



# NEXT

C O N F E R E N C E

**SBM**

STATE BAR OF MICHIGAN  
ANNUAL MEETING

**September 27–29, 2017**

Cobo Center, Detroit

SBM & ICLE Together Delivering More to Bar Members

**REGISTER TODAY!** [michbar.org/sbmnext](http://michbar.org/sbmnext)



**#SBMNext**

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

# NEXT CONFERENCE 2017

## 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.**



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*

### 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.

## 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

## NATIONAL SPEAKERS



### BARRON K. HENLEY

Barron K. Henley is a member of the American, Ohio, and Columbus bar associations, and the Worthington Estate Planning Council. He is also a member of the ABA Law Practice Management

Section, a board member for the ABA TECHSHOW, and is the former chair of the Ohio State Bar Association Law Office Automation and Technology Committee. Mr. Henley heads Affinity's document assembly/automation and software training departments; he is a renowned expert on Microsoft Word, Adobe Acrobat, and HotDocs document assembly software; and has authored legal-specific manuals on HotDocs, Adobe Acrobat, Microsoft Word, Excel, and Outlook. Barron is also an expert in launching new law firms, overhauling existing firms, and documenting and re-engineering law firm processes. He teaches continuing legal education (CLE) classes throughout the U.S. and Canada.



### ROSS FISHMAN

Ross Fishman, CEO of Fishman Marketing, is best known for strategic marketing planning and the development of marketing materials (such as online and print advertising and social media

tools) for more than 200 firms worldwide. Mr. Fishman has conducted more than 300 firm retreats and training programs on six continents. A fellow of both the College of Law Practice Management and the Litigation Counsel of America, Mr. Fishman has written hundreds of articles and sat on the editorial board of five national magazines. He was a commercial litigator in Chicago from 1985-90 before moving to Winston & Strawn LLP to practice marketing full-time, later becoming marketing partner of Ungaretti & Harris. His company has received many international marketing awards, including the Legal Marketing Association's grand prize, the Best of Show honor, five of the 10 times ever presented. As recipient of LMA's first peer-selected LMA Lifetime Achievement Award (1998), Mr. Fishman was the first legal marketer inducted into the LMA's Hall of Fame. He has been hired as the marketing expert witness in three precedent-setting branding- and social media-related lawsuits.



### PAUL J. UNGER

Paul J. Unger is one of the founding partners of Affinity Consulting Group, a legal technology consulting firm focused on automating and streamlining law firms and legal departments. Mr. Unger

specializes in trial presentation consulting, document management software, and legal-specific software training for law firms and legal departments throughout the Midwest. He has provided trial presentation consultation for over 300 cases in the past 10 years. Mr. Unger is a member of the American Bar Association (ABA), the Ohio State Bar Association, and the Columbus Bar Association, as well as the Ohio Association for Justice and the Franklin County Association for Justice. He is an adjunct professor for Capital University Law School's Paralegal Program and is a frequent lecturer for CLE programs throughout the United States. Mr. Unger is the author of *PowerPoint for Legal Professionals*, *Adobe Acrobat for Law Firms*, and *Technology and Time Management for Lawyers*. He is also a certified trainer for Sanction Trial Presentation software, Amicus Attorney client/matter management software, and Worldox document management software.

## 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](mailto:icle_seminars@icle.org) with subject line "ICLE, Attn: Deanna Vollano."



# SCHEDULE AT A GLANCE

EARLY BIRD SAVINGS END  
August 23, 2017

## Wednesday, September 27

M	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
N	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

