

Registration Brochure



**National Federation
of Paralegal Associations**

**2018 Annual Convention and Policy Meeting
October 25 - 28, 2018
Seattle, WA**

Proudly Hosted by the Washington State Paralegal Association

BENEFITS OF ATTENDING

Attending the Annual Convention will give you the knowledge, skills, connections, and enthusiasm to further your career as a paralegal.

Continuing Legal Education

The educational sessions are designed to enhance your knowledge in specific areas in ways that can elevate your paralegal career.

Networking Opportunities

A convention provides a great opportunity to expand your network and make valuable connections.

Industry Connections

Get to know exhibitors and sponsors to build your list of resources. The next time your employer needs a vendor, you'll know where to turn.

Inspiration

Many paralegals find that they have a significantly renewed passion for the profession and an increased level of confidence in building the paralegal profession after attending an NFPA convention.



Keynote Speaker:

Rob McKenna Friday, October 27

Rob McKenna served two terms as Attorney General of Washington State, from 2005 to 2013. During his tenure, he successfully argued three cases before the U.S. Supreme Court, served as President of the National Association of Attorneys General, and was honored by his NAAG colleagues with the Kelley-Wyman Award for Outstanding Attorney General in America.

Rob currently is a partner at Orrick in Seattle and co-head of the firm's Public Policy Group.

Welcome, First Time Attendees!

Policy Floor Primer on Friday, October 7:30 a.m.

Whether this is your first time attending convention and representing your association on the Policy Floor or your 10th, come join Vice President & Director of Membership, Yvonne Lewis DeAntoneo for a Primer on parliamentary rules that govern the Policy Floor, as well as a review of NFPA's own Policies and Procedures.

Convention Mentor Program

We are matching up first timers with Convention pros to help those new to the NFPA Annual Convention make connections, prepare for Convention, and learn tips for navigating the Policy Floor. Mentors and mentees will be matched in advance of Convention. If you would like to have a mentor, or would like to be a mentor, please indicate this on your registration form.

Come see what NFPA's Annual Convention & Policy Meeting is all about and go home with amazing, infectious energy! See you at the NFPA 2018 Annual Convention October 25 - 28, 2018.

NFPA Convention 2018

Schedule at a Glance (Tentative - subject to change)

THURSDAY, OCTOBER 25

7:30am – 5:00pm	Registration
7:30am – 7:00pm	Exhibit Hall Open
8:30am – 11:30am	Concurrent Education Sessions
11:30am – 1:00pm	Coordinator Appreciation / Networking Luncheon
1:00pm – 4:00pm	Concurrent Education Sessions
2:30pm – 4:00pm	Student Workshop
4:15pm – 5:30pm	Workshops
5:30pm – 7:00pm	Exhibitors' Reception
7:00pm – 10:00pm	Board of Directors' Meeting

FRIDAY, OCTOBER 26

7:00am – 5:00pm	Registration
7:00am – 1:00pm	Exhibit Hall Open
7:30am – 8:30am	Policy Floor Primer
8:30am – 11:15am	NFPA Region Meetings
10:45am – 11:15am	Exhibitor Door Prize Drawings
11:15am – 12:00pm	Meet the Candidates Panel (Members Only)

12:00pm – 1:30pm	Keynote Luncheon
2:00pm – 3:45pm	NFPA Region Meetings
4:00pm – 5:00pm	NFPA Treasurer's Meeting (Members Only)
5:00pm	Begin boarding buses
6:00pm – 10:00pm	Social Event at the Edgewater

SATURDAY, OCTOBER 27

8:00am – 9:00am	Registration
9:00am – 5:30pm	Policy Meeting
12:00pm – 1:30pm	Awards Luncheon
8:00pm – 12:00am	Caucus Meetings (if necessary)

SUNDAY, OCTOBER 28

9:00am – 1:00pm	Policy Meeting
3:00pm – 10:00pm	Board of Directors' Meeting

MONDAY, OCTOBER 29

9:00am – 12:00pm	Board of Directors' Retreat (NFPA Board Members Only)
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Hotel & Travel

The NFPA Annual Convention will be held at the Hilton Seattle Airport Hotel & Conference Center, conveniently located across from the Seattle-Tacoma International Airport. The hotel is a short walk or ride on the complimentary shuttle to the airport, where you can also jump on the Seattle Light Rail to explore downtown.

Room rate: \$189 (single and double)

Taxes: 12.4% + \$2 per night

Book your room by October 2, 2018

Online: <https://aws.passkey.com/go/NFPA18>

By phone: 206-244-4800



Hilton Seattle Airport Hotel
& Conference Center
17620 International Blvd.
Seattle, WA 98188

For nights outside the room block of Oct 24-28, please call 1-800-HILTONS to check availability and rates.

NFPA Convention Charity: Courthouse Dogs Foundation

Attendees are encouraged to participate in "Denim for Dogs" by donating \$5 or more to the 2018 NFPA Convention Charity, Courthouse Dogs Foundation to wear jeans on Friday, October 26.

