

• Professional Development by setting yourself apart from the competition with the most current industry developments, profitable strategies and revenue ideas. Learn more about Group Legal Services from solo and small firm practitioners and the plan administrators themselves.

• Community by developing new relationships by networking with 200+ professionals.

• Industry Knowledge by gaining the latest strategies from 44 of the top industry subject-matter experts.

• New Ideas by connecting with the leading industry providers of products and services to grow your business.

No other meeting features sessions more dedicated to what you do. Your attendance opens the door to knowledge, techniques, leaders, and other resources you are not able to get anywhere else and at a fraction of the time and expense.

Most of all, we would like to thank you for attending our conference and its special events.

Sincerely,

Stephen B. Rosales  Nicolle L. Schippers
GPSolo Chair  GLSA President
I’m not familiar with GLSA or GPSolo. Why should I come to their conference?

As a relatively new member to the Group Legal Services Association (“GLSA”) I have come to realize that first and foremost the purpose of the group is to help me build relationships and skills necessary to strengthen my skills as an attorney. The relationships that I have built and skills that I have learned have benefited me greatly. For example, I used to be so focused on answering every telephone call and taking care of things all alone. This is an extremely stressful way to live. However, with the skills that I have learned about law firm hierarchy and the role of each person in a firm (e.g. attorney, office manager, secretary, etc.) I now realize that I cannot be all things to all people. The last conference taught me about structuring my work day by prioritizing tasks. I hope to build on these techniques at the next conference. Furthermore, the inside knowledge learned at the conference about legal plans, and the chance to meet legal plan administrators and successful solo and small firm attorneys at once, are all perfect entrées for attorneys to build their practices into profitable businesses.

I’ve already been to at least one of these conferences. Why should I keep coming back?

Attending those conferences continuously is like “adding icing on the cake.” The benefits are:
1. Meeting with the new legal plans’ administrators. GLSA is continuously adding new legal plans. In 2015, GLSA added the Fortis Law Group — Postal Workers Plan and Legal Club of America. At the 2016 Conference, we will learn from Allen Rodriguez, owner of ONE400, about the Creators Legal Plan and the 420 Legal Plan.
2. Networking not only with the GLSA members, but also members from GPSolo. The joint conference will offer more activities and more seminars.
3. Getting updated information about the prepaid legal industry. Like any other industry, prepaid legal is changing. The GLSA/GPSolo conference is the right place to be updated.
4. Obtaining MCLE. GLSA and GPSolo offer educational courses with MCLE credits which all attorneys are required to complete.
5. Finding an “excuse” to have a vacation. GLSA and GPSolo hold their annual conferences in different cities and provide sightseeing and entertainment.

What separates this conference from other organizations’ legal conferences?

There are sessions for everyone in the small firm and legal plans industries. We start the conference with a plenary: the State of the Industry Panel that will include some of the “new kids on the block” from RocketLawyer, Avvo and ONE400. After that, many sessions are concurrent, so everyone will find something of interest, every hour. And there are 13.5 hours of CLE available for attorneys, with topics ranging from Bankruptcy to Elder Law to Ethics. Union trustees and others interested in ERISA and Legal Plan Oversight will again be treated to two highly acclaimed speakers, back by popular demand — Kathy Hesse and Stephen Mogila. Business management is covered by topics such as Tech Tips, Social Media Marketing and “Greening”Your Practice. I think you get the picture.

Oh, and did I mention any of the EXTRA EVENTS that will take place before, during and after the conference? There are a lot of them. Arrange to come in on May 11, and not leave until after the Hemingway Dine-Around and House Visit on May 14.
Southernmost Points: Bottom Line Info About the Conference

Why should legal industry disruptors come to this conference?

Legal plans have been at the cutting edge of legal services for decades. But the legal service industry is changing faster today than ever before with better technology, customer mobility and new needs. Traditional legal plans and the new players must work together to stay ahead of consumer demands. “Disruptors” expected at this year’s conference include Avvo, ONE400, RocketLawyer, and many small legal plans throughout the U.S. We will also count among our guests attorneys from small law firms that represent traditional specialties such as estate planning and family law and others which demonstrate that cornering niche markets such as culinary law and father’s rights is also possible. This conference promises to be an opportunity for everyone involved in the legal services industry to meet, collaborate, and focus on the shared economy that will be the legal services industry of our future.

Keri C. Norris

Why should trustees come to this conference?

The 2016 Joint Spring Meeting in Key West is this year’s only opportunity for trustees to attend a conference where there is time for networking in an enjoyable relaxed setting.

It is a time for you to be refreshed on your responsibilities as a trustee through educational programs. There will be sessions that will inform you of legal trends that may be changing that you may be unaware of, and a trustees’ track that includes a caucus, ERISA updates, cost-containment strategies for health and welfare plans, and offsite dinners and tours. There will be ample time to talk with individuals who have like responsibilities, including old friends and mentors. With more trustees present than in prior years, the conversations and networking opportunities will only be richer.

The location of this year’s conference will prepare you for the upcoming summer months. Warm fresh air and a setting that is relaxing allows you to enjoy the conference, which is something that is not common to working conferences.

We need all trustees to attend and make this our best conference. We hope to see you there!

Charles Johnson

What separates this conference from past GLSA and GPSolo conferences?

As an attendee of almost every GLSA/API annual conference since 1984, I am confident that the upcoming conference will be the best yet, especially with resources magnified by this partnership with GPSolo! The physical setting is just the start of the excitement that awaits you. Beyond getting CLEs galore, you will be engaged in far-ranging discussions of the law and history. The speakers are incredibly talented, and we have several panels guaranteed to engage in civil but informative and passionate discussions on topics such as Stand Your Ground and the SCOTUS ruling on same-sex marriage.

The planned extracurricular activities include dine-arounds, a sunset cruise, a multi-part seminar and question/answer session on how to become a novelist, and a series of Health and Wellness Programs that will take place at and close to the spectacular Key West Marriott Beachside Hotel. Attendees will be treated to informative substantive sessions, informal networking opportunities, innovative speakers and interesting programming. All you have to do is sign up, clear your calendar and pack your bags.

Bonnie Moses
## Schedule of Events

(As of 05/09/16)

Events will take place at the Key West Marriott Beachside Hotel unless otherwise noted. The events are subject to change without notice.

### Wednesday, May 11

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>11:00 AM – 1:00 PM</td>
<td>Culinary Class — Preparing and Cooking Local Seafood</td>
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<tr>
<td>12:00 PM</td>
<td>Shotgun Start Golf Outing</td>
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<tr>
<td>4:30 PM – 7:30 PM</td>
<td>Registration</td>
</tr>
<tr>
<td>5:00 PM – 6:45 PM</td>
<td>CLE — Stand Your Ground Now</td>
</tr>
<tr>
<td>7:00 PM – 8:50 PM</td>
<td>CLE — Marriage Equality 2.0: What LBGT Couples Have and What Lawyers Hold</td>
</tr>
<tr>
<td>7:00 PM – 9:00 PM</td>
<td>GPSolo Council Dinner (By Invitation Only)</td>
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<tr>
<td>9:30 PM – late night</td>
<td>Key West Pub Crawl</td>
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### Thursday, May 12

