NEXT
CONFERENCE

Opening Keynote
Dan Abrams
THURSDAY, SEPTEMBER 28
9:00am–9:50am

SPONSORED BY mycase

SBM & ICLE Together Delivering More to Bar Members
What IS the NEXT Conference?
Formerly the Annual Meeting/Solo & Small Firm Institute, the NEXT Conference focuses on the future of law practice by bringing Michigan lawyers together in a whole new way to learn, share ideas, make connections, and more. Tailor the program to your needs by creating your own unique experience. Want to attend a section meeting, grab lunch, and catch an educational session or two? We’ve got you covered. Maybe you would rather focus on education and networking—you can do that too with a new, inclusive “all-member” luncheon and reception. Select new two-day, one-day, and à la carte education session pricing options.

It’s the conference that fits your schedule.

SECTION SPONSORS
The State Bar of Michigan would like to thank the following sections for their support of this year’s NEXT Conference:

PREMIUM SECTION SPONSORS:
Law Practice Management & Legal Administrators Section
Master Lawyers Section

SECTION SPONSORS:
Alternative Dispute Resolution Section
Real Property Law Section
Solo & Small Firm Section

Benefits of Attending:
• National and local experts provide the tools you need to practice more efficiently and effectively
• Stay current with critical updates in immigration, tax, health law, criminal law, and more
• Understand the “must-know” federal court rules and learn tips for preserving your record at trial
• Wind down your current practice or start a new one with practical advice from experts in the trenches
• Learn appropriate uses of PDF files in your practice
• Get step-by-step guidance on selling the small business
• Practice meditation to improve concentration and alleviate stress in your practice
• Work on your section’s strategic plan, then relax and network over cocktails at one of the many receptions
• Take control of your technology with distraction management techniques
• Create a digital trial notebook with your iPad
• Cultivate and manage your website, including online reviews

NEW THIS YEAR
JUDICIAL PERSPECTIVES TRACK
The Critical Federal Rules Every Lawyer Must Know
Whether you’re new to practice or just need a refresher, this segment is for you. Learn from one of the authorities how to keep your civil case on track and sharpen your knowledge of the essential rules for discovery, motion practice, and key local rules. Avoid common pitfalls and brush up on the procedures for removal and remand.

Best Practices for Preserving Your Record
Discover the secret to preserving issues for appeal from trial and appellate court judges in the trenches. From the timing of objections and making offers of proof, to handling evidence and jury instructions, you’ll get best practice tips to immediately implement.

Hon. David M. Lawson
U.S. District Court, Eastern District of Michigan, Detroit

Hon. Christopher Murray
Michigan Court of Appeals, Detroit

Hon. Lita Masini Popke
Third Judicial Circuit Court, Detroit

Justice Kurtis T. Wilder
Michigan Supreme Court, Lansing

Hon. David M. Lawson
U.S. District Court, Eastern District of Michigan, Detroit

Hon. Christopher Murray
Michigan Court of Appeals, Detroit

Hon. Lita Masini Popke
Third Judicial Circuit Court, Detroit

Justice Kurtis T. Wilder
Michigan Supreme Court, Lansing
Dan Abrams is the CEO and founder of Abrams Media and the chief legal affairs anchor for ABC News. Previously, he was the co-anchor of Nightline. Prior to 2011, Dan was at NBC News for 15 years as, among other things, a reporter for NBC Nightly News, host on MSNBC, and chief legal correspondent for NBC News. From 2006 to late 2007, Dan served as general manager of MSNBC, where he presided over a period of unprecedented growth, with ratings and profits each increasing well over 50 percent during his tenure. In addition, he hosted The Abrams Report, a nightly legal affairs program, and the acclaimed Verdict with Dan Abrams. A graduate of Columbia University Law School, Dan is also a recognized writer. He has published articles in The New York Times, Wall Street Journal, Newsweek, Yale Law and Policy Review, the Huffington Post, and The Daily Beast, among many others. In 2011, Abrams published his first book, Man Down: Proof Beyond a Reasonable Doubt That Women Are Better Cops, Drivers, Gamblers, Spies, World Leaders, Beer Tasters, Hedge Fund Managers, and Just About Everything Else, which made The Washington Post bestseller list. He is the founder of eight web properties, including Mediaite, a news and media website; Runway Riot, a fashion site for women of all sizes; The Mary Sue, covering tech and geek culture; and LawNewz, which covers crime and legal news. Together, the Abrams Media Network serves close to 15 million unique visitors per month.
### Wednesday, September 27

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>1:30pm–3:30pm</td>
<td>STATE BAR OF MICHIGAN 2016–2017 Board of Commissioners Meeting</td>
</tr>
<tr>
<td>2:00pm–3:30pm</td>
<td>MICHIGAN STATE BAR FOUNDATION Members/Trustees Annual Business Meeting</td>
</tr>
<tr>
<td>3:30pm–4:30pm</td>
<td>STATE BAR OF MICHIGAN 2017–2018 Board of Commissioners Meeting</td>
</tr>
<tr>
<td>4:15pm–4:30pm</td>
<td>FELLOWS OF THE MICHIGAN STATE BAR FOUNDATION Annual Business Meeting</td>
</tr>
<tr>
<td>4:30pm–6:00pm</td>
<td>FELLOWS OF THE MICHIGAN STATE BAR FOUNDATION Annual Reception (by invitation)</td>
</tr>
<tr>
<td>6:30pm–9:00pm</td>
<td>STATE BAR OF MICHIGAN Awards Banquet</td>
</tr>
</tbody>
</table>