Courthouse Dogs Foundation is a nonprofit corporation headquartered in Bellevue, Washington. Courthouse Dogs Foundation promotes justice with compassion by helping legal professionals successfully implement courthouse facility dog programs using best practices in this field and provides expert education and guidance for legal professionals.



COURTHOUSE DOGS
FOUNDATION®

What is a courthouse facility dog?

Courthouse facility dogs are professionally trained dogs working throughout the country in prosecutor's offices, child advocacy centers, and family courts. They primarily provide a calming influence for children during stressful legal proceedings.

As legally neutral companions for witnesses during the investigation and prosecution of crimes, these dogs help the most vulnerable witnesses feel willing and able to describe what happened. The dogs also provide emotional support to participants in family court proceedings and in specialty/treatment courts.

Courthouse facility dogs provide a compassionate way to help traumatized victims tell their stories. Because of the success of this program, more participants in law enforcement and the judicial system are recognizing its value and seeking information about how to get started.



About WSPA

The Washington State Paralegal Association (WSPA) is a not-for-profit professional organization formed in 1975 to support and promote the paralegal profession, and to provide a forum for addressing the paralegal needs, interests and responsibilities in the State of Washington.

WSPA is organized into geographical Chapters. The Chapters hold meetings and educational events at central locations accessible to the members in that Chapter area. Chapter membership is not exclusive and the geographical designations are intended only as guidelines, not restrictions. Any WSPA member is welcome to attend activities sponsored by any Chapter, and in most cases non-members are welcome.



Current Chapters:

East King County Chapter - includes the section of King County between Lake Washington and the Cascades

Northwest Chapter - includes Island, Skagit and Whatcom Counties

Seattle Chapter - includes Downtown Seattle and surrounding areas

Snohomish Chapter - includes all of Snohomish County

South Puget Sound Chapter - includes all of Pierce, Thurston and Kitsap Counties

Friday Evening Social

The Edgewater Hotel

The Edgewater Hotel is in the heart of downtown Seattle, on Pier 67. Originally built for the 1962 World’s Fair, it is the only Seattle waterfront hotel and a local landmark. You will be having dinner in the venue that has seen The Beatles, Led Zeppelin, Kiss, The Rolling Stones, The Village People, Pearl Jam, Mel Torme, Rod Stewart and many more entertainment celebrities.

Dinner will be in the Olympic Ballroom. The Olympic Ballrooms floor-to-ceiling window wall provides an unobstructed amazing view of the sparkling waters of Elliott Bay, the majestic Olympic Mountains and the famous islands of Puget Sound. You will enjoy Pacific Northwest Cuisine at its finest from the dinner buffet and enjoy a variety of cocktails from the no host bar. Guest will be able to wander into the Terrace Room that features a stone fireplace and sweeping views of the Seattle skyline with an outside terrace.



Magician Nash Fung

Following dinner guests will be entertained by the amazing Magician Nash Fung.

As featured on the CW network’s Penn & Teller: Fool Us, where Penn Jillette gave praises to his magic: “It was just incredible,” Magician Nash Fung will mesmerize with his blend of magic and mind tricks at this year’s conference. His show combines original magic, quirky psychology, and a whole lot of clean comedy that has left many corporate audiences and major sports athletes scratching their heads with a smile.

Friday, October 26 | 6 - 10 pm
Begin boarding buses at 5 pm
\$85 per person

sponsored by



Transportation provided by T-Scan



Conference Dress Code is Professional

Please note that the dress code for the 2018 NFPA Annual Convention is professional attire. The only exception will be for attendees who have contributed to “Denim for Dogs” on Friday, October 26.

Continuing Legal Education Thursday, October 25 | 8:30-9:45 am

Education Track: Litigation

Session 1A - Effective Use of Evidence at Trial (1.25 CLE)

Carl E. Forsberg, Shareholder, Forsberg & Umlauf, P.S.

In trial, the only goal is persuasive argument. Your use of demonstrative evidence to bolster your theory is what helps you win your case. In this session you will learn why and how to better present evidence effectively to succeed at trial. This presentation provides tips to persuade the judge and jury by presenting your theory / theme to better explain your case. In addition, you will explore how the trial team works before and during the trial to prepare and present evidence.

Carl Forsberg is a Shareholder with Forsberg & Umlauf, P.S. His defense litigation practice emphasizes personal injury, general liability, analysis and counseling insurers on first and third-party coverage issues, also the defense of alleged insurance bad faith



matters. Carl obtained his undergraduate degree from Gonzaga University and his law degree from Pepperdine University School of Law. Carl enjoys teaching and regularly participates as an instructor for the National Institute of Trial Advocacy, in their trial practice and deposition skills training seminars, also as an adjunct professor teaching trial practice at the University of Washington School of Law. In 2011, Carl was invited to teach trial advocacy skills with Justice Advocacy Africa, in Nairobi, at the Kenya School of Law.

