FALL 2019 USLAW NETWORK CLIENT CONFERENCE

JOIN US!

WEDNESDAY AFTERNOON
SEPTEMBER 25
FOR OUR SPECIAL
PRE-CONFERENCE EVENT:
USLAW NETWORK/
TELFA CROSS-BORDER
BUSINESS AND
TRANSACTIONS
EXCHANGE

KEYNOTE BY
SCOTT STRATTEN
PRESIDENT
UN-MARKETING

PRACTICE GROUP TRACKS
COMMERCIAL LAW • COMPLEX TORT & PRODUCT LIABILITY • EMPLOYMENT & LABOR LAW • PROFESSIONAL LIABILITY

SEPT 26-28 | MANDARIN ORIENTAL | WASHINGTON D.C.
Welcome USLAW member attorneys, invited client guests, and corporate partners to our nation’s capital, Washington, D.C. Also, a warm welcome to members of TELFA (Trans European Law Firm Alliance), our counterparts from across the Atlantic who have joined us for our annual Cross-Border Business and Transactions Exchange. We sincerely hope that you enjoy this opportunity to explore the storied history of this great city, as well as forge new friendships and business acquaintances.

Our Fall 2019 USLAW NETWORK Client Conference promises to be historical in location but contemporary in staging. While history may play a big role in this year’s event, it’s all “new” when it comes to our educational presentations. Four practice groups take center stage – Commercial Law, Complex Tort & Product Liability, Employment & Labor Law, and lastly, Professional Liability – all promising to deliver the most up-to-date coverage of today’s hottest issues within each practice area. Our keynote speaker, Scott Stratten of Un-Marketing is guaranteed to shake up the way you view marketing as well as re-evaluate the way you conduct your sales efforts. Don’t miss this “jolt” to your marketing system.

But like all USLAW conferences, this event has equal parts education and equal parts fun. It’s during our afternoon activities and evening events that our attendees get a chance to really interact and get to know one another. We’ve created a diverse menu of activities from which to choose, designed to surely please this Fall’s diverse roster of conference attendees. Naturally, there will be plenty of opportunities to really explore some of our national treasures. Tour the city by bike or by Segway, get an insider’s tour of the U.S. Capitol, taste the culinary achievements of Old Town Alexandria, or visit Mt. Vernon, George Washington’s historic home.

Ready to retire for the day? We didn’t think so! Evenings provide new opportunities for fun and exploration. Dining Under the Arches at the Washington National Cathedral – an evening that promises the ultimate culinary experience. Enjoy authentic, local D.C. fare at the hip and eclectic Union Market, playing host to lots of local tastes, shops and entertainment. We’ll close the conference with our Salute to the Superheroes, as our favorite comic book pages leap to life in the ballroom of the Mandarin Oriental, Washington D.C.

Don’t miss this exceptional opportunity September 26-28 (or the 25th for the Cross-Border Exchange) in Washington, D.C. Join us in our nation’s capital!
**WEDNESDAY**

**SEPTEMBER 25**

**USLAW NETWORK/TELFA CROSS-BORDER EXCHANGE**

10:00 A.M. – 11:30 A.M.  
USLAW NETWORK/TELFA Attorney Business Meeting for Cross-Border Exchange Participants Only

11:00 A.M. – 12:00 P.M.  
Registration for USLAW NETWORK/TELFA Cross-Border Exchange

12:00 P.M. – 1:30 P.M.  
Lunch and Keynote Speaker for USLAW NETWORK/TELFA Cross-Border Exchange

1:30 P.M. – 5:00 P.M.  
Educational Sessions for USLAW NETWORK/TELFA Cross-Border Exchange

5:00 P.M. – 6:00 P.M.  
Reception for Attendees of USLAW NETWORK/TELFA Cross-Border Exchange

**USLAW NETWORK DIVERSITY COUNCIL RECRUITMENT FORUM**  
Hosted by Howard University

1:30 P.M.  
Motorcoach Departure for Participating Law Firms to Howard University

2:00 P.M. – 5:00 P.M.  
Recruitment Forum

5:00 P.M.  
Return to Mandarin Oriental

**THURSDAY**

**SEPTEMBER 26**

7:00 A.M. – 8:00 A.M.  
Breakfast for USLAW NETWORK Managing Partner and Law Firm Leaders Forum