### Thursday, September 28

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
</tr>
</thead>
<tbody>
<tr>
<td>8:00am–5:00pm</td>
<td>REGISTRATION &amp; VENDOR SHOWCASE</td>
</tr>
<tr>
<td>8:00am–9:30am</td>
<td>CONTINENTAL BREAKFAST</td>
</tr>
<tr>
<td>9:00am–9:50am</td>
<td>WELCOME, INTRODUCTIONS, AND KEYNOTE PRESENTATION</td>
</tr>
<tr>
<td>9:00am–12:00pm</td>
<td>MICHIGAN INDIAN LEGAL SERVICES Business Meeting</td>
</tr>
<tr>
<td>9:50am–10:00am</td>
<td>NETWORKING BREAK &amp; VENDOR SHOWCASE</td>
</tr>
<tr>
<td>10:00am–10:50am</td>
<td>TECHNOLOGY TRACK: Improve Your Productivity with Siri, Alexa, and Google Assistant</td>
</tr>
<tr>
<td>10:00am–10:50am</td>
<td>MARKETING/LAW PRACTICE MANAGEMENT TRACK: Social Media Marketing: LinkedIn and More</td>
</tr>
<tr>
<td>10:00am–10:50am</td>
<td>LEGAL UPDATES TRACK: Critical Estate, Trust, and Tax Law Changes</td>
</tr>
<tr>
<td>10:00am–11:00am</td>
<td>MASTER LAWYERS TRACK: Top Tips for Health and Disability Planning</td>
</tr>
<tr>
<td>10:00am–11:30am</td>
<td>ADMINISTRATIVE AND REGULATORY LAW SECTION Business Meeting</td>
</tr>
<tr>
<td>10:00am–12:00pm</td>
<td>PAST PRESIDENTS’ ADVISORY COUNCIL Business Meeting</td>
</tr>
<tr>
<td>10:00am–12:00pm</td>
<td>FAMILY LAW SECTION Business Meeting</td>
</tr>
<tr>
<td>10:00am–4:00pm</td>
<td>REPRESENTATIVE ASSEMBLY</td>
</tr>
<tr>
<td>10:30am–12:00pm</td>
<td>SOLO &amp; SMALL FIRM SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>10:50am–11:00am</td>
<td>NETWORKING BREAK &amp; VENDOR SHOWCASE</td>
</tr>
<tr>
<td>11:00am–11:50am</td>
<td>TECHNOLOGY TRACK: A Lawyer's Guide to PDF Files</td>
</tr>
<tr>
<td>11:00am–11:50am</td>
<td>MARKETING/LAW PRACTICE MANAGEMENT TRACK: Top Tips for Law Firm Differentiation and Branding</td>
</tr>
<tr>
<td>11:00am–11:50am</td>
<td>LEGAL UPDATES TRACK: Hot Topics in Immigration</td>
</tr>
<tr>
<td>11:00am–11:50am</td>
<td>MASTER LAWYERS TRACK: Transitioning Your Practice, Protecting Your Legacy</td>
</tr>
<tr>
<td>12:00pm–2:00pm</td>
<td>LUNCH: State Bar of Michigan Inaugural Luncheon</td>
</tr>
<tr>
<td>12:00pm–2:00pm</td>
<td>LUNCH: All-Member Networking Luncheon</td>
</tr>
<tr>
<td>1:00pm–2:30pm</td>
<td>REAL PROPERTY LAW SECTION Council Meeting</td>
</tr>
<tr>
<td>1:00pm–3:30pm</td>
<td>ARTS, COMMUNICATIONS, ENTERTAINMENT &amp; SPORTS SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>1:00pm–3:30pm</td>
<td>LABOR AND EMPLOYMENT LAW SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>1:00pm–4:00pm</td>
<td>AMERICAN INDIAN LAW SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>1:00pm–4:00pm</td>
<td>APPELLATE PRACTICE SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>1:00pm–4:00pm</td>
<td>ENVIRONMENTAL LAW SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>1:00pm–4:00pm</td>
<td>INTERNATIONAL LAW SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>1:00pm–4:00pm</td>
<td>MILITARY &amp; VETERANS’ LAW SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>2:00pm–2:50pm</td>
<td>TECHNOLOGY TRACK: Microsoft Word Power Hour</td>
</tr>
<tr>
<td>2:00pm–2:50pm</td>
<td>MARKETING/LAW PRACTICE MANAGEMENT TRACK: Driving Toward Exceptional Client Service</td>
</tr>
<tr>
<td>2:00pm–2:50pm</td>
<td>LEGAL UPDATES TRACK: What’s Next in Detroit Redevelopment?</td>
</tr>
<tr>
<td>2:00pm–2:50pm</td>
<td>JUDICIAL PERSPECTIVES TRACK: The Critical Federal Rules Every Lawyer Must Know</td>
</tr>
<tr>
<td>2:00pm–3:30pm</td>
<td>LGBTQA SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>2:00pm–3:30pm</td>
<td>YOUNG LAWYERS SECTION Business Meeting</td>
</tr>
<tr>
<td>2:00pm–4:00pm</td>
<td>CONSUMER LAW SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>2:00pm–4:00pm</td>
<td>MICHIGAN RETIRED JUDGES ASSOCIATION Business Meeting</td>
</tr>
<tr>
<td>2:00pm–4:00pm</td>
<td>NEGLIGENCE LAW SECTION Business Meeting and Program</td>
</tr>
<tr>
<td>2:00pm–4:00pm</td>
<td>TAXATION SECTION Business Meeting</td>
</tr>
</tbody>
</table>
Friday, September 29