Education Track: IP/Immigration

Session 1B - How to Let the Government Make You the Most Valued IP Paralegal in the Office (1.25 CLE)

Mark Lorbiecki, Partner, Lowe Graham Jones

As defined by the World Intellectual Property Organization: “Intellectual property refers to creations of the mind: inventions, literary and artistic works, and symbols, names, images, and designs used in commerce.” Intellectual property protection is a key underpinning of our entire economic system. But, intellectual property is by its very nature complex and often depends on the arcane details of the evolved statutory schemes. Unlike the classic lines of the law such as Torts or Contracts, where compliance with the substantial or essential requirements of something (as a statute or contract) that satisfies its purpose or objective is sufficient to perfect rights even though its formal requirements are not complied with. In the statutory world of intellectual property, only strict compliance with the formal requirements will be sufficient to perfect those rights.

But, the very fact that each of three of the four principal disciplines of Intellectual Property law are tied entirely to rules and statutes in order to generate or recognize rights for the client is your tool to meaningfully contribute in each discipline. This presentation will help you to develop the skills necessary to be the “go to” paralegal in the office.

Mark Lorbiecki is a registered patent attorney and focuses his practice on patents, trademarks, copyrights, and related litigation.



Mark has wanted to be a Patent Attorney since the age of fourteen when he read an article in Boys' Life relating a day in the life of an Eagle Scout. This Eagle Scout had become a Patent Attorney for the National Aeronautics and Space Administration (NASA). The description of the day on the interstices between law and technology was breathtaking. Mark was hooked.

Mark has been over thirty years practicing in Seattle and has been a partner with Lowe Graham Jones since months after its formation. He is a bit of an anomaly in that he both practices in patent, trademark, and copyright procurement and in the litigation of those same rights.

Education Track: Professional Development

Session 1C - UCMJ Military Justice Act of 2016 (1.25 CLE)

Command Sergeant Major Osvaldo Martinez Jr

The speaker will present a summary of the Military Justice Act 2016, which was designed to improve effectiveness and efficiency of the military justice system by making structural changes that align the court-martial process more closely with federal courts. In addition, the speaker will also focus on the role Army paralegals play in the military justice process.

Following in the footsteps of his father and grandfather, CSM Osvaldo Martinez Jr. entered the United States Army in June 1993 from Leesville, Louisiana, and completed both Basic Training and Advanced Individual Training at Fort Jackson, South Carolina.



CSM Martinez' previous assignments include: Chief Paralegal, 1st Army, Fort Gillem, GA; First Sergeant, The Judge Advocate General's Legal Center and School, Charlottesville, VA; Command Paralegal NCO, 2ID, ROK; Command Paralegal NCO, 1st AD and Fort Bliss, Fort Bliss, Texas, and Command Paralegal NCO, XVIII ABC and Fort Bragg, Fort Bragg, NC.

Education Track: LLLT/Ethics

Session 1D - The First Expansion of Paralegal Roles (1.25 CLE)

Jeanne Barrans, LLLT; Pattie Reutimann, LLLT; Jennifer Ortega, LLLT

This dynamic panel discussion will feature three of Washington's first LLLTs discussing their journey to and through the LLLT program, their business models, and serving clients as non-lawyers. We will additionally discuss access to justice concerns, potential areas of expansion, and areas for growth and/or improvement.



Jennifer Ortega is LLLT #118 and began practicing law in 2016. She is a Founding Partner of Legal Technician Division, PLLC, the first multi-legal technician law firm. The firm has offices in three locations and provides family law assistance on a sliding scale.

Jeanne Barrans, LLLT has been in the legal field, primarily in Snohomish County and primarily in the area of family law, since approximately 1978 (no kidding!). She is a long-time member of NALS, the Association for Legal Professionals. Jeanne studied and received advanced certification, post-college, through NALS as a PLS (formerly Professional Legal Secretary) in 1988 and as a Professional Paralegal in 2005. In 2015, she received a specialty certificate in Family Law/Estate Planning.



Pattie Reutimann, LLLT graduated with a Social Work degree from University of Washington and continued at the American Institute of Paralegal Studies obtaining her Paralegal Certification. She has worked as a family law Paralegal for the past 26 years.



Pattie was the first Family Law/Courthouse Facilitator for King County, assisting thousands of Pro Se litigants in this pilot project. In 1994, Pattie was awarded Professional of the Year by the Washington State Bar Association, Family Law Section Committee.

Jennifer is also a co-founder of LegalTAP.org, a social enterprise formed to increase access to justice by promoting the legal technician profession. LegalTAP.org provides information about legal technicians to non-profits, government agencies, and the public, and maintains a members-only site with resources for practicing legal technicians.

Continuing Legal Education

Thursday, October 25 | 10:15 - 11:30 am

Education Track: Litigation

Session 2A - Utilizing Social Media to Strengthen Your Case

(.75 General & .5 Ethics CLE)

Roy A. Umlauf, Shareholder, Forsberg & Umlauf, P.S.

Social media (Facebook, Twitter, etc.) has had a tremendous impact on our culture. We are constantly linked to and receive instant updates from our social media connections and personal information is simple to access. In this presentation, you will learn to use social media effectively and ethically in litigation. The discussion will include tips for conducting social media research and how to effectively use social media. This presentation will also address the ethical concerns in researching and using social media to investigate parties, witnesses and potential jurors.