<table>
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<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:00 AM – 5:00 PM</td>
<td>Registration / EXPO</td>
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<tr>
<td>7:30 AM – 8:30 AM</td>
<td>Welcome Breakfast</td>
</tr>
<tr>
<td>8:00 AM – 9:30 AM</td>
<td>CLE — State of the Industry: Plan Design and Disruption</td>
</tr>
<tr>
<td>8:30 AM – 9:30 AM</td>
<td>GPSolo Finance Committee Meeting</td>
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<tr>
<td>9:30 AM – 9:45 AM</td>
<td>Meet the Vendors Break</td>
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<tr>
<td>9:45 AM – 10:45 AM</td>
<td>CLE Breakout Sessions</td>
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<tr>
<td></td>
<td>■ ERISA Update Part I</td>
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<tr>
<td></td>
<td>■ Greening Your Practice</td>
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<tr>
<td></td>
<td>■ Guardianship: The Brave New World</td>
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<tr>
<td>9:45 AM – 10:45 AM</td>
<td>GPSolo FY2017 Directors Meeting</td>
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<tr>
<td>10:45 AM – 11:00 AM</td>
<td>Meet the Vendors Break</td>
</tr>
<tr>
<td>11:00 AM – 12:00 PM</td>
<td>CLE Breakout Sessions</td>
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<tr>
<td></td>
<td>■ Basics of Bankruptcy for Home Owners</td>
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<tr>
<td></td>
<td>■ ERISA Update Part II</td>
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<tr>
<td></td>
<td>■ The Lawyers Guide to Ethical Low Cost / No Cost Business Development</td>
</tr>
<tr>
<td>11:00 AM – 12:00 PM</td>
<td>GPSolo Long Range Planning Committee Meeting</td>
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<tr>
<td>12:00 PM – 1:00 PM</td>
<td>GPSolo eReport Board Meeting</td>
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<tbody>
<tr>
<td>12:00 PM – 1:00 PM</td>
<td>Lunch on Own — Consider Tavern N’ Town at the Key West Marriott Beachside Hotel</td>
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<tr>
<td>1:00 PM – 2:00 PM</td>
<td>GPSolo Women’s Law Caucus</td>
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<tr>
<td>1:00 PM – 5:00 PM</td>
<td>GPSolo Magazine Board Meeting</td>
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<tr>
<td>2:00 PM – 4:00 PM</td>
<td>GPSolo Executive Committee Meeting</td>
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<tr>
<td>4:15 PM – 5:30 PM</td>
<td>Authors’ Fair — Meet the Conference’s Fiction and Nonfiction Authors</td>
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<tr>
<td>4:30 PM – 5:15 PM</td>
<td>GPSolo Judiciary Committee Meeting</td>
</tr>
<tr>
<td>5:30 PM – 6:00 PM</td>
<td>First Time Attendees Meet and Greet / Meet the GLSA Board Candidates</td>
</tr>
<tr>
<td>6:00 PM – 6:30 PM</td>
<td>Opening Session</td>
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<tr>
<td>6:30 PM – 8:30 PM</td>
<td>Welcome Reception Beach Party</td>
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<tr>
<td>8:30 PM – 10:15 PM</td>
<td>Cuba, Key West’s Friendly Neighbor: A Walk &amp; Talk and Dine-Around</td>
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### Friday, May 13

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>7:00 AM – 1:30 PM</td>
<td>Registration / EXPO</td>
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<tr>
<td>7:00 AM – 8:00 AM</td>
<td>Breakfast</td>
</tr>
<tr>
<td>7:00 AM – 8:00 AM</td>
<td>GPSolo Focus Group (Invitation Only)</td>
</tr>
<tr>
<td>8:00 AM – 9:00 AM</td>
<td>CLE — Fair Debt Collection Practices Act and the Telephone Consumer Protection Act</td>
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<tr>
<td>8:00 AM – 9:00 AM</td>
<td>GPSolo Awards Committee Meeting</td>
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<tr>
<td>8:00 AM – 9:00 AM</td>
<td>Solo and Small Law Firm Workgroup: Best Practices for Running a Small Firm</td>
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<tr>
<td>8:00 AM – 11:00 AM</td>
<td>GPSolo Book Publications Board Meeting</td>
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<tr>
<td>9:00 AM – 9:15 AM</td>
<td>Meet the Vendors Break</td>
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<tr>
<td>9:15 AM – 10:15 AM</td>
<td>CLE Breakout Sessions</td>
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<tr>
<td></td>
<td>■ Basic Negotiation Techniques</td>
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<td>■ Legal Plans: International Perspectives</td>
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<td></td>
<td>■ Stake Out Your Competitive Advantage in a Buyer’s Market</td>
</tr>
<tr>
<td>9:15 AM – 10:15 AM</td>
<td>GPSolo Diversity Board Meeting</td>
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<tr>
<td>9:15 AM – 11:15 AM</td>
<td>GPSolo Corporate Sponsors Committee Meeting</td>
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**Friday, May 13**

<table>
<thead>
<tr>
<th>Time</th>
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<tbody>
<tr>
<td>10:15 AM – 10:30 AM</td>
<td>Meet the Vendors Break</td>
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<tr>
<td>10:30 AM – 11:30 AM</td>
<td>CLE Breakout Sessions</td>
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<tr>
<td></td>
<td>■ Cost-Containment Strategies for Health and Welfare Plans</td>
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<td></td>
<td>■ Defending Robo-audits</td>
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<td></td>
<td>■ Making It Right After a Data Breach and Consumer ID Theft</td>
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<tr>
<td>Sponsored by:</td>
<td>LegalShield</td>
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<tr>
<td>10:30 AM – 11:30 AM</td>
<td>GPSolo Elder Law Committee and Estate Planning, Probate and Trust Committee Joint Meeting</td>
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<tr>
<td>11:30 AM – 11:45 AM</td>
<td>Meet the Vendors Break</td>
</tr>
<tr>
<td>11:45 AM – 1:00 PM</td>
<td>Solo and Small Firm Awards Luncheon / GLSA Annual Meeting and Election</td>
</tr>
<tr>
<td>1:00 PM – 1:15 PM</td>
<td>GLSA Trustees’ Caucus</td>
</tr>
<tr>
<td>1:15 PM – 2:15 PM</td>
<td>GPSolo Solo and Small Firm Resource Center Committee and Technology Committee Joint Meeting</td>
</tr>
<tr>
<td>1:15 PM – 5:30 PM</td>
<td>GLSA Board of Directors Meeting</td>
</tr>
<tr>
<td>3:00 PM – 4:00 PM</td>
<td>CLE — The Strangest Statutes of the Southernmost: A Town Tour of Weird Key West Laws</td>
</tr>
<tr>
<td>4:30 PM – 5:30 PM</td>
<td>CLE — Quattro Threat: Leveraging YouTube, LinkedIn, Facebook and Google+ Business</td>
</tr>
<tr>
<td>5:30 PM – 5:45 PM</td>
<td>GLSA New Board of Directors Meeting</td>
</tr>
<tr>
<td>Afternoon / Evening</td>
<td>Your Dine-Arounds, Drink-Arounds, Heralds and Sidetalks</td>
</tr>
<tr>
<td>6:00 PM – 8:30 PM</td>
<td>Key West Sunset Cruise</td>
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<td>Sponsored by:</td>
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**Saturday, May 14**

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>7:00 AM – 12:15 PM</td>
<td>Registration</td>
</tr>
<tr>
<td>7:15 AM – 8:15 AM</td>
<td>Breakfast &amp; Raffle Drawings</td>
</tr>
<tr>
<td>7:15 AM – 9:30 AM</td>
<td>EXPO</td>
</tr>
<tr>
<td>8:15 AM – 9:15 AM</td>
<td>CLE — Ethically Using Technology to Take Your Practice to the Next Level: Easy as (Key Lime) Pie</td>
</tr>
<tr>
<td>8:15 AM – 9:15 AM</td>
<td>GPSolo Membership Board and Young Lawyers Committee Joint Meeting</td>
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<tr>
<td>9:15 AM – 9:30 AM</td>
<td>Meet the Vendors Break</td>
</tr>
<tr>
<td>9:30 AM – 10:30 AM</td>
<td>CLE — Terri Schiavo Ten Years Later and Other End of Life Issues</td>
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<tr>
<td>9:30 AM – 11:30 AM</td>
<td>GPSolo Council Meeting</td>
</tr>
<tr>
<td>10:30 AM – 10:45 AM</td>
<td>Break</td>
</tr>
<tr>
<td>10:45 AM – 11:45 AM</td>
<td>CLE — Treasure Finders: The Last Spanish Galleon</td>
</tr>
<tr>
<td>11:45 AM – 12:15 PM</td>
<td>Planning for the Future</td>
</tr>
<tr>
<td>1:00 PM – 3:30 PM</td>
<td>This Way Hemingway: A Dine-Around and Hemingway House Visit</td>
</tr>
<tr>
<td>5:30 PM – 8:00 PM</td>
<td>Culinary Class — The Laws of Molecular Gastronomy</td>
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</tbody>
</table>
Keys Notes:
Why Locals and Denizens of Key West Think You Should Join Them at Our Conference!