8:00am–12:00pm  REGISTRATION & VENDOR SHOWCASE
8:00am–9:30pm  CONTINENTAL BREAKFAST
8:30am–9:00am  PRISONS & CORRECTIONS SECTION Business Meeting
9:00am–9:45am  PLENARY SESSION: Taming the Digital Chaos: Technology for Time, Task & E-mail Management
9:00am–10:00am  AVIATION LAW SECTION Business Meeting
9:00am–11:00am  INSURANCE AND INDEMNITY LAW SECTION Business Meeting and Program
9:00am–11:30am  MARIJUANA LAW SECTION Business Meeting and Program
9:00am–12:00pm  AGRICULTURAL LAW SECTION Business Meeting and Program
9:00am–12:00pm  CRIMINAL LAW SECTION Business Meeting and Program
9:00am–12:00pm  MASTER LAWYERS SECTION Business Meeting and Program
9:00am–1:00pm  PARALEGAL/LEGAL ASSISTANT SECTION Business Meeting, Program & Lunch
9:50am–11:30am  TRIAL TECHNOLOGY TRACK
10:00am–11:30am  STARTING YOUR OWN PRACTICE TRACK: The Mechanics of Getting Up and Running
10:00am–11:30am  THE BALANCED PRACTICE TRACK: Crafting a Meaningful Career and Life
10:00am–12:00pm  ANIMAL LAW SECTION Business Meeting
10:00am–12:00pm  CHILDREN’S LAW SECTION Business Meeting and Program
10:00am–12:00pm  JUDICIAL SECTION Business Meeting
10:00am–2:30pm  MICHIGAN DISTRICT JUDGES ASSOCIATION Business Meeting
10:30am–11:45am  NETWORKING BREAK & VENDOR SHOWCASE
10:45am–11:45am  TRIAL TECHNOLOGY TRACK: iPad for Litigators
10:45am–11:45am  STARTING YOUR OWN PRACTICE TRACK: Hiring Staff and Office Logistics
11:00am–12:00pm  ANTITRUST, FRANCHISING, AND TRADE REGULATION SECTION Business Meeting
11:00am–2:00pm  LAW PRACTICE MANAGEMENT & LEGAL ADMINISTRATORS SECTION Business Meeting, Program & Lunch
11:35am–12:15pm  TRIAL TECHNOLOGY TRACK: A Picture is Worth a Thousand Words—Making Your Case to the Jury with Legal Technology
11:35am–12:15pm  STARTING YOUR OWN PRACTICE TRACK: The Good, the Bad and the Ugly of Website Marketing: Building Your Online Presence
11:35am–12:15pm  LEGAL UPDATES TRACK: Update for Employers on the Affordable Care Act Repeal and Replace
11:35am–12:15pm  THE BALANCED PRACTICE TRACK: Incorporating Movement, Gratitude, and Mindfulness into Daily Professional Life
12:00pm–2:00pm  LUNCH: State Bar of Michigan 50-Year Golden Celebration Luncheon
Wednesday, September 27

1:30pm–3:30pm
STATE BAR OF MICHIGAN
2016–2017 Board of Commissioners Meeting

2:00pm–3:30pm
MICHIGAN STATE BAR FOUNDATION MEMBERS/TRUSTEES
Annual Business Meeting

3:30pm–4:30pm
STATE BAR OF MICHIGAN
2017–2018 Board of Commissioners Meeting

4:15pm–4:30pm
FELLOWS OF THE MICHIGAN STATE BAR FOUNDATION
Annual Business Meeting

4:30pm–6:00pm
FELLOWS OF THE MICHIGAN STATE BAR FOUNDATION
Annual Reception (by invitation)

6:30pm–9:00pm
STATE BAR OF MICHIGAN
Awards Banquet

Thursday, September 28

8:00am–5:00pm
REGISTRATION & VENDOR SHOWCASE OPEN

8:00am–9:30am
CONTINENTAL BREAKFAST

9:00am–9:50am
WELCOME, INTRODUCTIONS, AND KEYNOTE PRESENTATION

Dan Abrams!

Don't miss this year's opening keynote featuring chief legal affairs anchor for ABC News, Dan Abrams!

Dan is best known for hosting the programs *Verdict with Dan Abrams* and *The Abrams Report* as well as his coverage of the *Bush v. Gore* Supreme Court battles (where he was one of the first reporters to correctly interpret the opinion). He was also the chief legal analyst for MSNBC before leaving to be an analyst for ABC News.

9:00am–12:00pm
MICHIGAN INDIAN LEGAL SERVICES
Business Meeting

9:50am–10:00am
NETWORKING BREAK & VENDOR SHOWCASE

10:00am–10:50am
TECHNOLOGY TRACK

Moderated by Barron Henley

*Improve Your Productivity with Siri, Alexa, and Google Assistant* Harness these virtual assistants to streamline day-to-day office tasks. From scheduling meetings, to doing web searches and buying office supplies, you’ll learn which assistant has the features you want and how to get the most out of each one.

Jeff Kirkey
Institute of Continuing Legal Education, Ann Arbor

Odey Meroueh
Meroueh & Hallman LLP

10:00am–10:50am
MARKETING/LAW PRACTICE MANAGEMENT TRACK

Moderated by Odey Meroueh

*Social Media Marketing: LinkedIn and More* Social media is the hottest topic in online marketing, and LinkedIn is the most important platform for professionals. ‘Think you don’t need it?’ Think again. Learn why a LinkedIn profile is vital for every single solo and small-firm lawyer and get tips for drafting a powerful, persuasive, professional profile. Take away strategies to improve your LinkedIn marketing and get the dos and don’ts for profile photos, too.

Ross Fishman
Fishman Marketing, Inc., Highland Park, IL
10:00am–10:50am
LEGAL UPDATES TRACK
Moderated by Sueann T. Mitchell

Critical Estate, Trust, and Tax Law Changes
Get expert analysis of recent statutes and case law affecting the probate and estate planning practice. Learn about unsigned wills admitted to probate, the abolition of dower, domestic asset protection trusts, and possible tax reform from the new administration, just to name a few. This session will bring you up to date on this year’s most critical statutes and cases and will give you confidence when counseling your clients.

Sueann T. Mitchell
Gielow Groom Terpstra & McEvoy, Norton Shores

11:00am–11:50am
TECHNOLOGY TRACK
A Lawyer’s Guide to PDF Files
You have probably noticed that PDF files are everywhere. They have become the file format of choice when trading documents with other lawyers and clients. Many courts now require that all pleadings be filed as PDFs, and most governmental forms are available exclusively in PDF format. Because of their prevalence, everyone in your office needs to understand the risks and benefits of PDF files. In this seminar, you’ll learn appropriate uses of PDFs, and we’ll cover extremely important topics such as metadata removal and electronic document security, redaction, Bates numbering, splitting/combining PDFs, reducing file size for electronic case filing, review/comment and PDF collaboration, adding signatures and stamps, routing PDFs for comments/feedback, and more.

Barron Henley
Affinity Consulting Group, Columbus, OH

11:00am–11:50am
MARKETING/LAW PRACTICE MANAGEMENT TRACK
Top Tips for Law Firm Differentiation and Branding
When every firm looks and sounds the same, how can prospects decide whom to hire? It’s time to break out of the mold of template websites with clichés about “big-firm skill, small-firm pricing,” filled with generic stock photos of skylines, columns, and courtrooms. In this session you’ll get expert advice for developing your powerful brand, including the top 10 differentiators for small law firms. Learn to identify your unique strengths and differentiators, and use creativity to help you stand out from the crowd.