Roy A. Umlauf is a shareholder with Forsberg & Umlauf, P.S. His broad litigation defense practice includes catastrophic damages, construction claims, products and personal injury defense, premises liability, bad faith, legal malpractice, underinsured motorist claims, investigation and preservation of evidence advice. Mr. Umlauf is an Arbitrator (UIM/King County Superior Court) and Mediator. Mr. Umlauf is a past President of Washington Defense Trial Lawyers and currently the Vice President of the Foundation for Washington Courts and Treasurer for the Washington Chapter of the American Board of Trial Advocates.



Education Track: IP/Immigration

Session 2B - Immigration Reform:

DACA Update *(1.25 CLE)*

Tahmina Watson, Watson Immigration Law

DACA is a federal government program created in 2012 under Barack Obama to allow people brought to the US illegally as children the temporary right to live, study and work in America. In 2017 it was announced that the program would end and no new applications would be accepted. This session will discuss the status of the DACA program, the impact on those currently in the program or detained as a result of their status, and legal action related to the program.

Tahmina Watson obtained her law degree and graduated from Brunel University, London, England in 2000. After completing her pupillage (apprenticeship) from Bridewell Chambers in London in 2004, Tahmina continued as a practicing barrister, handling mainly criminal defense matters, before relocating to the United States in 2005.



Tahmina is an Adjunct Fellow at The Niskanen Center, a Washington DC-based think tank. She advises on immigration policy issues. Tahmina currently serves as co-chair of the Response Committee of the Washington Chapter of the American Immigration Lawyers Association (AILA WA), a committee she helped create after the November 2016 election.

Education Track: Professional Development

Session 2C - Cultural Competency and the Law

(.75 General & .5 Ethics CLE)

The Honorable G. Helen Whitener, Superior Court of Washington, Pierce County

Access to Justice is improved when there is access to services. The law deals with decision making at different phases of a case and cultures differ with respect to decision making. Cultures and subcultures are continuously at play and how a client is served increases the client's understanding and participation with the legal service he or she is receiving. Improving the cultural knowledge of lawyers and paralegals improves their communication with their clients and increases the competence of the representation provided. Since paralegals are key in creating a better partnership between the lawyer and the client and the lawyer and courts, this session is intended to increase their awareness of the role culture plays.

Learning Objectives:

- (1) Define cultural competency and how it is applicable to the work of lawyers and paralegals
- (2) How cultural competency works in different legal fields
- (3) Case law on how Courts have addressed cultural competency
- (4) Create a Bench card for Paralegals.

Judge Whitener has served with distinction as a judge on the Pierce County Superior Court since 2015 when she was appointed to the bench by Washington State Governor Jay Inslee. Judge Whitener brings a wealth of experience to her work as a judge. Prior to her appointment, Judge Whitener served as a judge on the Washington State Board of Industrial Insurance Appeals and as a pro-tem judge in Pierce County District Court and the City of Tacoma Municipal Court. She also worked as a prosecutor and defense attorney.



Born and raised in the Caribbean island nation of Trinidad and Tobago, Judge Whitener is the first immigrant-born judge of her court, the second black woman on her bench and she is also the first openly black LGBT judge in the State of Washington.

Education Track: LLLT/Ethics

Session 2D - Legal Technicians: The Future of the Legal Profession (.75 General & .5 Ethics CLE)

Paula Littlewood and Steve Crossland

Washington was the first state in the country to offer an affordable legal services option to help meet the needs of those unable to afford the services of a lawyer. Legal Technicians are licensed by the Washington Supreme Court to advise and assist people going through certain family law matters in Washington. This presentation will discuss the development and implementation of the LLLT program in Washington, as well as ethical dilemmas faced by current LLLTs as a result of the drafting of the original Rules of Professional Conduct (RPC), proposed RPC amendments to expand LLLT roles, and future practice areas.

Paula Littlewood, WSBA Executive Director

Paula Littlewood joined the WSBA staff as Deputy Director in September 2003 and became the Executive Director in May 2007.

Paula is a graduate of the University of Washington School of Law and also received a master's degree in International Studies from the UW. Prior to law school, she was a professional campaign coordinator and fundraiser here in the state, working both on statewide candidate and initiative campaigns as well as local legislative races.



Steve Crossland has been practicing law for over 40 years. He is a 1969 graduate of Stanford University with a degree in Political Science. Lewis and Clark College, Northwestern School of Law in Oregon conferred a JD in 1973. The Washington Supreme Court appointed Steve to Chair the Limited License Legal Technician Board in December 2012.



Continuing Legal Education

Thursday, October 25 | 1:00 - 2:15 pm

Education Track: Litigation

Session 3A - Litigation in a Field of Weeds (1.25 CLE)

Aaron Pelley, Cultiva

Cultivation, production, distribution or possession of marijuana is a federal criminal offense under the Controlled Substances Act (CSA). Yet, despite federal prohibition, state-sanctioned marijuana industries have emerged and are continuing to develop and expand. The question is thus raised: How do we reconcile federal prohibition with a state's legalization? This session will explore the conflict of representing cannabis businesses, as well as case law on federal and state acceptance, best practices for venue, and licensing requirements.