Key West is an island like none other! Between the food, the nightlife, the history, and the architecture, there’s an experience for everyone. To get the most out of Key West, a savvy traveler should take a guided tour of the island, but s/he should also spend some time wandering. The island is only 2 x 4 miles, and Old Town is only half of that. You can't walk off the island, but you can get a little lost — but that's not such a bad thing and it’s easy to reorient yourself. Also, every night, you should watch the sunset from a different spot, starting at the famous Sunset Celebration at Mallory Square.

— Alan Fowler, Key West Criminal and Culinary Law Attorney, GPSolo Council Member, and Host of Wednesday night Key West Pub Crawl

The meeting provides an abundance of opportunities to network and learn from professionals and experts in the field while visiting the southernmost tip of the country. Florida has no shortage of great cities. However, Key West is especially notorious for its laid-back attitude, pastel hues, incredible water adventures and literary greats. Ernest Hemingway once wrote, ‘Happiness in intelligent people is the rarest thing I know.’ Attending this conference in the warm, beautiful, southernmost point of Florida, surrounded by colleagues from around the country, is sure to bring anyone happiness.

— Rinky Parwani, Florida Super Lawyer, and Instructor for the Thursday morning Guardianship CLE

The Key West conference is a terrific opportunity to take in the beauty of South Florida. While many of you — if not most of you — who are planning to attend our Annual Meeting in Key West are planning to fly, I thought a few words about driving to the meeting might be in order. Consider that airfare to Key West is quite a bit higher than flying into Miami and picking up a rental. Then, enjoy the drive.

About an hour south of Miami, you will reach the Overseas Highway which is one of the most beautiful roads you will ever drive. It is 125 miles strung out across the Florida Keys with lots of places to stop and take pictures, have a meal or shop for souvenirs. There are lots of nice places for lunch or to spend an extra night en route. There is a great restaurant on Isla Morada about twenty miles or so south through the keys where the fish is fresh and the views are spectacular. The Seven Mile Bridge which was featured in ‘True Lies’ with Arnold Schwarzenegger and Jamie Lee Curtis is absolutely magnificent and fun to drive. About 30 years ago, my then court reporter, who was married to one of the best matrimonial lawyers in my county, took this drive and stopped for lunch in Harry’s, a bar on Key Largo. They did not leave. They bought the place and have never returned.

If you are taking this route, leave a bit of extra time as it is easy to get stuck behind slow-moving traffic. However, think of all the time you spend working at breakneck speed on a normal business day. Take a break and enjoy a drive on one of the most scenic highways in the country on your way to the 2016 Joint Spring Meeting.

— Phil Bernstein, NYC Real Estate Attorney and Key West Visitor, and GLSA Board Member
## Session Descriptions

### Wednesday, May 11

<table>
<thead>
<tr>
<th>Time</th>
<th>Session Description</th>
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<tbody>
<tr>
<td>5:00 PM – 6:45 PM</td>
<td>CLE — Stand Your Ground Now&lt;br&gt;&lt;br&gt;<strong>Moderator:</strong> Leigh-Ann Buchanan, ABA National Task Force on Stand Your Ground Laws, Miami, FL&lt;br&gt;&lt;br&gt;<strong>Panelists:</strong> Tamara Rice Lave, University of Miami, Miami, FL&lt;br&gt;Jonathan Lowy, Brady Center to Prevent Gun Violence, Washington, DC&lt;br&gt;Chuck Morton, Ft. Lauderdale, FL&lt;br&gt;David Ovalle, Miami Herald, Miami, FL&lt;br&gt;Mark Seiden, Florida Coastal School of Law, Jacksonville, FL&lt;br&gt;&lt;br&gt;<strong>Session Description:</strong> Our panel of experts will discuss the challenges and responsibilities attorneys face in cases where Stand Your Ground laws are invoked, as well as the influence of public discourse on age, class, gender, race, the police, school shootings, and vigilante justice on interpretations of those laws. Special consideration is given to whether Florida’s Stand Your Ground Laws should be understood differently by attorneys and judges than they have been by the media and the public. During the ensuing Q&amp;A, the audience will have the opportunity to interrogate the experts’ positions on the laws. Finally, since the discussion promises to be breathless and passionate, the panelists will be allowed 3 to 4 minutes each for uninterrupted closing remarks.</td>
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<tr>
<td>7:00 PM – 8:50 PM</td>
<td>CLE — Marriage Equality 2.0: What LGBT Couples Have and What Lawyers Hold&lt;br&gt;&lt;br&gt;<strong>Moderator:</strong> Bernadette Restivo, Restivo &amp; Reilly, LLC, Key Largo, FL&lt;br&gt;&lt;br&gt;<strong>Panelists:</strong> Katherine Franke, Columbia Law School, New York, NY&lt;br&gt;Ilan Meyer, UCLA School of Law, Los Angeles, CA&lt;br&gt;Daniel Tilley, ACLU of Florida, Miami, FL&lt;br&gt;&lt;br&gt;<strong>Session Description:</strong> Our panel of experts will discuss the 2015 Obergefell vs Hodges ruling as it pertains to the practice of law, the impact of the law on society and justice movements, and the psychology of LGBT clients and their attorneys. Particular attention is given to questions about the ruling raised by plan, solo and small firm attorneys and the general public, who will all be present to advance the discourse on Obergefell vs Hodges’ implications during the Q&amp;A that follows the roundtable discussion. Experts will remain available for 20 minutes after the Q&amp;A for book signings and small group discussions.</td>
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For the most current meeting information, download the mobile app.

The 2016 Joint Spring Meeting app will be available in April.

Mobile app provided by [Thomson Reuters](https://www.thomsonreuters.com)
### Thursday, May 12

