Upcoming ADC Events

June 21, 2002 Mold Seminar Sacramento

August 3, 2002 **Bad Faith** *Hyatt Regency, Monterey*

September 20, 2002 Golf Tournament Silverado Resort, Napa

September 27, 2002
Public Entity Law
San Francisco

December 5-6, 2002 43rd Annual Meeting Westin St. Francis Hotel, San Francisco

MCLE Credits

This activity has been approved for Minimum Continuing Legal Education credit by the State Bars of California and Nevada in the amount of 9.5 hours.

The ADC certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bars of California and Nevada.

Location Information

Silverado Country Club and Resort 1600 Atlas Peak Road, Napa CA 94558 (707) 257-0200

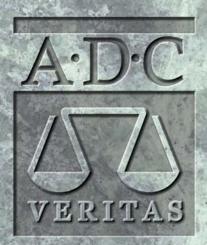
ADC Room Rate: \$240.00 Please make reservations directly with the hotel and by April 26, 2002 to insure the ADC rate.



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The Association of Defense Counsel of Northern California and Nevada

Presents

LAW FIRM MANAGEMENT

From Dimes to Dollars ... Growing Your Practice With Tools & Technology

Friday & Saturday May 17-18, 2002 Silverado Country Club and Resort Napa, California

LAW FIRM MANAGEMENT

From Dimes to Dollars ...

Growing Your Practice With Tools & Technology

Friday, May 17 - Saturday, May 18, 2002 - Silverado Resort, Napa, CA

What can you do to move your firm into bigger dollars and increased profits? Attend ADC's annual Law Firm Management Seminar. A new addition to our law firm management seminar is our Vendor Faire. Visit our vendors and view the latest in law firm technology, innovations, tools and hardware. Our education sessions will place management tools, technological advances, e-commerce and analysis at your fingertips AND we will unveil the results of the annual ADC law firm survey!

Friday, May 17, 2002

8:00 am - 11:30 am Vendor Faire Open

8:00 am - 9:00 am Registration and Continental Breakfast - Vendor Faire Hall

Opening Remarks - ADC President Wayne Maire 9:00 am - 9:15 am

9:15 am - 11:30 am The Technology Revolution – Winning the Profit War



To win the profit war you need the right weapons! Join us for this hands-on seminar where we will check out the latest in technological advancements and firm automations that put you ahead in your quest for profits. E-commerce and the laws of e-commerce will also be covered. **Speaker:** David Rosenbaum, Esq. – McDowall, Cotter

11:30 am - 1:00 pm Luncheon

1:00 am - 4:00 pm Vendor Faire Open

1:00 pm - 3:15 pm Paths to Profits: Is There a Better Way?



Are you on the right path or is it time to change directions? The practices of California's law firms are as diverse as our state itself. We will examine different operating structures and profitability models to help in finding new ways to bolster the bottom line. Speaker: Carl Peters, Pres., LAWMANAGE — Law Firm Profitability Consultant

3:15 pm - 3:30 pm **Break - Vendor Faire Hall** 3:30 pm - 5:00 pm **Law Firm Survey Results**



What are other firms in our region doing, paying or charging? How does your firm compare with others? Be there as we unveil the results of the 2002 ADC Law Firm Survey. Results will be announced and analysis done into the insights and trends provided by this survey.

Cocktail Reception 5:00 pm - 6:00 pm

SATURDAY, MAY 18, 2002

8:00 am - 9:00 am Continental Breakfast

9:00 am - 12:00 noon Roundtable Discussion of Law Firm Survey Results and Issues of the Day

Registration includes: all seminars, Friday and Saturday continental breakfast, Friday luncheon and Friday evening cocktail reception!

Association of Defense Counsel of Northern California and Nevada

530 Bercut Drive, Suite G • Sacramento, CA 95814 • (916) 325-0787-phone/(916) 325-9990-fax

\$350 - Mon-Member Managing Partner* 2002 SATURDAY, MAY 17-18, 0 \$295 - Firm Administrator/Non-Attorneys FRIDAY ADC'S LAW FIRM MANAGEMENT SEMINAR S295 - ADC Member Managing Partner Registration Fees

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Attendee:

Firm:

City, State, Zip:

Phone:

Address:

*Non-members wishing to earn MCLE credit must register at this rate. SAVE MONEY by joining ADC! Call (916) 325-0787 for an application today!

Registration Deadline is May 3, 2002. Refunds subject to a \$50 processing fee.

Amount Enclosed: 0 O Check, made payable to ADCNC Method of Payment:

Please note that no refunds will be given for cancellations received after May 10, 2002

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E-Mail:

Number: Credit Card: Visa M/C Cardholder Name (if different from registrant) :.

Counsel of Northern California and Nevada Please complete this form and return it with your payment to: Association of Defense

530 Bercut Drive, Suite G, Sacramento, CA 95814

www.adcnc.org

REGISTRATION FORM