Aaron Pelley has played an active role in Cannabis Law for over a decade. He helped build the foundation for legal protections in medical cannabis law and is a leading advocate for the cannabis business. His passion for this new realm of practice led to the launch of Cultiva and the formation of a boutique law firm unsurpassed in cannabis law.



Education Track: IP/Immigration

Session 3B - Prosecuting US Trademark Registration Applications (1.25 CLE)

Robert C. Cumbow, Partner, Miller Nash Graham & Dunn PLLC

The trademark registration and filing process is not necessarily a difficult one. It can, however, prove exhausting. From the time you file an application, it takes about 10 months to receive approval, if everything goes smoothly. However, if you make a single mistake on your application, the registration process could take longer than a year. Since the United States Patent and Trademark Office (USPTO) does not offer refunds for failed applications, a mistake can be costly. This session will help you ensure that your application is completed in the shortest possible timeframe and is accurate when submitted. You will receive a checklist of reminders and tips for preparing and filing applications to register trademarks in the USPTO. There will also be information about prosecuting trademark infringement violations.

Mr. Cumbow practices intellectual property law with the Seattle office of Miller Nash Graham & Dunn, counseling a wide variety of clients on IP, Internet, advertising, and media law issues, concentrating on trademark and copyright protection and dispute resolution.



Education Track: Professional Development

Session 3C - Courthouse Facility Dogs: Justice with Compassion (1.25 CLE)

Celeste Walsen, DVM

Professionally trained courthouse facility dogs are working throughout the country in prosecutor's offices, child advocacy centers, and law enforcement agencies to assist vulnerable victims and witnesses while they participate in stressful criminal justice proceedings. As legally neutral companions during the investigation and prosecution of crimes, courthouse facility dogs have a dramatic impact on the ability and willingness of the most vulnerable victims/witnesses to describe what happened. This lively workshop is designed to instruct legal professionals about best practices in the selection and use of courthouse facility dogs so that the use of these dogs can lead to reduced secondary trauma for everyone involved in the legal system.

Celeste Walsen, the Executive Director of the Courthouse Dogs Foundation, helped found the Courthouse Dogs Foundation in 2008. Since that time, she has assisted with the development of many of the 180 Courthouse Dog Programs in the United States and Canada.



Celeste graduated from UC Berkeley with a BA in Psychology and obtained her degree in veterinary medicine from Louisiana State University in Baton Rouge. Celeste facilitates the scientific research in this field between the assistance dog organizations, the academic community, the courthouse facility dog handlers and the Courthouse Dogs Foundation.

Education Track: LLLT/Ethics

3D - Violence Against Women Act and Indian Country (1.25 CLE)

Hon. Theresa M. Pouley, J.D.

On March 7, 2013, President Obama signed into law the Violence Against Women Reauthorization Act of 2013 (VAWA 2013). VAWA 2013 recognizes tribes' inherent power to exercise special domestic violence criminal jurisdiction over certain defendants, regardless of their Indian or non-Indian status, who commit acts of domestic violence or dating violence or violate certain protection orders in Indian country. The new law authorized a voluntary pilot program to all certain tribes to begin exercising jurisdiction sooner than the March 2015 effective date. One of the tribes selected for the pilot project was the Tulalip Tribe of Washington. In this session you will learn about the VAWA 2013, the effectiveness of the law and efforts to develop tribal justice systems.

Theresa M. Pouley is an Associate Justice of the Colville Court of Appeals and faculty at Edmonds Community College teaching in paralegal studies. She was previously the Chief Judge of the Tulalip Tribal Court, Chief Judge of the Lummi Nation and a Judge of the Northwest Intertribal Court System, where she served as a trial judge for several other Northwest tribes. She is a member of the Colville Confederated Tribes in northeastern Washington. President Obama appointed Judge Pouley to serve on the Indian Law and Order Commission (ILOC). In 2013, the ILOC published a "Roadmap to Making Native America Safer" which contained crucial recommendations for the safety of native women and children. She was a facilitator for the Department of Justice's 2009 the "Tribal Nation's Listening Session", for the Office of Violence Against Women for the Tribal Consultation in 2010, and for a focus group on Human Trafficking of American Indian and Alaska Native Women developed by the Office of Victims of Crime in 2010. She provided Testimony to the United States Senate Committee on Indian Affairs on "Challenges in Law Enforcement in Indian Country" in 2000 and at the "Oversight Hearings on Tribal Courts" in 2008 and 2010.



Continuing Legal Education
Thursday, October 25 | 2:45 - 4:00 pm

Education Track: Litigation

Session 4A - 3 Hot Topics in E-Discovery (1.25 CLE)

Craig Cannon

From in-house servers to hard drives to flash drives to cloud computing and remote servers, there is an astounding amount of storage repositories and devices available to conduct discovery. Information is not limited to computers or backup tapes any longer, as material information is now stored on smart phones, tablets, laptops, blogs and even social media. The complexities of e-discovery have cause it to become one of the hottest topics in the legal industry today. The law is evolving at an astounding pace and legal professionals need to stay apprised of the changes. This session will focus on 3 Hot Topics in E-Discovery. There will be a review of international privacy concerns and e-discovery as well as a review of technological advances in e-discovery, and practical solutions for managing e-discovery under the revised Federal Rules.