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<th>Time</th>
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<tbody>
<tr>
<td>8:00 AM – 9:30 AM</td>
<td>CLE — State of the Industry: Plan Design and Disruption</td>
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<tr>
<td><strong>Moderator:</strong></td>
<td>Stephen Ginsberg, Unifor Legal Services Plan, Toronto, ON</td>
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<tr>
<td><strong>Panelists:</strong></td>
<td>Brian Caron, Hyatt Legal Plans, Cleveland, OH</td>
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<td></td>
<td>Jean Clauson, ARAG, Des Moines, IA</td>
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<td>Keri Coleman Norris, LegalShield, Ada, OK</td>
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<td>Dan Lear, Avvo, Seattle, WA</td>
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<td>Allen Rodriguez, ONE400, Pasadena, CA</td>
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<td>Alon Rotem, Rocket Lawyer, San Francisco, CA</td>
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<td>John Wachsmann, Wachsmann &amp; Associates, Englewood, CA</td>
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<tr>
<td><strong>Session Description:</strong></td>
<td>Ever since the 1970’s, when the first union legal plan began in the U.S., the legal plan industry was viewed as a “disruptor.” And through 2016, it will continue to grow and change. Who better to give us an understanding of what’s to come than leading professionals representing every segment of GLSA's membership? Commercial plans, union plans and attorney providers are all represented on this panel. They will discuss where we are today, how we got there, and how plan design is affected by recent trends.</td>
</tr>
<tr>
<td>9:45 AM – 10:45 AM</td>
<td>CLE Breakout Session — ERISA Update Part I: Recent Legal Decisions in Employee Benefits, Labor and Employment Law</td>
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<tr>
<td><strong>Speaker:</strong></td>
<td>Katherine Hesse, Murphy Hesse Toomey &amp; Lehane, LLP, Quincy, MA</td>
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| **Session Description:** | These sessions review the most significant recent Supreme Court decisions and selected lower court decisions affecting benefit plan fiduciaries and professionals. The practical lessons that can be taken from these decisions will be emphasized. Take homes from these sessions include:  
- An understanding of important cases affecting health, pension, and prepaid legal plans.  
- How these cases could affect trustee actions and policy development.  
- What to watch for going forward. |
| 9:45 AM – 10:45 AM | CLE Breakout Session — Greening Your Practice                                       |
| **Speaker:** | Aastha Madaan, Madaan Law PC, Irvine, CA                                             |
| **Session Description:** | This program will provide information on what it means to have a “green” practice. This program will offer tips on how to identify items in your law practice that are expensive for your wallet and the environment. You will learn ways to reduce both office expenses and carbon footprint in your law practice. Keeping in mind the social movement towards more environmentally friendly work places, this session will cover information on:  
- Assessing the environmental impact of your office.  
- How to reduce the environmental waste in your workplace.  
- How to make the move from a heavily paper/print dependent office to a paperless office and whether such a move is practical for your practice.  
- What are some of the unexpected, but easy changes you can make in your practice to become “greener.”  
- Encouraging eco-friendly employee practices and leading by example through eco-friendly office changes.  
After this panel, green your law practice and DO good and BE good! |
| 9:45 AM – 10:45 AM | CLE Breakout Session — Guardianship: The Brave New World                             |
| **Speaker:** | Rinky Parwani, Parwani Law PA, Tampa, FL                                              |
| **Session Description:** | This session focuses on the basics of a guardianship practice. It discusses some of the areas for the general practitioner to be aware of, in addition to a sample of some of the latest and greatest hot topics in the practice area. The general practitioner will gain a better understanding of guardianship and issues to be aware of regardless of your regular practice area. In addition, the session will bring attention to the fact that guardianship issues impact all of our worlds. |
Thursday, May 12

11:00 AM – 12:00 PM  
**CLE Breakout Session — Basics of Bankruptcy for Home Owners**  
Speaker: Matt Hahne, Boleman Law Firm, Virginia Beach, VA  
**Session Description:** If I file a bankruptcy, I will lose my house! My house has equity...there is no way I can keep my house in a bankruptcy! These general statements are common myths about bankruptcy. In this session, we will examine the different types of bankruptcies and what they truly mean for homeowners. We will dive into how bankruptcy can often protect homeowners and their equity. In addition, we will look at how bankruptcy can make that dream home affordable again.

11:00 AM – 12:00 PM  
**CLE Breakout Session — ERISA Update Part II**  
Speaker: Katherine Hesse, Murphy Hesse Toomey & Lehane, LLP, Quincy, MA  
**Session Description:** These sessions review the most significant recent Supreme Court decisions and selected lower court decisions affecting benefit plan fiduciaries and professionals. The practical lessons that can be taken from these decisions will be emphasized.  
Take homes from these sessions include:  
- An understanding of important cases affecting health, pension, and prepaid legal plans.  
- How these cases could affect trustee actions and policy development.  
- What to watch for going forward.

11:00 AM – 12:00 PM  
**CLE Breakout Session — The Lawyer’s Guide to Ethical Low Cost/No Cost Business Development**  
Speaker: Cynthia Sharp, The Sharper Lawyer, Philadelphia, PA  
**Session Description:** Would you like to increase your client base but don’t know where to begin? Do you want to actively market your practice but have a restricted budget? If so, you don’t want to miss this energetic and informative presentation. You will be provided with tools and motivation to create and implement an individual marketing plan for the remainder of the year. The material will cover Model Rules 7.1, 7.2, 7.3, 7.4, 7.5 and 7.6 Regarding Information About Legal Services. Content will be geared to all levels with the core message that persistent and consistent ethical communication of message will lead to revenue generation. Content rich and action oriented, you will learn:  
- Developing the mindset of a fee generator;  
- Creating & evolving a strong personal professional brand;  
- Elements of elevator speeches & positioning statements;  
- Tips on influencing a prospect to become a client; and  
- The role of client relationship mastery in law firm success.  
A national survey of case law and opinions in the attorney advertising arena, including social media will be reviewed. The session will analyze MRPC 7.1–7.5 and offer guidance on how to avoid violating these rules.

1:15 PM – 4:15 PM  
**Fun Multi-Part Seminar and Conversation — How Lawyers Can Become Novelists**  
Panelists: Steph Cha, Los Feliz, CA  
Meg Gardiner, Austin, TX  
Nicolle Schippers, ARAG, Des Moines, IA  
**Sponsored by:** ARAG  
**Session Description:** This program is for anyone who has ever fantasized about writing a legal thriller and publishing it to tremendous acclaim. And, anyone else who wishes to be drawn into worlds where skip tracing heroines are born out of burning buildings, skincare models sleuth about red light districts for boyfriend killers, and webs of love, murder and military betrayal rise as high as the sky. During this multi-part seminar, learn from the lawyer-novelists who know those darkly charmed worlds best.
Thursday, May 12

4:15 PM – 5:30 PM Authors’ Fair — Meet the Fiction and Nonfiction Authors at the Conference
Want one-on-one or small group time with authors at the conference? Then start your evening of networking with this Authors’ Fair, where both books and advice will be on offer. Melanie Bragg (Crosstown Park and HIPAA for the General Practitioner), Steph Cha (Beware Beware and Follow Her Home), Meg Gardiner (Phantom Instinct and The Shadow Tracer), Kerry Lavelle (The Business Guide to Law: Creating and Operating a Successful Law Firm), and Cindy Sharp (The Lawyer’s Guide to Financial Planning and The Lawyer's Guide to Buying, Selling, Merging, and Closing a Law Practice) will lead intimate, practical discussions for 30 to 75 minute on topics to be announced.

8:30 PM – 10:15 PM Cuba, Key West's Friendly Neighbor: A Walk & Talk and Dine-Around
Speaker: Elena Vigil-Farinas, Law Office of Elena Vigil-Farinas, Key Largo, FL
Session Description: The famous Key West landmark says “90 Miles to CUBA,” but Cuban culture is all about this Conch Republic anyway! Join Elena Vigil-Farinas, a Cuban attorney based in Key Largo, for dinner at El Siboney Restaurant followed by visits to key sites of Cuban culture and history. (Yes, Elena is prepared to tell you how you can get to Cuba from Key West.)

Friday, May 13

8:00 AM – 9:00 AM CLE — Fair Debt Collection Practices Act and the Telephone Consumer Protection Act
Speaker: Stuart Price, Price Law Group, Encino, CA
Session Description: Debt collection violations have been around for decades. And for decades, this practice area continues to “hum along” in different shapes and sizes. The current State of Affairs of the FDCPA will be discussed. Specifically, we will review case analysis and valuation as relevant to a consumer attorney who does not do this work, or does not do this in volume.

The TCPA will be discussed as well. These violations are often ignored or misunderstood by consumer attorneys, and this area will be explained until everybody says, “okay, now I get it.” TCPA violations typically have significantly more value that FDCPA violations — don’t leave money on the table!