Ross Fishman
Fishman Marketing, Inc., Highland Park, IL

10:50am–11:00am
NETWORKING BREAK & VENDOR SHOWCASE
**12:00pm–2:00pm**

**LUNCH**

State Bar of Michigan Inaugural Luncheon
Share in the celebration with the swearing-in of State Bar President Donald G. Rockwell and other State Bar officers.

**12:00pm–2:00pm**

**NEW**

**LUNCH**

State Bar of Michigan All-Member Networking Luncheon
Catch up with friends and make new connections during this leisurely networking lunch.

**1:00pm–2:30pm**

**REAL PROPERTY LAW SECTION**

Council Meeting

**1:00pm–3:30pm**

**ARTS, COMMUNICATIONS, ENTERTAINMENT & SPORTS SECTION**

Business Meeting 1:00pm–2:00pm & Program 2:00pm–3:30pm

**1:00pm–3:30pm**

**LABOR AND EMPLOYMENT LAW SECTION**

Business Meeting 1:00pm–1:30pm & Program 1:30pm–3:30pm

**1:00pm–4:00pm**

**AMERICAN INDIAN LAW SECTION**

Business Meeting 1:00pm–2:00pm & Program 2:00pm–4:00pm

**1:00pm–4:00pm**

**APPELATE PRACTICE SECTION**

Business Meeting 1:00pm–2:00pm & Program 2:00pm–4:00pm

**1:00pm–4:00pm**

**ENVIRONMENTAL LAW SECTION**

Program 1:00pm–3:00pm & Business Meeting 3:00pm–4:00pm

**1:00pm–4:00pm**

**INTERNATIONAL LAW SECTION**

Business Meeting 1:00pm–1:40pm & Program 1:40pm–4:00pm

**1:00pm–4:00pm**

**MILITARY & VETERANS’ LAW SECTION**

Business Meeting 1:00pm–2:00pm & Program 2:00pm–4:00pm

**2:00pm–2:50pm**

**TECHNOLOGY TRACK**

Microsoft Word Power Hour
Most lawyers find Microsoft Word to be a constant source of frustration. It’s the primary tool we use in document production, yet it so often seems to be working against us. If you want to master Word, there are techniques you must learn and rules to follow, but none of them are ascertainable by simply using Word. This seminar will teach you exactly how to fix the common legal drafting problems plaguing you now and avoid them in the future. It’s time to end your abusive relationship with Microsoft Word. We’ll show you how.

Barron Henley
Affinity Consulting Group, Columbus, OH

**2:00pm–2:50pm**

**MARKETING/LAW PRACTICE MANAGEMENT TRACK**

Driving Toward Exceptional Client Service
Why can organizations like Disney and the Ritz Carlton charge more money while attracting the best people and clients? It’s their exceptional customer service. Be a client-service leader in a world full of poor service and you’ll see a direct improvement in client retention and profitability. Examine the essential differences between good and great client service and find out which service attributes are best for you and your firm.

Ross Fishman
Fishman Marketing, Inc., Highland Park, IL

**2:00pm–2:50pm**

**LEGAL UPDATES TRACK**

What’s Next in Detroit Redevelopment?
Learn about the latest redevelopment initiatives for the city of Detroit. From economic and tax programs to Detroit’s foundation for small businesses and the latest collaborations with public, philanthropic, and private sector partners, there’s more opportunity than ever for revitalization.

Jill Ford
Special Advisor to Detroit Mayor Mike Duggan, Detroit

**2:00pm–2:50pm**

**JUDICIAL PERSPECTIVES TRACK**

Moderated by Gary Bauer
The Critical Federal Rules Every Lawyer Must Know
Whether you’re new to the practice or just need a refresher, this segment is for you. Learn from one of the authorities how to keep your civil case on track and sharpen your knowledge of the essential rules for discovery, motion practice, and key local rules. Avoid common pitfalls and brush up on the procedures for removal and remand.

Hon. David M. Lawson
U.S. District Court, Eastern District of Michigan, Detroit

**2:00pm–3:30pm**

**LGBTQA SECTION**

Business Meeting 2:00pm–3:00pm & Program 3:00pm–3:30pm

**2:00pm–3:30pm**

**YOUNG LAWYERS SECTION**

Business Meeting
2:00pm–4:00pm
CONSUMER LAW SECTION
Business Meeting 2:00pm–2:15pm & Program 2:15pm–4:00pm

2:00pm–4:00pm
MICHIGAN RETIRED JUDGES ASSOCIATION
Business Meeting

2:00pm–4:00pm
NEGligence LAW SECTION
Business Meeting 2:00pm–2:30pm & Program 2:30pm–4:00pm

2:00pm–4:00pm
TAXATION SECTION
Business Meeting

2:50pm–3:00pm
NETWORKING BREAK & VENDOR SHOWCASE

3:00pm–4:00pm
TECHNOLOGY TRACK
60 Tech Tips in 60 Minutes
The best of legal technology, practice management, electronics, and incredibly useful websites for lawyers. This rapid-fire, entertaining hour is full of great ideas you can immediately incorporate into your practice.
Barron Henley
Affinity Consulting Group, Columbus, OH

3:00pm–4:00pm
MARKETING/LAW PRACTICE MANAGEMENT TRACK
Building a Niche Practice
Learn the secrets to dominating an industry in one informative, visually stunning, and fast-paced hour. With dozens of real-life examples of powerful strategies you can start using immediately, you'll quickly be on the road to a more rewarding and fulfilling law practice. Plus, create persuasive content to market your niche, whether on your website, in a brochure, or even an ad.
Ross Fishman
Fishman Marketing, Inc., Highland Park, IL

3:00pm–4:00pm
LEGAL UPDATES TRACK
International Issues in Marriage and Divorce
Divorce is difficult enough. When international issues arise, it becomes that much harder. Understand the basic steps involved in handling an international divorce case, validity and recognition of foreign marriages and divorces, and enforcement of foreign divorce judgment and common defenses.
Ashish Joshi
Lorandos Joshi PC, Ann Arbor