Craig leads and sets the strategic direction for the award-winning LitSmart® E-Discovery Team. Craig is a seasoned complex commercial litigator and a specialist in the areas of e-discovery, information governance, data privacy, cross-border data transfer and cyber-security.



Education Track: IP/Immigration

Session 4B - Representing Immigration Clients in a Changing Political Climate (1.25 CLE)

Dustin O'Quinn, Shareholder, Lane Powell

In the past two years, immigration reform has swept the country. The changes have been controversial and have resulted in changes to immigration law and policy. This session will focus on representing immigration clients in a changing political climate. The focus will be on recent changes to immigration laws and procedures, best practices for advising clients, and avoiding UPL and other common immigration pitfalls. There will be a review of recent case law, documentation requirements and Temporary Protected Status.

Dustin O'Quinn counsels clients of all sizes, from startups to Fortune 100 companies, in all areas of immigration law with a focus on the technology, energy, design and financial industries.

He develops immigration programs for startup companies in the technology industry and counsels clients on corporate structure, funding and investor relations. He also advises large corporations on the immigration implications of mergers and acquisitions, I-9 compliance and government audits.



Education Track: Professional Development

Session 4C - Own Your Own Brand

Peg Marckworth, Marckworth Associates

Much like the brand of a product or business, your personal brand is comprised of two things: the promise you make to deliver a specific set of features, benefits and services, and the experiences of the people who interact with you. Understanding and employing your personal brand enables you to communicate more effectively, perform more successfully, enhance your working relationships and develop your leadership skills. This session will help you recognize the strongest and best parts of who you are and what you do, as well as identify the strengths you offer and how those match the needs of your organization. You will be able to translate what you personally offer into business actions that create success.

This professional development session does not earn CLE.

Peg Marckworth is the principal of Marckworth Associates. She creates brands for companies, professionals, and individuals that set them apart from the competition and catch the attention of the right clients. Peg has a 25+ year career in communications including co-ownership of an award-winning public relations firm, child welfare administrator, Washington State lobbyist, and family therapist. Peg holds a Master of Social Work and a BA in Psychology.



Education Track: LLLT/Ethics

Session 4D - Legal Ethics in Civil Litigation and Intellectual Property (1.25 Ethics CLE)

Bruce G. Lamb, J.D., MPA

Civil litigation is rife with opportunities for violations of the Rules of Professional Conduct. This session will focus on the fundamentals for paralegals and the Three C's: competence, communication, and conflicts of interest. It will also explore the concept of zealous representation vs. duties to the justice system. There will be discussion and case studies relating to handling ethical issues in the real world.

Bruce is a lawyer, teacher, and nonprofit consultant. Admitted in Washington and Oregon, he has practiced law for 35 years. At Highline College he teaches nonprofit law, medical law and ethics, civil rights law, legal research and writing, civil procedure, business law, and other courses. As a volunteer attorney for Northwest Immigrant Rights Project, he represents immigrants and refugees in immigration court. He has served as staff and on the boards of directors of CASA Latina, International Leadership Academy of Ethiopia and other nonprofit organizations, and has served as a nonprofit consultant on a wide variety of projects through 501 Commons. He obtained a B.A. (1981) and an MPA (2007) from the U.W. In 1984 he received his J.D. from the University of Oregon. His CLE teaching includes Ethics in Civil Litigation and Ethics in Pro Bono Representation. He continues to practice part time on both the plaintiff and defense side.



Workshops: Thursday, October 25

(free to all attendees)

Student Workshop: Legal Etiquette and Courtroom Decorum

2:30 – 4:00 p.m.

Sonjanita Jordan, New Orleans Paralegal Association

Sponsored by Highline College

Etiquette is essential for making a good impression. This is especially true in your office and the courtroom where there are many stated and unstated rules of conduct for paralegals. It is during the student's legal studies that they learn about the professional requirements of their careers. This workshop will focus on introducing paralegal students with the lessons and fine points of courtroom decorum and legal etiquette such as dress, presentation, timeliness, speaking and electronic devices being used in the courtroom.

Sonjanita C. Jordan began her legal career at the law firm of Hunter, Scott, Blue and Johnson in January 1995 as a Legal Secretary in Monroe, Louisiana. She enrolled at the University of New Orleans in 2002 and graduated with an ABA Paralegal Certification in May 2004.



Workshop A - Failing at The Finish Line: How Law Firms Lose Prospective Clients at The Front Door

4:15 – 5:30 p.m.

Drew Swain, Thomson Reuters

Chances are you lost a potential client in the past week. It's not because your website failed to attract visitors or that lone, negative online review dissuaded an inquiring consumer. Rather, it's because that attorney-seeker slipped through your fingers at the point of initial contact. The problem lies with your intake process, and your firm is not alone. This presentation will illustrate just what's at stake for law firms and outline how they can improve how they handle client intake.



Workshop B - The Ask - Part 2 of the Show Me the Money Series

4:15 – 5:30 p.m.