8:00 AM – 9:00 AM Solo and Small Law Firm Workgroup: Best Practices for Running a Small Firm
Speaker: Reyner Meikle, Agile Legal, Middletown, DE
Sponsored by: VPS Virtual Paralegal Services
Session Description: Trying to operate a firm in the often unpredictable world of transactional business can be stressful, not to mention the distraction of managing a business while trying to practice law. This interactive workgroup is designed to share best practices operating a small firm on a variable cost basis, minimizing fixed costs. In addition, it will explore leveraging on-demand resources to support back-office functions including bookkeeping, invoicing and collections, marketing, and leveraging professional support resources.
**Friday, May 13**

**9:15 AM – 10:15 AM**

**CLE Breakout Session — Basic Negotiation Techniques**

**Speaker:** Bob Dzik, Cleveland, OH

**Session Description:** This will be a concentrated look at the art of negotiation with emphasis on techniques that can be used immediately. Many of the fundamentals discussed will be useful in business or in law. Attendees will recognize negotiating tactics when used against them and learn to avoid mistakes in their own negotiating. The information will be useful whether used as a review or an introduction. You will learn: basic concepts; understanding behavior; use of knowledge in negotiations; recognizing the balance of power; and tactics and common mistakes. Real-life examples will be used.

**9:15 AM – 10:15 AM**

**CLE Breakout Session — Legal Plans: International Perspectives**

**Panelists:** Antje Fedderke, International Association of Legal Protection Insurers (RIAD), Brussels, Belgium
Gerald Patrick “Pat” Monks, Monks Law Firm, Houston, TX
Philippe Rambaud, AXA-JURIDICA, Paris, France

**Session Description:** The session will present information and data about RIAD, the International Association of Legal Protection Insurance, and its members’ activities. Moreover, it will illustrate differences and parallels between GLSA and RIAD, as well as legal plans and legal insurance. Attendees will compare different approaches to access to justice and the legal system. The presentation will look at different concepts of legal insurance and legal plans. Comparisons will include: legal plans and legal insurance (costs, providers, mechanisms, registration, scope of services/coverage etc.), and distribution methods (add-on, stand-alone). Different business models and specific figures in different countries (premium income, number of insured persons, impact of developments in the legal profession on legal insurance etc.) will be detailed.

**9:15 AM – 10:15 AM**

**CLE Breakout Session — Stake Out Your Competitive Advantage in a Buyer’s Market**

**Speaker:** Matt St. John, Thomson Reuters, Eagen, MN

**Sponsored by:** Thomson Reuters

**Session Description:** As a general practice, solo or small firm lawyer, you work hard to grow your practice and reputation. You need to attract clients, practice law, and manage your firm like a business to achieve success and remain profitable. But the legal landscape is changing — growing client expectations, new technologies, and business pressure are calling into question the ways attorneys have traditionally approached legal matters. New data on small law firm trends provides insight into how challenges can be turned into opportunities. This session will provide information on market trends, and how successful firms are approaching the changing environment to create a path to long-term, sustainable firm success.

**10:30 AM – 11:30 AM**

**CLE Breakout Session — Cost-Containment Strategies for Health and Welfare Plans: A Trustee Oversight Issue**

**Speaker:** Stephen J. Mogila, Pitta & Giblin LLP, New York, NY

**Session Description:** This session will explore how trustees can work more effectively with health and welfare benefit plans, including legal plans, to advance cost-containment strategies.

**10:30 AM – 11:30 AM**

**CLE Breakout Session — Defending Robo-audits**

**Speaker:** Rick Yandle, James R. Yandle, JD CPA, Charlotte, NC

**Session Description:** The IRS is big place, with lots of moving parts. This session will provide time and money saving approaches to efficiently defend IRS Robo-audits. We will discuss the IRS’s heavy hitter: the Automated Under-Reporter (“AUR”) unit; and what is and is not a reasonable expectation of resolution within that unit. We will discuss how to get “adult supervision” into the automated process. We will discuss the various levels of appeals, and preserving access to them. We will also discuss the ‘I just got this case, it’s already too late to appeal, what can we do now’ scenario and the AUR reconsideration process. We will also discuss the IRS’s other semi-autonomous processes, Correspondence Exam Unit audits and the “math correction” notices.
Friday, May 13

10:30 AM – 11:30 AM  
**CLE Breakout Session — Making It Right After a Data Breach and Consumer ID Theft: The Best Way to Keep Your Clients Happy — and Keep Them Your Clients**

**Moderator:** Keri Coleman Norris, LegalShield, Ada, OK  
**Speaker:** Brian Lapidus, Kroll, Nashville, TN

**Sponsored by:** LegalShield

**Session Description:** Whether your client’s company leaked data through a hacked POS, an unsecured server or the hands of a disgruntled employee, personal information has been exposed and the people impacted expect you to make it right. How do you tailor real help to the real need? What gives customers and stakeholders the most confidence in your ability to set the matter right and reduce the likelihood of another breach? Learn how to improve your ability to secure their satisfaction — and your reputation — when a data breach hits home.

3:00 PM – 4:00 PM  
**CLE — The Strangest Statutes of the Southernmost: A Town Tour of Weird Key West Laws**

**Speaker:** Ronald Ramsingh, City of Key West, Key West, FL

**Session Description:** This offsite program will meet at the Key West Cemetery located at 701 Passover Lane. You may want to arrive early to explore this very unusual cemetery...several graves have humorous epitaphs, e.g. “I told you I was sick.” Then Ron Ramsingh, Key West’s Assistant City Attorney, with a couple of his colleagues will lead you on a tour of local sites illustrative of the town’s legal issues. He will review the subject of noise complaints from roosters, which resulted in full-on code hearings between neighbors and the city; and of a historic architecture component on one of the most contested home projects on Eaton Street. Ultimately, the program answers the question of how the prevalence of expatriates and tourists in Key West (and similar resort towns) impacts law enforcement, litigation, and the laws of peace, beauty and pleasure.

4:30 PM – 5:30 AM  
**CLE — Quattro Threat: Leveraging YouTube, LinkedIn, Facebook and Google+ Business**

**Moderator:** Alan J. Klevan, Law Offices of Alan J Klevan, Newton Highlands, MA  
**Speaker:** Chelsey Lambert, Smokeball, Chicago, IL

**Location:** Mangoes, 700 Duval Street

**Session Description:** Using YouTube, Google+, Facebook and LinkedIn Business Pages to market your law firm is a great way to attract new and different audiences. Understanding the benefits of each network will help you build company pages that fit in, and get the right attention. Get tips on using the web in a variety of ways to generate business legally and ethically. We will break down what each network needs to see from your business page to ensure social media success.
Saturday, May 14

8:15 AM – 9:15 AM  
CLE — Ethically Using Technology to Take Your Practice to the Next Level: Easy as (Key Lime) Pie  
Speaker: Alan J. Klevan, Law Offices of Alan J Klevan, Newton Highlands, MA  
Session Description: It’s really cool to have the latest and best technology for your firm, but having the newest, fastest, and most expensive stuff isn’t necessarily going to turbocharge your practice, nor is it always obvious how technological advancement can sometimes lead to ethical breaches. A detailed look at Model Rules on Technological Competence, Protecting Client Information and social media. Sometimes it’s best to take a step back and see what you presently have “under the hood” to determine if you have what it takes to make your law practice more efficient and profitable without making it less ethical. We will take a look at the ethics of technologies that most firms already have, and show you tips on how to make those technologies work better for you without succumbing to ethical breaches. We will also look at emerging technologies you should be keeping an eye on to see if they can get you to your “promised land.” Through and through, the focus will be on encryption, social media management and other ethical issues that should influence how you use technologies of today and tomorrow.