N	8:00am–5:00pm	REGISTRATION & VENDOR SHOWCASE
	8:00am–9:30am	CONTINENTAL BREAKFAST
E	9:00am–9:50am	WELCOME, INTRODUCTIONS, AND KEYNOTE PRESENTATION
M	9:00am–12:00pm	MICHIGAN INDIAN LEGAL SERVICES Business Meeting
N	9:50am–10:00am	NETWORKING BREAK & VENDOR SHOWCASE
EDUCATION	10:00am–10:50am	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
MEETINGS	10:00am–11:00am	ADMINISTRATIVE AND REGULATORY LAW SECTION Business Meeting
	10:00am–11:30am	PAST PRESIDENTS' ADVISORY COUNCIL Business Meeting
	10:00am–12:00pm	FAMILY LAW SECTION Business Meeting
	10:00am–4:00pm	REPRESENTATIVE ASSEMBLY
N	10:30am–12:00pm	SOLO & SMALL FIRM SECTION Business Meeting and Program
	10:50am–11:00am	NETWORKING BREAK & VENDOR SHOWCASE
	11:00am–11:50am	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
EDUCATION	11:00am–11:50am	LEGAL UPDATES TRACK: Hot Topics in Immigration
	11:00am–11:50am	MASTER LAWYERS TRACK: Transitioning Your Practice, Protecting Your Legacy
	12:00pm–2:00pm	LUNCH: State Bar of Michigan Inaugural Luncheon
	12:00pm–2:00pm	LUNCH: All-Member Networking Luncheon <b>NEW</b>
MEETINGS	1:00pm–2:30pm	REAL PROPERTY LAW SECTION Council Meeting
	1:00pm–3:30pm	ARTS, COMMUNICATIONS, ENTERTAINMENT & SPORTS SECTION Business Meeting and Program
	1:00pm–3:30pm	LABOR AND EMPLOYMENT LAW SECTION Business Meeting and Program
	1:00pm–4:00pm	AMERICAN INDIAN LAW SECTION Business Meeting and Program
	1:00pm–4:00pm	APPELLATE PRACTICE SECTION Business Meeting and Program
	1:00pm–4:00pm	ENVIRONMENTAL LAW SECTION Business Meeting and Program
	1:00pm–4:00pm	INTERNATIONAL LAW SECTION Business Meeting and Program
	1:00pm–4:00pm	MILITARY & VETERANS' LAW SECTION Business Meeting and Program
	2:00pm–2:50pm	TECHNOLOGY TRACK: Microsoft Word Power Hour
	2:00pm–2:50pm	MARKETING/LAW PRACTICE MANAGEMENT TRACK: Driving Toward Exceptional Client Service
EDUCATION	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 Business Meeting and Program
	2:00pm–3:30pm	YOUNG LAWYERS SECTION Business Meeting
	2:00pm–4:00pm	CONSUMER LAW SECTION Business Meeting and Program
	2:00pm–4:00pm	MICHIGAN RETIRED JUDGES ASSOCIATION Business Meeting
	2:00pm–4:00pm	NEGLIGENCE LAW SECTION Business Meeting and Program
	2:00pm–4:00pm	TAXATION SECTION Business Meeting

**NEXT** Conference event legend

 EDUCATION

 NETWORKING

 MEETINGS



EDUCATION	N	2:50pm–3:00pm	<b>NETWORKING BREAK &amp; VENDOR SHOWCASE</b>
		3:00pm–4:00pm	<b>TECHNOLOGY TRACK:</b> 60 Tech Tips in 60 Minutes
		3:00pm–4:00pm	<b>MARKETING/LAW PRACTICE MANAGEMENT TRACK:</b> Building a Niche Practice
		3:00pm–4:00pm	<b>LEGAL UPDATES TRACK:</b> International Issues in Marriage and Divorce
NETWORKING		3:00pm–4:00pm	<b>JUDICIAL PERSPECTIVES TRACK:</b> Best Practices for Preserving Your Record
		4:00pm–5:00pm	<b>ALL-MEMBER NETWORKING RECEPTION &amp; VENDOR SHOWCASE</b> ✨NEW✨
		5:00pm–6:00pm	<b>WOMEN LAWYERS ASSOCIATION OF MICHIGAN RECEPTION</b>
		5:00pm–6:30pm	<b>LAW SCHOOL RECEPTIONS:</b> 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	<b>STATE BAR OF MICHIGAN CELEBRATING DIVERSITY RECEPTION</b>

