

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.



ASSOCIATION OF DEFENSE COUNSEL
OF NORTHERN CALIFORNIA AND NEVADA
530 BERCUT DRIVE
SUITE G
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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

First Class
U.S. Postage Paid
Permit #2356
Sacramento, CA

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



- 5:00 pm - 6:00 pm **Cocktail Reception**
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.

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

ADC's LAW FIRM MANAGEMENT SEMINAR - FRIDAY & SATURDAY, MAY 17-18, 2002

Registration Fees ☐ \$295 - ADC Member Managing Partner ☐ \$295 - Firm Administrator/Non-Attorneys ☐ \$350 - Mon-Member Managing Partner*
Attendee: _____ Bar #: _____

Firm: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____ E-Mail: _____

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

Method of Payment:

Amount Enclosed: \$ _____
☐ Check, made payable to ADCNC ☐ Credit Card: Visa M/C Number: _____ exp _____

Cardholder Name (if different from registrant): _____ Signature: _____

Please complete this form and return it with your payment to:
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REGISTRATION FORM