9:30 AM – 10:30 AM  
CLE — Terri Schiavo Ten Years Later and Other End of Life Issues  
Speaker: Hamden H. Baskin, III, BaskinFleece, Clearwater, FL  
Session Description: Terri Schiavo was an individual who slipped into a persistent vegetative state following a cardiac arrest and was placed on a feeding tube, which was removed five years after the initial order to have the tube removed. The litigation was endless, and included federal intervention by Congress. The discussion by a member of the trial team representing Terri’s husband, Michael Schiavo, will include highlights and reflections of the case, the impact of the ever increasing aging population on elder law practices and exploitation of the super-aged.

10:45 AM – 11:45 AM  
CLE — Treasure Finders: The Last Spanish Galleon  
Speaker: David Paul Horan, Horan, Wallace & Higgins, LLP, Key West, FL  
Session Description: This presentation will discuss the federal/state conflict involving the Constitution’s grant of exclusive jurisdiction of admiralty and maritime claims to the federal courts (including the Judiciary Act of 1789). The conflict concerns the 11th Amendment of the US Constitution — for State’s immunity from suit in federal courts. Treasure discovery cases from the earliest years of the federal courts to the present will be reviewed. The legal concepts of public and private ownership, abandonment, and the Law of Salvage will be explored. A session participant will be rewarded with a treasure coin from the Spanish Brigantine of War “El Cazador.”

GPSolo Books  
Discount for Spring Meeting Attendees Only!  
SAVE 20%  
Check out GPSolo’s new and best-selling books and save 20% when you place an order at the meeting. GPSolo books cover a wide range of topics and provide practical information to help you better serve your clients and enhance your practice. Books and order forms are available at the Expo.
1. **Take advantage of this opportunity to get to know the Plan Administrators!**

Many Plan Administrators provide sponsorship of the conference and will have a booth with plan representatives available to share more about the specifics of each plan and answer any questions you may have. I highly encourage you to utilize a session break or one of the social events to introduce yourself and meet them in person. Speaking directly with the Plan Administrators is a meaningful way to learn how you can leverage participation in plan networks, to build your referral channels and to engage with the plans you are already working with. Plan Administrators are able to offer guidance for navigating the legal plan industry and help you understand how you can increase your role in that. Asking questions is always a great way to learn. Consider asking Administrators what the process is to join, what participation requirements are, how you can expect to receive referrals and where to go when you need assistance once you are participating. The Spring conference is an excellent time to connect and build a deeper relationship with the plans and people who share in the passion for strengthening the viability of the legal industry and expanding access to legal services.

— Jean Clauson, GLSA and GPSolo Member

2. **Approach GLSA and GPSolo members online before the conference.**

Please take the opportunity to reach out to any GLSA or GPSolo member before the conference. All GLSA members who have participated in Member Profiles, GLSA’s biweekly e-mail blasts, are prepared to receive calls and questions regarding their involvement in the organization. Several of the individuals profiled to date are also GPSolo members. The Member Profiles are designed to help you personally get to know the members and can often help break the ice in conversations. In addition, please feel free to reach out to any author of a published article regarding a topic of interest to you in GLSA newsletters or GPSolo publications.

— Matt Hahne, GLSA Member

3. **Expect that your conversations will be game-changers.**

I think I am the poster boy for how to use the conference to build and expand a small practice. I have always felt that picking up just one valuable piece of information from a conference or seminar generally justifies attendance at the event. The connections we make with plan administrators and other attorneys can be extremely useful in getting new business. My attendance at the 2005 conference in San Francisco led me to change my entire practice and to develop an extensive online presence in the area of contested estates. NY Probate litigation.com was the result of this meeting and this blog has brought me in excess of six figures in some years and a new area of specialization in the law. I expect that this will also provide me with a route to take into semi-retirement as so much of the work generated online requires only a computer and a phone with a brick and mortar office needed only minimally. The conference provides us with the chance to meet new friends, find new business, and occasionally to stumble into a totally new and unexpected game-changing opportunity that we would absolutely have missed by staying home.

— Phil Bernstein, GLSA Member
Social Events

Culinary Class — Preparing and Cooking Local Seafood

With a mission to promote enjoyment, knowledge and health in cooking and eating, Isle Cook Key West provides chef-led cooking lessons to home cooks at all skill levels. Prepayment is required to reserve lesson space, and given their limited seating (8 people) and the need to purchase raw materials for each lesson, they cannot accept cancellations, and your payment is non-refundable. Unfortunately, they cannot accommodate dietary restrictions.

**Date:** Wednesday, May 11  
**Time:** 11:00 AM – 1:00 PM  
**Registration:** Contact 305-741-7443 for questions and to confirm your space  
**Location:** Isle Cook Key West  
218 Whitehead Street  
**Cost:** $55 per person

Shotgun Start Golf Outing

Attention Golfers! We have arranged for 20 tee times to play this Rees Jones designed, 18-hole layout. The Key West Golf Club is a half mile from the Marriott. Free transportation to and from the course is available.

**Date:** Wednesday, May 11  
**Time:** 12:00 PM  
**Registration:** Contact GLSA at ramon.robinson@americanbar.org or 312-988-5752 to confirm your spot  
**Location:** Key West Golf Club  
6450 College Road  
**Cost:** $72 plus tax per person (cart included)  
$42 plus tax for premium club rentals  
*Payment must be received by GLSA by April 30*

GPSolo Council Dinner (Invitation Only)  

Council members and their guests are invited to enjoy a unique dining experience in Bahama Village, an interesting neighborhood filled with culture and a taste of “old Key West.” You will have an opportunity to try delectable tapas-style dishes, soups and salads in a warm, comfortable atmosphere. Of course, don’t forget about the beer, wine and sangria. Come, sit back, and relax!

**Date:** Wednesday, May 11  
**Time:** 7:00 PM – 9:00 PM  
**Location:** Santiago’s Bodega, A Tapas Style Restaurant  
207 Petronia Street  
**Cost:** $100 per person
Key West Pub Crawl

Cap off the evening at some of Key West’s famous bars including colorful (and colorfully-titled) Green Parrot Bar, Flying Monkeys Saloon, Hog’s Breath Saloon and The Bull and Whistle Bar. The Pub Crawl will be led by Alan Fowler, local culinary attorney and GPSolo member. If you’re hungry, Alan is your best man for advice on dining on the run! The Crawl will commence from the Green Parrot Bar at 10:00 PM.

**Date:** Wednesday, May 11  
**Time:** 9:30 PM – Late Night  
**Location:** Green Parrot Bar (until 10:00 PM)  
601 Whitehead Street  
**Cost:** Pick up your own tab

Welcome Reception Beach Party  
**Sponsored by:** Wolters Kluwer

Enjoy an evening of food, cocktails and friendship as the sun sets at this fun beach party overlooking the beautiful ocean.

**Date:** Thursday, May 12  
**Time:** 6:30 PM – 8:30 PM  
**Location:** Hammock Beach / Cabana Area  
Key West Marriott Beachside Hotel

Cuba, Key West’s Friendly Neighbor: A Walk & Talk and Dine-Around

The famous landmark says Key West is “90 Miles to CUBA,” but Cuban culture is all about this Conch Republic anyway! Join Elena Vigil-Farinas, a Cuban attorney based in Key Largo, for dinner at El Siboney Restaurant followed by visits to key sites of Cuban culture and history. (Yes, Elena is prepared to tell you how you can get to Cuba from Key West.)