## Friday, September 29

N	8:00am–12:00pm	<b>REGISTRATION &amp; VENDOR SHOWCASE</b>
	8:00am–9:30pm	<b>CONTINENTAL BREAKFAST</b>
M	8:30am–9:00am	<b>PRISONS &amp; CORRECTIONS SECTION</b> Business Meeting
	9:00am–9:45am	<b>PLENARY SESSION:</b> Taming the Digital Chaos: Technology for Time, Task & E-mail Management
MEETINGS	9:00am–10:00am	<b>AVIATION LAW SECTION</b> Business Meeting
	9:00am–11:00am	<b>INSURANCE AND INDEMNITY LAW SECTION</b> Business Meeting and Program
	9:00am–11:30am	<b>MARIJUANA LAW SECTION</b> Business Meeting and Program
	9:00am–12:00pm	<b>AGRICULTURAL LAW SECTION</b> Business Meeting and Program
	9:00am–12:00pm	<b>CRIMINAL LAW SECTION</b> Business Meeting and Program
	9:00am–12:00pm	<b>MASTER LAWYERS SECTION</b> Business Meeting and Program
	9:00am–1:00pm	<b>PARALEGAL/LEGAL ASSISTANT SECTION</b> Business Meeting, Program & Lunch
	9:50am–10:30am	<b>TRIAL TECHNOLOGY TRACK:</b> Paperless Trial Prep
EDUCATION	9:50am–10:30am	<b>STARTING YOUR OWN PRACTICE TRACK:</b> The Mechanics of Getting Up and Running
	9:50am–10:30am	<b>LEGAL UPDATES TRACK:</b> Criminal Law Update: Top Supreme Court Cases Impacting Your Practice
	9:50am–10:30am	<b>THE BALANCED PRACTICE TRACK:</b> Crafting a Meaningful Career and Life
	10:00am–11:30am	<b>EQUAL ACCESS INITIATIVE AND DIVERSITY &amp; INCLUSION COMMITTEE</b> Program
MEETINGS	10:00am–12:00pm	<b>ANIMAL LAW SECTION</b> Business Meeting
	10:00am–12:00pm	<b>CHILDREN'S LAW SECTION</b> Business Meeting and Program
	10:00am–12:00pm	<b>JUDICIAL SECTION</b> Business Meeting
	10:00am–2:30pm	<b>MICHIGAN DISTRICT JUDGES ASSOCIATION</b> Business Meeting
N	10:30am–10:45am	<b>NETWORKING BREAK &amp; VENDOR SHOWCASE</b>
EDUCATION	10:45am–11:30am	<b>TRIAL TECHNOLOGY TRACK:</b> iPad for Litigators
	10:45am–11:30am	<b>STARTING YOUR OWN PRACTICE TRACK:</b> Hiring Staff and Office Logistics
	10:45am–11:30am	<b>LEGAL UPDATES TRACK:</b> Selling the Small Business: A Lawyer's Checklist
	10:45am–11:30am	<b>THE BALANCED PRACTICE TRACK:</b> Feeling Stuck? Refocusing on Your Core Values
M	11:00am–12:00pm	<b>ANTITRUST, FRANCHISING, AND TRADE REGULATION SECTION</b> Business Meeting
EDUCATION	11:00am–2:00pm	<b>LAW PRACTICE MANAGEMENT &amp; LEGAL ADMINISTRATORS SECTION</b> Business Meeting, Program & Lunch
	11:35am–12:15pm	<b>TRIAL TECHNOLOGY TRACK:</b> A Picture is Worth a Thousand Words—Making Your Case to the Jury with Legal Technology
	11:35am–12:15pm	<b>STARTING YOUR OWN PRACTICE TRACK:</b> The Good, the Bad and the Ugly of Website Marketing: Building Your Online Presence
	11:35am–12:15pm	<b>LEGAL UPDATES TRACK:</b> Update for Employers on the Affordable Care Act Repeal and Replace
	11:35am–12:15pm	<b>THE BALANCED PRACTICE TRACK:</b> Incorporating Movement, Gratitude, and Mindfulness into Daily Professional Life
N	12:00pm–2:00pm	<b>LUNCH:</b> State Bar of Michigan 50-Year Golden Celebration Luncheon

# SCHEDULE DETAILS

EARLY BIRD SAVINGS END August 23, 2017

## 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

## What's New This Year?

NEW

### Learning Lab

Interactive sessions designed to help you practice law more efficiently. Go to [michbar.org/sbmnext](http://michbar.org/sbmnext) for the up-to-date schedule.