Cynthia Bynum, Georgia Association of Paralegals

This presentation is a continuum of Part 1 Show Me the Money presented at Joint Conference 2018. In this session learn how to attract money and resources to your paralegal association. We will share proven strategies on how to make contact with prospective business partners and "Ask" for financial and relevant resources to help fund your respective organizations.



NFPA® Annual Convention Registration Form

- Online at www.paralegals.org using your credit card or e-check.
- Fax your completed form with credit card payment to (317) 454-8322.
- Mail your completed form with check or credit card payment to: NFPA, 9100 Purdue Road, Suite 200, Indianapolis, IN 46268

Personal Information

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Name		Certification	
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Local Association		Employer	
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Mailing Address		Daytime Phone	
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E-mail	City	State	Zip

CHECK WHERE APPLICABLE

- | | |
|---|--|
| <input type="checkbox"/> This is my first NFPA Convention. | <input type="checkbox"/> I am attending ___I, ___II, ___III, ___IV, ___V Region Meeting. |
| <input type="checkbox"/> I am attending the Policy Floor Primer. | <input type="checkbox"/> I would like to be assigned a conference mentor. |
| <input type="checkbox"/> I am attending the Treasurer’s Meeting (members only). | <input type="checkbox"/> I would like to serve as a conference mentor. |
| <input type="checkbox"/> This is my first NFPA Convention as a Delegate. | <input type="checkbox"/> I understand the conference dress code is professional attire. |

DEMOGRAPHICS SURVEY

Please take a moment to let us know a little about the work you do. This information will be used anonymously and in the aggregate and will help our future Conventions be more relevant for those attending. You may select more than one area of law, if applicable.

Areas of Law

- | | |
|--|--|
| <input type="checkbox"/> Bankruptcy | <input type="checkbox"/> Intellectual Property |
| <input type="checkbox"/> Corporate/Business | <input type="checkbox"/> Labor/Employment |
| <input type="checkbox"/> Criminal | <input type="checkbox"/> Personal Injury |
| <input type="checkbox"/> Domestic Relations/Family Law | <input type="checkbox"/> Real Property |
| <input type="checkbox"/> Environmental | <input type="checkbox"/> Litigation |
| <input type="checkbox"/> Estate | |

Employer Type

- | |
|--|
| <input type="checkbox"/> Corporate |
| <input type="checkbox"/> Government/Military |
| <input type="checkbox"/> Law Firm |
| <input type="checkbox"/> Freelance/Contract |
| <input type="checkbox"/> Other _____ |

Registration Fees

Thursday Education Seminars

	Early Bird By 8/24	Regular By 9/24	Late After 9/24	Totals
<input type="checkbox"/> Member All-Day Rate (includes lunch)	\$230	\$250	\$270	\$ _____
<input type="checkbox"/> Non-Member All-Day Rate (includes lunch)	\$265	\$285	\$305	\$ _____
<input type="checkbox"/> Students All-Day Rate (includes lunch)	\$160	\$180	\$200	\$ _____
<input type="checkbox"/> Member Half-Day Rate (seminars only)	\$145	\$155	\$175	\$ _____
<input type="checkbox"/> Non-Member Half-Day Rate (seminars only)	\$175	\$185	\$205	\$ _____
<input type="checkbox"/> Student Half-Day Rate (morning seminars only)	\$95	\$105	\$125	\$ _____
<input type="checkbox"/> Member Individual Sessions	\$77.50 X___ (quantity)			\$ _____
<input type="checkbox"/> Non-Member Individual Sessions	\$92.50 X___ (quantity)			\$ _____

Policy Meeting

<input type="checkbox"/> Local Association Delegates (Primary & Secondary only)	\$265	\$280	\$300	\$ _____
<input type="checkbox"/> Local Association Officers (Permission of Local Association Required)	\$255	\$270	\$290	\$ _____
<input type="checkbox"/> Policy Meeting Observer (Member)	\$ 80	\$ 85	\$105	\$ _____
<input type="checkbox"/> Policy Meeting Observer (Non-Member)	\$200	\$220	\$240	\$ _____
<input type="checkbox"/> Policy Meeting Observer (Student)	\$ 25	\$ 45	\$65	\$ _____
<input type="checkbox"/> Policy Meeting Observer (WSPA Non Delegate Member/ NFPA Non Delegate Coordinators/NFPA Past Presidents)	No Charge			\$ _____

Exhibitors and Sponsors (as of 7/30)

Exhibitors:

Advanced Corporate Agent Services
 Advanced Medical Group, Inc
 Capitol Lien
 CASE Forensics, a JENSEN HUGHES company
 Central Intelligence Agency
 Cicayda
 CLAS Information Services
 Concord Law School at Purdue University Global
 CourtTrax Corporation

CT Corporation
 DigiStream Investigations
 ExamWorks, LLC
 Expedite
 Intoxalock
 Legalinc
 LoJo Designs
 Machaon Medical Evaluations
 McDonald & Associates Investigations
 Millennium Investigations
 NAEGELI Deposition and Trial

NAPPS
 Northwest Medical Experts
 Objective Medical Assessments Corporation (OMAC)
 Registered Agent Solutions, Inc.
 Robert Agnew & Associates LLC
 Robson Forensic
 Smart Start Inc
 Thomson Reuters
 T-Scan
 Unisearch, Inc.