3:00pm–4:00pm
JUDICIAL PERSPECTIVES TRACK
Best Practices for Preserving Your Record
Discover the secret to preserving issues for appeal from trial and appellate court judges in the trenches. From the timing of objections and making offers of proof, to handling evidence and jury instructions, you'll get best practice tips to immediately implement.
Hon. Christopher Murray
Michigan Court of Appeals, Detroit
Justice Kurtis T. Wilder
Michigan Supreme Court, Lansing
Hon. Lita Masini Popke
Third Judicial Circuit Court, Detroit

4:00pm–5:00pm
ALL-MEMBER NETWORKING RECEPTION & VENDOR SHOWCASE
After a full day of education sessions and section meetings it's time to unwind. Relax and join section members, seminar faculty, exhibitors, fellow registrants, and guests for an early evening reception. Enjoy free drinks, tasty food, and maybe even a few surprises.

5:00pm–6:00pm
WOMEN LAWYERS ASSOCIATION OF MICHIGAN ReceptioN

5:00pm–6:30pm
LAW SCHOOL RECEPTIONS:
• Michigan State University College of Law
• University of Detroit Mercy School of Law
• University of Michigan Law School
• Wayne State University Law School
• Western Michigan University Cooley Law School

6:30pm–8:30pm
STATE BAR OF MICHIGAN CELEBRATING DIVERSITY RECEPTION
Come and enjoy drinks, appetizers, and some great sociable lawyers like you in support of achieving greater diversity and inclusion in the legal profession. Catch up with friends and meet new ones at one of Detroit's hip, funky locations: Punch Bowl Social. You will have the opportunity to enjoy music, food, games, and beverages. It doesn't get any better than that!

Friday, September 29
8:00am–12:00pm
REGISTRATION & VENDOR SHOWCASE

8:00am–9:30am
CONTINENTAL BREAKFAST

8:30am–9:00am
PRISONS & CORRECTIONS SECTION
Business Meeting
### PLENARY SESSION

**Taming the Digital Chaos: Technology for Time, Task & E-mail Management**

Today lawyers are constantly distracted by technology, connectivity, and information overload … e-mail, instant messaging, social media, phone calls, interruptions, etc. These distractions cause very smart people to underperform. In this session, you will learn how to take back control and own your technology instead of it owning you with distraction management techniques and practical time, task, and e-mail management methodologies that let you regain control of your day.

**Paul J. Unger**  
Affinity Consulting Group, Columbus, OH

### AVIATION LAW SECTION

Business Meeting

### INSURANCE AND INDEMNITY LAW SECTION

Business Meeting 9:00am–10:00am & Program 10:00am–11:00am

### MARIJUANA LAW SECTION

Business Meeting 9:00am–10:00am & Program 10:00am–11:30am

### AGRICULTURAL LAW SECTION

Business Meeting 9:00am–9:30am & Program 9:30am–12:00pm

### CRIMINAL LAW SECTION

Business Meeting 9:00am–10:00am & Program 10:00am–12:00pm

### MASTER LAWYERS SECTION

Business Meeting 9:00am–9:45am & Program 10:00am–12:00pm

### PARALEGAL/Legal Assistant Section

Business Meeting 9:00am–10:00am, Program 10:00am–12:00pm, Lunch 12:00pm–1:00pm

### TRIAL TECHNOLOGY TRACK

**Moderated by Paul J. Unger**

**Paperless Trial Prep**

Effective case management technology can organize your matter, enabling you to share information with your litigation team. Keep track of your discovery, players, documents, issues, etc. so you can focus on important issues such as analysis, creativity, and argument.

**Paul J. Unger**  
Affinity Consulting Group, Columbus, OH

### STARTING YOUR OWN PRACTICE TRACK

**Moderated by Kathy Ossian**

**The Mechanics of Getting Up and Running**

Hang out your shingle with confidence with time–tested advice! From developing a written business plan and choosing the business entity to purchasing the right office equipment. Plus get practical tips for commercial banking and insurance. This session provides the tools you need to be successful.

**John J. Conway**  
J.J. Conway Law, Royal Oak

### LEGAL UPDATES TRACK

**Moderated by Amy M. Christen**

**Criminal Law Update: Top Supreme Court Cases Impacting Your Practice**

Don’t miss this roundup of the most important U.S. Supreme Court criminal law and criminal procedure decisions from last term, and a preview of criminal cases on the docket for the upcoming term. Get keen analysis and practical insight into what these decisions mean for your practice from one of Michigan’s leading criminal law experts.

**David A. Moran**  
University of Michigan Law School, Ann Arbor

### THE BALANCED PRACTICE TRACK

**Moderated by Vivek S. Sankaran**

**Crafting a Meaningful Career and Life**

Feeling like you lack balance between your personal and professional lives? A high percentage of lawyers feel just like you. Explore the reasons why and learn techniques to regain control of your reality to become the satisfied and productive lawyer you were meant to be.

**Vivek S. Sankaran**  
University of Michigan Law School, Ann Arbor  
**Bridgette Carr**  
University of Michigan Law School, Ann Arbor  
**Amy Sankaran**  
University of Michigan Law School, Ann Arbor

### EQUAL ACCESS INITIATIVE AND DIVERSITY & INCLUSION COMMITTEE

Program

### ANIMAL LAW SECTION

Business Meeting

### CHILDREN’S LAW SECTION

Business Meeting 10:00am–11:00am & Program 11:00am–12:00pm

---

**EARLY BIRD SAVINGS END August 23, 2017**
10:00am–12:00pm
JUDICIAL SECTION
Business Meeting

10:00am–2:30pm
MICHIGAN DISTRICT JUDGES ASSOCIATION
Business Meeting

10:30am–10:45am
NETWORKING BREAK & VENDOR SHOWCASE

10:45am–11:30am
TRIAL TECHNOLOGY TRACK
iPad for Litigators
Yes, it’s possible! If your case doesn’t justify hiring a consultant to help develop a trial presentation, you may want to consider a do-it-yourself alternative. This session outlines all of the technology you need, including specific recommendations regarding equipment, software, brands, models and configurations of computers and training, along with a detailed budget.