### New Education Tracks

This year features new educational tracks: Master Lawyers Track, Judicial Perspectives Track, and The Balanced Practice Track.

### All-Member Networking Luncheon

Catch up with friends and make new connections during this leisurely networking lunch on Thursday.

### All-Member Networking Reception

After a full day of education sessions and section meetings it's time to unwind. Relax and join your fellow colleagues in the vendor hall Thursday from 4:00pm–5:00p.m. for an early evening reception. Enjoy free drinks, tasty food, and maybe even a few surprises.

## 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

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*

**10:00am–10:50am**

### MASTER LAWYERS TRACK Moderated by Gary Bauer Top Tips for Health and Disability Planning

It's the number-one concern for all of us retiring in the next five years. Understand when and how to plan for contingencies that can derail your retirement. Get expert advice on best options for your acute health care (Medicare), chronic (long-term care) and disability planning that will best provide for you and your family.

**Nancy Boari**

*Northwestern Mutual, Troy*

**10:00am–11:00am**

### ADMINISTRATIVE AND REGULATORY LAW SECTION Business Meeting

**10:00am–11:30am**

### PAST PRESIDENTS' ADVISORY COUNCIL Business Meeting

**10:00am–12:00pm**

### FAMILY LAW SECTION Business Meeting

**10:00am–4:00pm**

### REPRESENTATIVE ASSEMBLY

**10:30am–12:00pm**

### SOLO & SMALL FIRM SECTION

Business Meeting 10:30am–11:00am,  
Program 11:00am–12:00pm



**10:50am–11:00am**

### NETWORKING BREAK & VENDOR SHOWCASE

**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*

**11:00am–11:50am**

### LEGAL UPDATES TRACK

#### Hot Topics in Immigration

Get the tools you need to advise clients on the latest in immigration reform. From properly completing I-9 forms and navigating audits, to the powers of the new administration and more.

**Michael P. Nowlan**

*Clark Hill PLC, Detroit*

**Lindsey M. Medina**

*Clark Hill PLC, Detroit*

**11:00am–11:50am**

### MASTER LAWYERS TRACK

#### Transitioning Your Practice, Protecting Your Legacy

Turns out one size doesn't fit all when it comes to winding down a law practice. Hear from experts about flexible options for moving into retirement. Whether you sell your practice, continue to work part-time, or both, you'll get all the details for putting your plan into place.

**Gary P. Bauer**

*Western Michigan University Thomas M. Cooley Law School, Lansing*

**John D. Mabley**

*Chalgian & Tripp Law Offices, PLLC, Southfield*

# SCHEDULE DETAILS

EARLY BIRD SAVINGS END August 23, 2017

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

## 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

## APPELLATE 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

**9:00am–9:45am**

### 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 under-perform. 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*

**9:00am–10:00am**

### AVIATION LAW SECTION

Business Meeting

**9:00am–11:00am**

### INSURANCE AND INDEMNITY LAW SECTION

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

**9:00am–11:30am**

### MARIJUANA LAW SECTION

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

**9:00am–12:00pm**

### AGRICULTURAL LAW SECTION

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

**9:00am–12:00pm**

### CRIMINAL LAW SECTION

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

**9:00am–12:00pm**

### MASTER LAWYERS SECTION

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



**9:00am–1:00pm**

### PARALEGAL/LEGAL ASSISTANT SECTION

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

**9:50am–10:30am**

### 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*

**9:50am–10:30am**

### 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*

**9:50am–10:30am**

### 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*

**9:50am–10:30am**

### 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*

**10:00am–11:30am**

### EQUAL ACCESS INITIATIVE AND DIVERSITY & INCLUSION COMMITTEE

Program

**10:00am–12:00pm**

### ANIMAL LAW SECTION

Business Meeting

**10:00am–12:00pm**

### CHILDREN'S LAW SECTION

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

**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*

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.