8:00 A.M. – 11:00 A.M.  
USLAW NETWORK Managing Partner and Law Firm Leaders Forum

11:00 A.M. – 6:00 P.M.  
USLAW Conference Registration Open

11:00 A.M. – 2:00 P.M.  
USLAW NETWORK Board of Directors Meeting and Working Lunch

2:15 P.M. – 3:30 P.M.  
USLAW Client Leadership Council Meeting (Invitation Only)

2:30 P.M. – 5:00 P.M.  
Invited Client/Member Attorney/Corporate Partner One-on-One Meetings

- On Thursday afternoon, September 26, we’ve set aside time to have invited client guests schedule one-on-one meetings with our member attorneys and corporate partners. Only offered at the request of invited clients, these meetings provide an opportunity to learn more about firms/attorneys in jurisdictions where clients may be seeking assistance or relationships. As well, introductions can be made at the outset of the conference before the activities/sessions begin. Invited client guests will receive a survey by August 1, 2019 with more details and information regarding how to schedule these meetings.

5:00 P.M. – 6:00 P.M.  
USLAW Invited Client Only Reception

Open to Invited Clients, Guests, and Their Significant Others Only

5:00 P.M. – 6:00 P.M.  
USLAW NETWORK Member Business Meeting

Open to USLAW Member Attorneys and Corporate Partners Only

6:15 P.M. – 6:45 P.M.  
Motorcoach Departures to the Washington National Cathedral

6:45 P.M. – 7:30 P.M.  
Welcome Reception for All Conference Attendees at the Washington National Cathedral

7:30 P.M. – 10:00 P.M.  
Dining Under the Arches – Dinner at the Washington National Cathedral

**FRIDAY**

**SEPTEMBER 27**

7:00 A.M. – 12:00 P.M.  
USLAW Conference Information Desk Open

8:30 A.M. – 12:00 P.M.  
Spouse/Significant Other Optional Social Activities

7:00 A.M. – 9:00 A.M.  
Breakfast

Open for All Conference Attendees

8:15 A.M. – 8:30 A.M.  
Conference Opening Remarks

8:30 A.M. – 9:30 A.M.  
Keynote Address by Scott Stratten of Un-Marketing

9:45 A.M. – 12:00 P.M.  
(4) Educational Tracks

12:45 P.M. – 5:00 P.M.  
Optional Afternoon Social Activities for All Conference Attendees

6:30 P.M. – 6:50 P.M.  
Motorcoach Departures to Union Market

7:00 P.M. – 10:00 P.M.  
An Evening at Union Market

**SATURDAY**

**SEPTEMBER 28**

7:00 A.M. – 12:00 P.M.  
USLAW Conference Information Desk Open

8:30 A.M. – 12:00 P.M.  
Spouse/Significant Other Optional Social Activities

7:00 A.M. – 9:00 A.M.  
Breakfast

Open for All Conference Attendees

8:30 A.M. – 12:00 P.M.  
(4) Educational Tracks

12:45 P.M. – 5:00 P.M.  
Optional Afternoon Social Activities for All Conference Attendees

7:00 P.M. – 10:00 P.M.  
Salute to Superheroes in the Grand Ballroom, Mandarin Oriental
The Cross-Border Business and Transactions Exchange is created for management professionals and in-house counsel operating in multiple jurisdictions or considering expansion into new markets. The client-centric event features dynamic roundtable discussions in addition to peer-to-peer networking. Attendees will have the opportunity to share specific experiences with pre-eminent business attorneys from across North and South America, Europe and Asia who have expertise in a multitude of industries and practice areas.

USLAW NETWORK hosts this event in partnership with TELFA (Trans European Law Firm Alliance). The 2019 staging of the event marks our fourth year and, like 2018, will be held the day before USLAW kicks off its Fall 2019 USLAW NETWORK Client Conference also at the Mandarin Oriental, Washington, D.C.

RISK, REPUTATION, ETHICS AND GOVERNANCE: HOW TO USE GOVERNANCE RULES AND GOOD PRACTICE TO DELIVER TO THE BOTTOM LINE

Enron, WorldCom, RBS, Parmalat, BHS, Patisserie Valerie, Ted Baker, Uber, Talk Talk, Cambridge Analytica, Facebook, Instagram, Weinstein, Voge, Kelvin, #MeToo and more. The list could go on.