Paul J. Unger
Affinity Consulting Group, Columbus, OH

10:45am–11:30am
STARTING YOUR OWN PRACTICE TRACK
Hiring Staff and Office Logistics
The decision of when to open a physical office and what staff to hire continues to be one of the most challenging aspects of starting a practice—until now. Get real-life practical advice from one attorney who navigated that course with success. Learn what worked, what didn’t, and lessons learned, too.

Sarah L. Ostahowski
Sarah’s Law Firm, Alma

10:45am–11:30am
LEGAL UPDATES TRACK
Selling the Small Business: A Lawyer’s Checklist
Ensure a smooth transaction with this ultimate checklist. Walk through every phase of the sale—from assembling the transaction team and confirming the seller’s goals to valuing the business and structuring the deal.

Cynthia L. Umphrey
Kemp Klein Law Firm, Troy

10:45am–11:30am
THE BALANCED PRACTICE TRACK
Feeling Stuck? Refocusing on Your Core Values
Examine your true core values and identify whether your current work and personal life are reflected by those values. Understand how and why the two may not be in sync and take away strategies to help get you realigned.

Vivek S. Sankaran
University of Michigan Law School, Ann Arbor

Bridgette Carr
University of Michigan Law School, Ann Arbor

Amy Sankaran
University of Michigan Law School, Ann Arbor

11:00am–12:00pm
ANTITRUST, FRANCHISING, AND TRADE REGULATION SECTION
Business Meeting

11:00am–12:15pm
LAW PRACTICE MANAGEMENT & LEGAL ADMINISTRATORS SECTION
Business Meeting 11:00am–12:00pm, Program & Lunch 12:15pm–2:00pm

11:35am–12:15pm
TRIAL TECHNOLOGY TRACK
A Picture is Worth a Thousand Words—Making Your Case to the Jury with Legal Technology
You’ll see high-tech presentations developed for the courtroom. We’ll show you how legal technology can be used to create a digital exhibit notebook and retrieve documents, images, animation, and deposition testimony (even video) for opening statement, witness examination, impeachment, and closing argument.

Paul J. Unger
Affinity Consulting Group, Columbus, OH

11:35am–12:15pm
STARTING YOUR OWN PRACTICE TRACK
The Good, the Bad and the Ugly of Website Marketing: Building Your Online Presence
Building an online presence is essential in 2017! It’s just as essential, however, to do so in the right way! Not sure where to start? Then this session is for you. Make your company website the centerpiece of your marketing plan by examining the dos and don’ts of website creation and maintenance. From crafting a client-centered website filled with relevant content to proper connectivity between that site and all of your other marketing endeavors, you’ll get the tools to make your website a source of significant referrals.

Terrence G. Quinn
The TGQ Law Firm, Ann Arbor

11:35am–12:15pm
LEGAL UPDATES TRACK
Update for Employers on the Affordable Care Act Repeal and Replace
Get the latest on how changes to the Affordable Care Act are likely to impact employers. Take away strategies to comply with the new provisions, either as an employer or someone who advises employers.

Amy M. Christen
Dykema, Bloomfield Hills

EARLY BIRD SAVINGS END August 23, 2017
REGISTER TODAY! michbar.org/sbmnext
11:35am–12:15pm
THE BALANCED PRACTICE TRACK
Incorporating Movement, Gratitude, and Mindfulness into Daily Professional Life
Want to change your perspective, be healthier, and feel more energized in only a couple of minutes? Then this is for you! In this interactive session, you’ll get tips and see demos for adding mindfulness and gratitude into everyday life. Plus, practice meditation to improve concentration and alleviate stress.
Vivek S. Sankaran
University of Michigan Law School, Ann Arbor
Bridgette Carr
University of Michigan Law School, Ann Arbor
Amy Sankaran
University of Michigan Law School, Ann Arbor

12:00pm–2:00pm
LUNCH
State Bar of Michigan 50-Year Golden Celebration Luncheon
Celebrate and honor those colleagues being recognized for 50 years of membership in the State Bar of Michigan. This is a great opportunity to see old friends, network with your peers, and create mentor relationships.

12:15pm–2:00pm
Law Practice Management & Legal Administrators Lunch
This lunch is included in the two-day and Friday only education session packages. For à la carte registrations, sign up for section meeting to indicate your attendance at this free luncheon event.

Learning LAB
NEW THIS YEAR:
The learning lab will feature short educational experiences that are designed to immerse the attendee into interactive discussions and exercises with the facilitator. Each session will be designed to help you practice law more efficiently. Here are just a few of the exciting sessions planned:

Barron Henley on Speech Recognition—Using Dragon NaturallySpeaking in a Legal Practice—he’ll do demos and tutorials!

Learn how to use Casemaker, and save hundreds of dollars on legal research! Casemaker is free to members of the State Bar of Michigan.

Another way to save money with legal research is using the Michigan Law Library. See how this valuable resource can help you and learn how to find what you’re looking for.

Maximize your potential by building a powerful professional network and brand on social media sites. Learn how to utilize free online tools, including blogs, LinkedIn, Facebook, and Twitter, to boost your career and land your dream job.

Scholarships made possible by the generous support of the State Bar of Michigan and ICLE
Scholarships cover the registration fee for attending the 2017 NEXT Conference, education packages, and are offered on a first-come, first-served basis. Preference will be given to people who did not receive a scholarship to last year’s Solo & Small Firm Institute. Don’t wait—apply today!

TO APPLY, send a statement of need, indicating attendance (Thursday only, Friday only, or both days) to icle_seminars@icle.org with subject line “ICLE, Attn: Deanna Vollano.”


**REGISTRATION INSTRUCTIONS**

The **NEXT** Conference is designed to be more “à la carte” and more interactive. Section and ancillary group meetings and programs are FREE to attend. This year’s conference offers you the opportunity to build your schedule to meet your needs and interests. Attend a section meeting and still catch an education session or two to round out your day. Don’t forget to register for a luncheon event for an opportunity to network with your fellow colleagues.