## HOTEL INFORMATION



### Crowne Plaza Detroit Downtown Riverfront

2 Washington Blvd., Detroit, MI 48226

Located just steps from Cobo Center, the Crowne Plaza offers the convenience of location plus features a restaurant, an indoor pool, a 24-hour fitness center, and free WiFi. To make your reservation, call (877) 834-3613 and use the Group Code SBP or enter the group code when booking online. To receive the discounted group rate of \$159 plus taxes, reservations must be made by August 25, 2017.

## 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.

- **Learn**, connect and share ideas with fellow Michigan lawyers at the **NEXT** Conference
- **Connect**, learn and share at the only event focusing on the future of law practice—the **NEXT** Conference
- **Focus** on the future of law practice and create your own unique experience at the **NEXT** Conference



# NEXT CONFERENCE REGISTRATION

EARLY BIRD SAVINGS END August 23, 2017

REGISTER TODAY! [michbar.org/sbmnext](http://michbar.org/sbmnext)

**SBM**  
State Bar of Michigan  
ANNUAL MEETING  
September 27-29, 2017  
Cobo Center, Detroit

NAME	MI P #	FIRM
ADDRESS	CITY/STATE/ZIP	PHONE
		E-MAIL
SPECIAL AND DIETARY NEEDS		

## 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](http://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\*** 9:00am–12:00pm
- ☐ **WELCOME, INTRODUCTIONS, AND KEYNOTE PRESENTATION \*FREE\*** 9:00am–9:50am
- ☐ **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 LAW SECTION\*** 10:00am–11:00pm
- ☐ **PAST PRESIDENTS' ADVISORY COUNCIL** 10:00am–11:30am
- ☐ **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
- ☐ **APPELLATE 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–2:50pm
- ☐ **LGBTQA SECTION** 2:00pm–3:30pm
- ☐ **YOUNG LAWYERS SECTION\*** 2:00pm–3:30pm
- ☐ **CONSUMER LAW SECTION\*** 2:00pm–4:00pm

<input type="checkbox"/> MICHIGAN RETIRED JUDGES ASSOCIATION*	2:00pm–4:00pm
<input type="checkbox"/> NEGLIGENCE LAW SECTION*	2:00pm–4:00pm
<input type="checkbox"/> TAXATION SECTION*	2:00pm–4:00pm
<input type="checkbox"/> TECHNOLOGY TRACK: 60 Tech Tips in 60 Minutes	3:00pm–4:00pm
<input type="checkbox"/> MARKETING/LAW PRACTICE MANAGEMENT TRACK: Building a Niche Practice	3:00pm–4:00pm
<input type="checkbox"/> LEGAL UPDATES TRACK: International Issues in Marriage and Divorce	3:00pm–4:00pm
<input type="checkbox"/> JUDICIAL PERSPECTIVES TRACK: Best Practices for Preserving Your Record	3:00pm–4:00pm
<input type="checkbox"/> ALL-MEMBER NETWORKING RECEPTION *FREE*	4:00pm–5:00pm
<input type="checkbox"/> WOMEN LAWYERS ASSOCIATION OF MICHIGAN RECEPTION	5:00pm–6:00pm
<input type="checkbox"/> STATE BAR OF MICHIGAN DIVERSITY RECEPTION* Ticket Required	6:30pm–8:30pm