**Date:** Thursday, May 12  
**Time:** 8:30 PM – 10:15 PM  
**Registration:** Sign up at the registration desk by the morning of May 12 as seating is limited to 50 people  
**Location:** El Siboney Restaurant  
900 Catherine Street  
**Cost:** Pick up your own tab
Hospitality Suite

Date: Thursday, May 12
Time: 10:30 PM – 12:00 AM
Location: Terrace
Key West Marriott Beachside Hotel

Solo and Small Firm Awards Luncheon
GLSA Annual Meeting and Election

The Solo and Small Firm Awards celebrate the efforts and accomplishments of outstanding solo and small firm practitioners, as well as bar leaders and bar associations.

**Lifetime Achievement Award**
This award recognizes solo and small firm attorneys who are widely accepted by their peers as having significant lifetime distinction, exceptional achievement, and distinction in an exemplary way. The winners will be viewed by other solo and small firm practitioners as epitomizing the ideals of the legal profession and of solo and small firm practitioners.

**Solo and Small Firm Project Award**
This award rewards bar leaders and associations for their successful implementation of a project or program specifically targeted to solo and small firm lawyers.

**Solo and Small Firm Trainer Award**
This award recognizes attorneys who have made significant contributions to educating lawyers or law students regarding the opportunities and challenges of a solo and small firm practice.

The Solo and Small Firm Awards nominations process is open through February 26. Please review the Awards Summary and Instructions before completing the Awards Application.

Please see the GPSolo Division’s Awards page for additional information and a list of past honorees.

GLSA will be holding their annual meeting and Board election during this time too.

Date: Friday, May 13
Time: 11:45 AM – 1:00 PM
Location: Salon B
Key West Marriott Beachside Hotel
Your Dine-Arounds, Drink-Arounds, Heralds and Sidetalks

Are you a conference registrant with something you’d like to share with the others about the practice of law or the practice of a better life?

From 1:30 PM – 10:30 PM, reserve a 15, 30 or 60 minute block to present your own fun program offsite under one of these categories:

**Dine-Arounds**
These are lunches or dinners, usually for parties of 4 to 10, at restaurants that suit the main topic for discussion. For example, “The Case for Sweets in a Healthy Workplace,” a dine-around held at Better Than Sex, the acclaimed dessert restaurant on Simonton Street.

**Drink-Arounds**
They’re like dine-arounds, but probably louder and ideally later. For example, “What Makes a Lawyer a Hero?,” a drink-around held at Captain Tony’s Saloon, a Greene Street Bar famous for its town hero politico namesake Tony Tarracino, aka “the conscience of Key West.”

**Heralds**
Conceived for the improvs among you, these are seemingly random short presentations — maybe while waiting to board a sunset cruise, or breaking the ice for the newcomers at a hospitality suite — on light topics such as “How You Can Win Clients with Dance Moves.”

**Sidetalks**
Be serious or silly about them: Sidetalks are 15 to 30 minute discussions or speeches in one space. It can be on topics as varied as “Land Use Law: Protecting the Florida Keys,” “Contacts You’ll Make Underwater If You Go Scuba Diving in Key West” or “Legal Plans You Haven’t Heard of Yet.”

Contact ramon.robinson@americanbar.org with your proposed topic, time and location for one of the four categories above, or just list one on our whiteboard when you arrive!

**Date:** Friday, May 13

**Time:** Afternoon / Evening

**Location:** TBD
Key West Sunset Cruise Sponsored by: Leave your worries behind and sail off into the world famous Key West Sunset aboard a spacious state-of-the-art FURY Catamaran! Fury and some of the best BMI singers/songwriters in Nashville are causin’ a Commotion on the Ocean... rocking Key West Sunset Cruises! The Fury sails the tropical waters of Key West with a warm ocean breeze and a magnificent sunset as a backdrop. Enjoy free beer, margaritas, and appetizers while listening to the live sounds of your favorite musicians!

Date: Friday, May 13
Time: 6:00 PM – 8:30 PM (Boarding begins at 6:00 PM and departure is at 6:30 PM)
Location: Historic Seaport
631 Greene Street
Corner of Greene Street and Elizabeth Street
Departs from Fury Departure Point 3
Cost: $50.21 per person for 13 years and older
$25.54 per person for 6 to 12 years
Free for 5 years and under
Gratuity is on own.
Tickets must be purchased by May 4.
No onsite sales are allowed.
Space is limited. First come, first serve.

Many Thanks to Our Program Planning Committee

Alfreda Coward
Lauderhill, Florida

Bonnie Moses
Willow Grove, Pennsylvania

Alan Fowler
Key West, Florida

Stephen Rosales
Belmont, Massachusetts

Stephen Ginsberg
Toronto, ON, Canada

Nicolle Schippers
Des Moines, Iowa

Lynn Howell
Saint Pete Beach, Florida
This Way Hemingway: A Dine-Around and Hemingway House Visit

The life of Lost Generation novelist Ernest Hemingway is inextricably linked to Key West. Legend has it that he only intended to pass through town but found himself stuck there when his automobile failed to arrive on time. He decided to stay for ten years, and wrote such celebrated works as *A Farewell to Arms*, *Death in the Afternoon* and *For Whom the Bell Tolls* during his extended stay. Extend your own stay in Key West by joining GLSA’s new President, Keri Coleman Norris, for lunch at Six-Toed Cat followed by a visit to Hemingway House, where descendants of the novelist’s six and seven toed cats prowl around his boxing ring, swimming pool and typewriter. Lunch is limited to 30 people, however, all conference registrants are welcome to join us at Hemingway House.

**Date:** Saturday, May 14  
**Time:** 1:00 PM – 3:30 PM  
**Start Point:** Six-Toed Cat Restaurant  
823 Whitehead Street  
**End Point:** Hemingway House  
907 Whitehead Street  
**Cost:** Each person is responsible for his/her own lunch and house admission  
$10.75 per person for adults  
$6 per person for children over 5  
Free for 5 years and under  
Sign up at the registration desk by May 13.

Culinary Class — The Laws of Molecular Gastronomy

With a mission to promote enjoyment, knowledge and health in cooking and eating, Isle Cook Key West provides chef-led cooking lessons to home cooks at all skill levels. Prepayment is required to reserve lesson space, and given their limited seating (12 people) and the need to purchase raw materials for each lesson, they cannot accept cancellations, and your payment is non-refundable. Unfortunately, they cannot accommodate dietary restrictions.

**Date:** Saturday, May 14  
**Time:** 5:30 PM – 8:00 PM  
**Registration:** Contact 305-741-7443 for questions and to confirm your space  
**Location:** Isle Cook Key West  
218 Whitehead Street  
**Cost:** $100 per person
25 Cool Things to Do in Key West

1: Yoga on the Beach
Monday and Friday mornings
9:00 AM – 10:00 AM
Key West Marriott Beachside Hotel
$18 per person for drop-ins

2: Lazy Dog Paddle Yoga
Tuesday, Wednesday, Thursday, Sunday mornings
Lazy Dog Paddle Shack
$30 per person for drop-ins or
$25 per person with local ID

3: Kayaking, Sailing and Snorkeling with Danger Charters
Available all week
$80 per person for AM half-day
$85 per person for PM half-day

4: Dolphin Watching
Available all week
$95 per person including fruit, water, snorkeling and fun

5: Standup Paddle Boarding with SUP Key West
Available all week
$45 per person

6: Birdwatching and Butterfly Viewing at the Key West Tropical Forest & Botanical Gardens
Daily 10:00 AM – 4:00 PM
$7 per person for adults
$5 per person for seniors
Free for children

7: Camping at Dry Tortugas National Park and historic Fort Jefferson Prison
Open 24 hours every day
$10 per person for park admission, not including ferry or seaplane transit

8: Leave for a side trip to the Bahamas, Cuba or South Beach
Just before or after the conference
Prices will vary

9: People watching in Mallory Square
All day long, but especially for sunsets
Free