**TWO WAYS TO REGISTER**

- **Online:** To pay by credit card, register online at michbar.org/sbmnext
- **Mail:** To pay by check, complete both sides of this form. You must include payment by check with your form and mail to:
  
  State Bar of Michigan  
  Attn. **NEXT** Conference  
  306 Townsend, Lansing, MI 48933-2012  

Section and ancillary group meetings and programs are FREE to attend.

**EDUCATION**

- Check one of the 5 education options below.

  - **1. I do not plan to attend education sessions.**
  
  - **2. I would like the two-day education package:**
    - Thursday and Friday education sessions
    - Thursday All-Member Luncheon
    - All-Member Network Reception
    - Celebrating Diversity Reception
    - Friday LPM&LA Section lunch
    
    **Early Bird $295**  
    Cost for regular registration: $345

  - **3. I would like the Thursday only education package:**
    - All Thursday education sessions
    - Thursday All-Member Luncheon
    - All-Member Network Reception
    - Celebrating Diversity Reception
    
    **Early Bird $195**  
    Cost for regular registration: $220

  - **4. I would like the Friday only education package:**
    - All Friday education sessions
    - Friday LPM&LA Section lunch
    
    **Early Bird $95**  
    Cost for regular registration: $110

  - **5. I would like to purchase education sessions à la carte:**
    
    Purchase individual education sessions as they fit in your schedule. $39 each

- **Check all meetings, education, meals, and networking events you plan to attend.**

**Wednesday, September 27**

- **STATE BAR OF MICHIGAN AWARDS BANQUET** Ticket Required  
  6:30pm–9:00pm

**Thursday, September 28**

- **MICHIGAN INDIAN LEGAL SERVICES**
- **WELCOME, INTRODUCTIONS, AND KEYNOTE PRESENTATION** FREE
- **TECHNOLOGY TRACK:** Improve Your Productivity with Siri, Alexa, and Google Assistant  
  10:00am–10:50am
- **MARKETING/LAW PRACTICE MANAGEMENT TRACK:**  
  Social Media Marketing: LinkedIn and More  
  10:00am–10:50am
- **LEGAL UPDATES TRACK:** Critical Estate, Trust, and Tax Law Changes  
  10:00am–10:50am
- **MASTER LAWYERS TRACK:** Top Tips for Health and Disability Planning  
  10:00am–10:50am
- **ADMINISTRATIVE AND REGULATORY LEGAL SECTION**
  10:00am–11:00pm
- **PAST PRESIDENTS’ ADVISORY COUNCIL**
  10:00am–11:00pm
- **FAMILY LAW SECTION**
  10:00am–12:00pm
- **SOLO & SMALL FIRM SECTION**
  10:30am–12:00pm
- **TECHNOLOGY TRACK:** A Lawyer’s Guide to PDF Files  
  11:00am–11:50am
- **MARKETING/LAW PRACTICE MANAGEMENT TRACK:**  
  Top Tips for Law Firm Differentiation and Branding  
  11:00am–11:50am
- **LEGAL UPDATES TRACK:** Hot Topics in Immigration  
  11:00am–11:50am
- **MASTER LAWYERS TRACK:** Transitioning Your Practice, Protecting Your Legacy  
  11:00am–11:50am
- **LUNCH:** State Bar of Michigan Inaugural Luncheon* Ticket Required  
  12:00pm–2:00pm
- **LUNCH:** All-Member Networking Luncheon** Ticket Required  
  12:00pm–2:00pm
- **REAL PROPERTY LAW SECTION**
  1:00pm–2:30pm
- **ARTS, COMMUNICATIONS, ENTERTAINMENT & SPORTS SECTION**
  1:00pm–3:30pm
- **LABOR AND EMPLOYMENT LAW SECTION**
  1:00pm–3:30pm
- **AMERICAN INDIAN LAW SECTION**
  1:00pm–4:00pm
- **APPPELLATE PRACTICE SECTION**
  1:00pm–4:00pm
- **ENVIRONMENTAL LAW SECTION**
  1:00pm–4:00pm
- **INTERNATIONAL LAW SECTION**
  1:00pm–4:00pm
- **MILITARY & VETERANS’ LAW SECTION**
  1:00pm–4:00pm
- **TECHNOLOGY TRACK:** Microsoft Word Power Hour  
  2:00pm–2:50pm
- **MARKETING/LAW PRACTICE MANAGEMENT TRACK:**  
  Driving Toward Exceptional Client Service  
  2:00pm–2:50pm
- **LEGAL UPDATES TRACK:** What’s Next in Detroit Redevelopment?  
  2:00pm–2:50pm
- **JUDICIAL PERSPECTIVES TRACK**
  The Critical Federal Rules Every Lawyer Must Know  
  2:00pm–3:30pm
- **LGBTQA SECTION**
  2:00pm–3:30pm
- **YOUNG LAWYERS SECTION**
  2:00pm–3:30pm
- **CONSUMER LAW SECTION**
  2:00pm–4:00pm