### Friday, September 29

<input type="checkbox"/> PRISONS & CORRECTIONS SECTION*	8:30am–9:00am
<input type="checkbox"/> PLENARY SESSION: Taming the Digital Chaos: Technology for Time, Task & E-mail Management	9:00am–9:45am
<input type="checkbox"/> AVIATION LAW SECTION*	9:00am–10:00am
<input type="checkbox"/> INSURANCE AND INDEMNITY LAW SECTION*	9:00am–11:00am
<input type="checkbox"/> MARIJUANA LAW SECTION*	9:00am–11:30am
<input type="checkbox"/> AGRICULTURAL LAW SECTION	9:00am–12:00pm
<input type="checkbox"/> CRIMINAL LAW SECTION*	9:00am–12:00pm
<input type="checkbox"/> MASTER LAWYERS SECTION*	9:00am–12:00pm
<input type="checkbox"/> PARALEGAL/LEGAL ASSISTANT SECTION Includes Lunch*	9:00am–1:00pm
<input type="checkbox"/> TRIAL TECHNOLOGY TRACK: Paperless Trial Prep	9:50am–10:30am
<input type="checkbox"/> STARTING YOUR OWN PRACTICE TRACK: The Mechanics of Getting Up and Running	9:50am–10:30am
<input type="checkbox"/> LEGAL UPDATES TRACK: Criminal Law Update: Top Supreme Court Cases Impacting Your Practice	9:50am–10:30am
<input type="checkbox"/> THE BALANCED PRACTICE TRACK: Crafting a Meaningful Career and Life	9:50am–10:30am
<input type="checkbox"/> EQUAL ACCESS INITIATIVE AND DIVERSITY & INCLUSION COMMITTEE*	10:00am–11:30am
<input type="checkbox"/> ANIMAL LAW SECTION	10:00am–12:00pm
<input type="checkbox"/> CHILDREN'S LAW SECTION*	10:00am–12:00pm
<input type="checkbox"/> JUDICIAL SECTION	10:00am–12:00pm
<input type="checkbox"/> MICHIGAN DISTRICT JUDGES ASSOCIATION	10:00am–2:30pm
<input type="checkbox"/> TRIAL TECHNOLOGY TRACK: iPad for Litigators	10:45am–11:30am
<input type="checkbox"/> STARTING YOUR OWN PRACTICE TRACK: Hiring Staff and Office Logistics	10:45am–11:30am
<input type="checkbox"/> LEGAL UPDATES TRACK: Selling the Small Business: A Lawyer's Checklist	10:45am–11:30am
<input type="checkbox"/> THE BALANCED PRACTICE TRACK: Feeling Stuck? Refocusing on Your Core Values	10:45am–11:30am
<input type="checkbox"/> ANTITRUST, FRANCHISING, AND TRADE REGULATION SECTION*	11:00am–12:00pm
<input type="checkbox"/> LAW PRACTICE MANAGEMENT & LEGAL ADMINISTRATORS SECTION Includes Lunch*	11:00am–2:00pm
<input type="checkbox"/> TRIAL TECHNOLOGY TRACK: A Picture is Worth a Thousand Words— Making Your Case to the Jury with Legal Technology	11:35am–12:15pm
<input type="checkbox"/> STARTING YOUR OWN PRACTICE TRACK: The Good, the Bad and the Ugly of Website Marketing: Building Your Online Presence	11:35am–12:15pm
<input type="checkbox"/> LEGAL UPDATES TRACK: Update for Employers on the Affordable Care Act Repeal and Replace	11:35am–12:15pm
<input type="checkbox"/> THE BALANCED PRACTICE TRACK: Incorporating Movement, Gratitude, and Mindfulness into Daily Professional Life	11:35am–12:15pm
<input type="checkbox"/> LUNCH: State Bar of Michigan 50-Year Golden Celebration Luncheon* Ticket Required	12:00pm–2:00pm

## Conference Pricing

### Networking and Meal Events

#### Wednesday

##### Awards Banquet

Regular.....	\$79 X	\$
Early Bird.....	\$75 X	\$

#### Thursday

Continental Breakfast .....	X	\$	N/C
State Bar Inaugural Luncheon Event			
Regular.....	\$49 X	\$	
Early Bird.....	\$45 X	\$	
All-Member Luncheon Event			
Regular .....	\$49 X	\$	N/C
Early Bird.....	\$45 X	\$	
All-Member Networking Reception .....	X	\$	N/C
Celebrating Diversity Reception			
Regular.....	\$15 X	\$	
Early Bird.....	\$10 X	\$	N/C

#### Friday

Continental Breakfast .....	X	\$	N/C
50-Year Golden Celebration Luncheon Event			
Regular.....	\$59 X	\$	
Early Bird.....	\$55 X	\$	

### Education

#### TWO-DAY EDUCATION PACKAGE:

Regular.....	\$345 X	\$
Early Bird.....	\$295 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	\$
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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](http://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](mailto:tbellinger@michbar.org).

## 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](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](http://www.urbanadventures.com/Detroit-s-Rise-Fall-Renewal?__uap=Detroit)