10: Bicycling
Daylight hours
Rentals available for $10 to $25 daily from Island Bicycles

11: Scuba Diving with Captain’s Corner
Day and night options available
$75 per person

12: Visit the patients at The Turtle Hospital
9:00 AM – 6:00 PM daily
$22 per person for adults
$11 per person for children ages 4 to 12
Free for children 3 and under

13: Golfing at The Key West Golf Club
Mornings and afternoons
25 Cool Things to Do in Key West

14: 
Wine and Paint at The World Famous Blue Flamingo Paint and Sip Gallery
8:00 AM – 10:00 PM daily
$39 per person for the class

15: 
Trail walks and runs
Early morning and afternoons
Free, map your own trail

16: 
Gay and Lesbian Trolley Tour of Key West
4:00 PM Saturday from Hemingway House
$25 per person

17: 
Catch a drag show at Aqua Key West
Nightly 9:00 PM, weekends 9:00 PM and 11:00 PM
$15 per person

18: 
Volunteer with the Key West Wildlife Center and other local organizations
Contact the organization directly to discuss opportunities

19: 
Retail therapy
Hours vary
Discounts are available from the Key West Chamber of Commerce

20: 
CrossFit Key West
Hours vary but generally 6:00 PM – 8:00 PM
Monday through Friday
$20 per person for drop-ins

21: 
Fine dining
All week long
Visit TripAdvisor.com for suggestions

22: 
Get hypnotized
Call to schedule face to face or Skype
Prices may vary with Helen Basinger’s Freedom Healing

23: 
The Great Key West Sleep-a-Thon
Thursday, Friday and Saturday nights
Because Arianna Huffington and our conference hotel’s CEO have declared 2016 the Year of the Good Night’s Rest

24: 
Treatments at Ocean Wellness Spa
Couple massages, mud wraps, Acupuncture and Asian treatments available
9:00 AM – 7:00 PM daily
Prices vary

25: 
Visit Kelly’s Caribbean Bar
Owned by actress Kelly McGillis from Top Gun, this lively tavern offers Caribbean and American eats

Photo courtesy of Kimberly Kocian
Hotel and Registration Information

Registration
Excluding speakers, all persons must be registered to attend the 2016 Joint Spring Meeting. You may register for the meeting at the links below. A Registration Badge includes access to the following: expo, preconference sessions, CLE sessions, committee meetings, one copy of CLE materials, breakfasts, breaks, Thursday receptions and Friday luncheon held at the Key West Marriott Beachside Hotel. An additional registration fee may be required to attend certain social events.

Register on-line for the 2016 Joint Spring Meeting on the GLSA website (www.glsaonline.org) or GPSolo website (www.ambar.org/GPSoloSpringMeeting). Questions about registration can be directed to GPSolo at 312-988-5648 or GLSA at 312-988-5751.

Limited scholarships are available for this program. For more information visit the registration page of either GPSolo or GLSA.

Register by April 20 to avoid paying an additional $100 for late registration. Conference registrations will not be completed until full payment has been received by either GLSA or GPSolo. Registrations must be completed by May 4 for attendees to be listed on the Advance Registration list published for conference attendees.

Guest Tickets
Guest badges may be purchased, which will grant access to expo, breakfasts, breaks, Thursday receptions and Friday luncheon held at the Key West Marriott Beachside Hotel. An additional registration fee may be required to attend certain social events. Please note that a Guest Badge is NOT the same as a Registration Badge. Entrance to CLE sessions is by Registration Badge only. Thank you for your cooperation.

Cancellation Policy
Cancellation information is available on the GLSA website (www.glsaonline.org) and GPSolo website (www.ambar.org/GPSoloSpringMeeting).

Session Materials
Now that our conferences are paperless, we are offering materials on a flash drive that will be distributed at the conference.

Consent to use of photographic images
Attendance at the 2016 Joint Spring Meeting constitutes an agreement by the registrant to GLSA and GPSolo (both now & in the future) for use of the registrant’s photographs at all events associated with the 2016 meeting. Any opposition to use of your photograph must be communicated in writing to the GLSA office.

Dress Code
The room temperature in the meeting rooms may be cool. To ensure your comfort, bring a sweater or jacket to your session. The dress code is casual for this meeting. Ties are not encouraged; however, feel free to wear your flip flops.

Hotel Accommodations
The conference is being held at the Key West Marriott Beachside Hotel. A special rate of $239 per standard room has been negotiated. To take advantage of the discounted rate, book your room before 5:00 PM CT on April 20. Available on a first come, first served basis. Reservations after that date will be accepted by the hotel on a space-available basis and standard rooms may not be available at our special rate. For reservations call 305-296-8100 and request a booking under 2016 Joint Spring Meeting (GPSolo and GLSA).

Check-in: 4:00 PM
Check-out: 11:00 AM
Internet: Wi-fi access is complimentary throughout the hotel.

Reserve your room here: http://cwp.marriott.com/eywmc/2016springmeeting

Location
Key West Marriott Beachside Hotel
3841 N Roosevelt Blvd, Key West, FL 33040

Key West is a 3 to 4 hour drive from Miami International Airport (MIA). In lieu of renting a car from Miami or Ft. Lauderdale, shuttle services to and from Key West are available. The Key West Marriott Beachside Hotel concierge recommends Keys Shuttle, which provides transportation from the Miami and Ft. Lauderdale airports directly to the Key West Marriott Beachside Hotel, and back again. For one person, the round trip Miami/Key West shuttle rate is $162 per person, while the round trip Ft. Lauderdale/Key West rate is $180 per person. (Rates subject to change.)

Transportation
Upon arrival at the Key West International Airport (EYW), call the Marriott at 305-296-8100 and request a booking under 2016 Joint Spring Meeting (GPSolo and GLSA).

Rental Car: rates vary
Taxi: $12 one way (approximately)
Self Parking: $19.50 daily
Valet Parking: $29.50 daily

Continuing Legal Education Credit
The ABA directly applies for and ordinarily receives MCLE credit for ABA programs in AK, AL, AR, AZ, CA, CO, DE, GA, GU, HI, IA, IL, IN, KS, KY, LA, MN, MS, MO, MT, NH, NM, NV, NY, NC, ND, OH, OK, OR, PA, PR, SC, TN, TX, UT, VT, VA, VI, WA, WI, and WV. These states sometimes do not approve a program for credit before the program occurs. This transitional program is approved for both newly admitted and experienced attorneys in NY. This course is expected to qualify for 12.5 CLE credit hours including 2.0 ethics hours in 60 minute states, and 15.0 CLE credit hours including 2.0 ethics hours in 50 minutes states. Attorneys may be eligible to receive CLE credit through reciprocity or attorney self-submission in other states. For more information about CLE accreditation in your state, visit: www.americanbar.org/cle/mandatory_cle.html.
Save the Dates

GPSolo 2016 Solo & Small Firm Summit
September 29, 2016 – October 1, 2016
Westin Cincinnati, Cincinnati, Ohio

2017 Joint Spring Meeting
Presented by:
ABA Solo, Small Firm and General Practice Division
ABA Standing Committee on Group & Prepaid Legal Services
Group Legal Services Association
May 18, 2017 – May 20, 2017
Fairmont Scottsdale Princess, Scottsdale, Arizona

We’d just love to see you again in Scottsdale next year, but you needn’t wait until the Spring of 2017 for more GLSA and GPSolo programs. We offer education, fun activities and volunteer opportunities year-round to members.

For GPSolo membership, visit www.americanbar.org/gpsolo.

For GLSA membership, visit glsaonline.org/about/membership.
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Sponsor and Exhibitor opportunities are available for this meeting.
Contact Kimberly Kocian at Kimberly.Kocian@americanbar.org or 312-988-5636.