*Open to all SBM members

**EARLY BIRD SAVINGS END** August 23, 2017

**REGISTER TODAY!** michbar.org/sbmnext

**NAME MI P # FIRM**

**ADDRESS CITY/STATE/ZIP PHONE E-MAIL**

**SPECIAL AND DIETARY NEEDS**

**REGISTRATION**

**EARLY BIRD SAVINGS END** August 23, 2017

**REGISTER TODAY!** michbar.org/sbmnext

**SBM & ICLE Together Delivering More to Bar Members**
MICHIGAN RETIRED JUDGES ASSOCIATION*  
9:00am–11:30am  
MARKETING/LAW PRACTICE MANAGEMENT TRACK: Building a Niche Practice  
3:00pm–4:00pm  
LEGAL UPDATES TRACK: International Issues in Marriage and Divorce  
3:00pm–4:00pm  
JUDICIAL PERSPECTIVES TRACK: Best Practices for Preserving Your Record  
3:00pm–4:00pm  
ALL-MEMBER NETWORKING RECEPTION • FREE •  
WOMEN LAWYERS ASSOCIATION OF MICHIGAN RECEPTION  
STATE BAR OF MICHIGAN DIVERSITY RECEPTION*  
MARIJUANA LAW SECTION*  
STARTING YOUR OWN PRACTICE TRACK: Building a Niche Practice  
9:00am–12:00pm  
LEGAL UPDATES TRACK: Civil Law Update: Top Supreme Court Cases Impacting Your Practice  
9:50am–10:30am  
THE BALANCED PRACTICE TRACK: Crafting a Meaningful Career and Life  
9:50am–10:30am  
EQUAL ACCESS INITIATIVE AND DIVERSITY & INCLUSION COMMITTEE*  
ANIMAL LAW SECTION  
CHILDREN’S LAW SECTION*  
JUDICIAL SECTION  
MICHIGAN DISTRICT JUDGES ASSOCIATION  
TRIAL TECHNOLOGY TRACK: iPad for Litigators  
10:50am–10:30am  
STARTING YOUR OWN PRACTICE TRACK: Hiring Staff and Office Logistics  
10:00am–12:00pm  
LEGAL UPDATES TRACK: Selling the Small Business: A Lawyer’s Checklist  
10:00am–12:00pm  
THE BALANCED PRACTICE TRACK: Feeling Stuck? Refocusing on Your Core Values  
10:45am–11:30am  
ANTITRUST, FRANCHISING, AND TRADE REGULATION SECTION*  
11:00am–12:00pm  
LUNCH: State Bar of Michigan 50-Year Golden Celebration Luncheon*  
12:00pm–2:00pm  

Networking and Meal Events

Wednesday

Award Banquet
Regular: $79 X ______ $______  
Early Bird: $75 X ______ $______  

Thursday

Continental Breakfast: X ______ $______  
State Bar Inaugural Luncheon Event
Regular: $49 X ______ $______  
Early Bird: $45 X ______ $______  
All-Member Luncheon Event
Regular: $49 X ______ $______  
Early Bird: $45 X ______ $______  
Celebrating Diversity Reception
Regular: $15 X ______ $______  
Early Bird: $10 X ______ $______  

Friday

Continental Breakfast: X ______ $______  
50-Year Golden Celebration Luncheon Event
Regular: $59 X ______ $______  
Early Bird: $55 X ______ $______  

Education

TWO-DAY EDUCATION PACKAGE:
Regular: $345 X ______ $______  
Early Bird: $305 X ______ $______  

THURSDAY ONLY EDUCATION PACKAGE:
Regular: $220 X ______ $______  
Early Bird: $195 X ______ $______  

FRIDAY ONLY EDUCATION PACKAGE:
Regular: $110 X ______ $______  
Early Bird: $95 X ______ $______  

À LA CARTE EDUCATION:
Regular per session price: $39 X ______ $______  
Total $______

CHECK #_____________________________
CHECKS PAYABLE TO: State Bar of Michigan
Mail to: State Bar of Michigan
Attn. NEXT Conference
306 Townsend, Lansing, MI 48933-2012

Please register online today to pay with credit card at michbar.org/sbmnext

Cancellation Policy

Cancellation requests must be made in writing to the State Bar of Michigan before August 23, 2017 for a full refund. After August 23, a $25 fee applies. No refunds will be made after September 11. E-mails requesting a refund may be sent to Tina Bellinger at tbellinger@michbar.org.

*Open to all SBM members
Community Connection—See the D!

If you are interested in seeing Detroit while you’re here, we’ve got some great suggestions for tours that are available for low or no cost. Registration is required for each. See the website listed for each tour to register and make your individual arrangements.

Don’t miss your opportunity to see what the Motor City has to offer!

12:00pm and 2:00pm
Thursday, September 28 or Friday, September 29

GM RENCEN TOUR
The free one-hour tour takes visitors through the landmark GM RENCEN and outlines the rich history that General Motors shares with the city of Detroit. Tour highlights include GM Wintergarden, GM Plaza & Promenade, GM Lobby & Pavilion, “Borealis” Glass Sculpture, Circulation Ring, GM Company Store, and GM RENCEN shops. The complimentary public tours are offered twice daily, Monday–Friday at 12:00pm and 2:00pm on a first-come, first-served basis, with a limit of 25 people per tour. Please arrive 10 minutes prior to the tour departure. Registration and tours begin at the PURE DETROIT store located in Tower 400 on Level 1 at 400 Renaissance Center, Detroit. For more information: http://gmrencen.com/play/

1:00pm–2:00pm
Thursday, September 28 or Friday, September 29

DETROIT INSTITUTE OF ARTS GUIDED TOUR
Get to know the Detroit Institute of Arts with “The Big Picture” guided tour. The Big Picture meets in the Great Hall every Tuesday through Friday at 1:00 p.m. The Big Picture guided tour is free with museum admission. Admission is $12.50 for adults, $8.00 for seniors, and discounted pricing for children, college students, and residents of Wayne, Oakland, and Macomb counties. For more information: http://www.dia.org/learn/tours-and-talks.aspx

9:30am–11:30am
Thursday, September 28 or Friday, September 29

THE D YOU MUST SEE TOUR
Don’t even think about leaving Detroit without seeing the real Detroit! Join this locally-led ride on the city’s “People Mover” through baklava-laden Greektown, the culture-dotted Civic Center, and hot dog heaven at Lafayette Coney Island. This is the D you must see! Visit Detroit’s fantastic mix of architecture, from the old to the new; try a taste of some baklava in Greektown or a famous “coney dog,” a local Detroit favorite; take a ride on Detroit’s iconic People Mover; and give a wave to Canada as you look out across the city! There is a cost for this tour, and registration is required in advance at: http://www.urbanadventures.com/Detroit-tour-the-d-you-must-see?__uap=Detroit

4:00pm–6:00pm
Thursday, September 28

DETROIT’S RISE, FALL & RENEWAL TOUR
Detroit may have filed for bankruptcy but it’s still a city rich in history, architecture, and innovation. Explore the fascinating city of Detroit with a local guide; discover the rise, fall, and renewal of this seriously underrated city; marvel at all of Detroit’s vacant buildings and what the future might hold for them; admire the classic and cool architecture of some of Detroit’s best landmarks; and listen to local stories as you sip on a drink at a local brewpub. There is a cost for this tour, and registration is required in advance at: http://www.urbanadventures.com/Detroit-s-Rise-Fall-Renewal?__uap=Detroit