Sponsors:

API
 Cicayda
 Forsberg & Umlauf, P.S.
 Highline College
 Intoxalock
 Legallnc
 PEG
 Robson Engineering
 Swinomish Indian Tribal Community

T-Scan
 Thomson Reuters
 Tousley Brain Stephens PLLC
 TSG Reporting
 Zen Couriers

Exhibit Space and Sponsorship Opportunities Still Available

Exhibit Hall Hours

Thursday, October 25, 2018

7:30am-7:30pm

Breakfast and Breaks will be dedicated exhibit times with food and beverage functions in the Hall during these times. The Exhibitor Reception will be held in the Exhibit Hall in the early evening.

Friday, October 26, 2018

7:30am-1:00pm

Breakfast and Breaks will be dedicated exhibit times with food and beverage functions in the Hall during these times. NFPA will conduct the Exhibitor give-aways in the Exhibit Hall during Lunch on Friday. Attendees must be present to win.

Standard Exhibit Package \$1,250

Exhibitors will have a comfortable 8 x 10 area to display their products during both exhibit days. The package will include a six-foot draped table, two chairs and signage. Additional equipment can be rented.

Premier Package \$1,750

All items in the Standard Package, plus placement of promotional items in attendee's convention tote bag, one ticket to the Thursday and Friday luncheons, access to the education sessions of your choice and an opportunity to present a giveaway item during a luncheon.

Reserve your booth or sponsorship online at <http://www.paralegals.org/2018convention> or call 317-454-8312

Recognized in the Convention Program, NFPA's and WSPA's websites, and convention signage.

Lunch, break and award sponsorship options. Call 317-454-8312 to check availability.

Reinforce your company's message among an elite group of decision makers.

NFPA® Annual Convention Registration Form (continued)

Lunch & Events

Member	\$45	Thursday x _____	Friday x _____	Saturday x _____	\$ _____
Non-Member	\$55	Thursday x _____	Friday x _____	Saturday x _____	\$ _____
Student Lunch	\$45	Thursday x _____	Friday x _____	Saturday x _____	\$ _____
Friday Social Event	\$85	Adult x _____			\$ _____

Annual Convention Charity

I will donate to wear jeans on Friday in support of Courthouse Dogs Foundation (Minimum \$5 donation) \$ _____

Accommodations

If selecting any of the following, staff will contact you to get more information on your needs.

_____ Do you have any medically necessary dietary needs?

_____ Do you have any dietary preferences?

_____ Do you need assistance with any ADA disabilities?

CLE Seminars on Thursday, October 25 (Please choose your educational sessions, starting on page 6 in this brochure)

8:30 am – 9:45 am	<input type="checkbox"/>	1A	<input type="checkbox"/>	1B	<input type="checkbox"/>	1C	<input type="checkbox"/>	1D
10:15 am – 11:30 am	<input type="checkbox"/>	2A	<input type="checkbox"/>	2B	<input type="checkbox"/>	2C	<input type="checkbox"/>	2D
1:00 pm – 2:15 pm	<input type="checkbox"/>	3A	<input type="checkbox"/>	3B	<input type="checkbox"/>	3C	<input type="checkbox"/>	3D
2:45 pm – 4:00 pm	<input type="checkbox"/>	4A	<input type="checkbox"/>	4B	<input type="checkbox"/>	4C	<input type="checkbox"/>	4D

Thursday, October 25 Workshops (Free to all attendees. Descriptions on page 14.)

- 2:30 pm – 4:00 pm Student Workshop
- 4:15 pm – 5:30 pm: Workshop A Workshop B

Payment Information

Enclosed is my check

Charge the specific amount to my VISA MasterCard American Express Total \$ _____

Card #	Exp Date	CVV
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Billing Zip Code	Signature
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Substitutions, Cancellations & Refunds

If you cannot attend you may send a substitute. Requests for substitution must be submitted in writing by e-mail, fax, or regular mail. If you must cancel, requests must be made in writing by e-mail, fax, or regular mail. **Cancellations received on or before Monday, September 24, 2018 are subject to a \$50.00 fee. Cancellations received after Monday, September 24, 2018 will forfeit all fees.**

NFPA reserves the right to photograph and/or videotape the proceedings at the 2018 Annual Convention & Policy Meeting and to use the images for educational and promotional activities without compensation.

2019

Joint Conference



April 26 - 28, 2019
Hosted by the
**Rocky Mountain Paralegal
Association**

**Hampton Inn & Suites Denver Downtown
(doubles)**
Homewood Suites by Hilton (singles)
550 15th Street
Denver CO

Annual Convention



Hosted by
Paralegal Association of Rochester
Hyatt Regency Rochester
125 E. Main Street, Rochester, NY

Save the Dates!

2020

Annual Convention

October 22 - 25, 2020

Hosted by the
Minneapolis Paralegal Association

**Hilton Minneapolis/St. Paul Airport Mall
of America**
3800 American Blvd E.
Bloomington, MN