Each has been brought lower, and in some cases some have been brought down because of ethical and cultural failings, whether in the management of business risk, misuse of data or lacking internal controls resulting in fraud. In each, in the minds of customers and the public, fundamental flaws in the “DNA” of the businesses and their managers allowed such calumnies.

In a world that demands openness and transparency, the old business adage: “Decide, implement, deny” is now both wholly inappropriate and harmful. So, what should be the role of ethics within business in the 21st Century?

Could ethics be the key to protecting a company from risks and reputational harm, as well as be a driver of better performance? Is regulation needed to bring about positive change?

What is the role of regulation in determining behaviors? Do companies and managers behave ethically out of fear of regulatory intervention or for some higher reason? What can be done to change the behaviors of those whose standards fail?

The 2019 USLAW NETWORK/TELFA Cross-Border Business and Transactions Exchange will encompass all of the above in lively and informative discussions that will address the legal and business implications of good and bad behavior in and beyond the boardroom.
SCHEDULE OF EVENTS
WEDNESDAY - SEPTEMBER 24

10:00 A.M. – 11:30 A.M.
USLAW NETWORK and TELFA Member Attorneys Only Business Meeting

11:00 A.M. – 12:00 P.M.
Invited Client/Guest Registration

12:00 P.M. – 1:30 P.M.
Lunch and Keynote Speaker for All 2019 Cross Border Exchange Attendees

1:30 P.M. – 5:00 P.M.
Educational Sessions for USLAW NETWORK/TELFA Cross-Border Exchange

5:00 P.M. – 6:00 P.M.
Closing Reception

2019 USLAW
NETWORK/
TELFA CROSS-
BORDER
BUSINESS & 
TRANSACTIONS
EXCHANGE
EDUCATION
SESSIONS

Opening Kick-Off Session –
THE CASE FOR OPERATING ETHICALLY?

GOOD ETHICS AND GOOD CORPORATE GOVERNANCE: ARE THESE ESSENTIAL FOR THE BOARD ROOM OR JUST A “NICE TO HAVE?”
Business ethics comprise the moral and ethical beliefs and value systems which direct behaviors and decision making. Ethical requirements have been embodied into law ever since Moses began stone masonry on Mount Sinai. In our modern era, many ethical requirements are codified into law – e.g. duties to creditors, minimum wage, FCPA, UK Bribery Act, anti-trust, data protection, human rights and environmental regulation. Every corporation’s leadership team has a vital role to play because the ethical stance of any business is only effective when it begins with the “tone from the top.”

Through management philosophies based on ethical principles of business and behavior, an example and statement of purpose is set for all to follow. When done well, this then permeates through the organization and its supply chain guiding employees and others in making the right decisions for themselves and the business. Rather than slowing down the speed of corporate action, clear ethics and governance can lead to faster decision making, increased productivity and higher morale. A business that demands high standards of business ethics, will also require high-performing employees who are more likely to stay in a business that is itself high-performing, as this will build the brand. This interactive program will include headline grabbing examples from global business while focusing on corporate governance, rules and practices that can impact a company’s many stakeholders and have a direct impact on the company culture, reputation and financial success.

LEGAL CARROTS AND STICKS DRIVE THE CASE FOR ETHICAL BUSINESS
The governance landscape is one of both regulatory intervention and good business sense. Some will act well, regardless of any incentive or penalty, either because it is appropriate, good business sense or simply conscienceable. Others may not. There are laws that promote good behavior by imposing penalties (including prison): FCPA, UK Bribery Act and the regulation of remuneration in financial services to name just a few. In this interactive session, we will consider various laws and discuss how you can reward good behavior in order to promote ethical behavior, even if it means paying an executive or employee a bonus for doing their job right. Come ready to opine and discuss!

KEEPING SECRETS SECRET:
HOW TO ENSURE THAT CONFIDENTIAL INFORMATION REMAINS CONFIDENTIAL
You have worked hard and have developed and protected a great product that cannot be kept under lock and key, otherwise you will never monetize it. But can you effectively protect all your business secrets? What tactics will your competitors deploy to look inside your corporate treasury? Leave the front door locked – but always be mindful of the tactics others may use to climb in through the windows. There are several legal games that can be played and risks to be identified and managed. This session will focus on the strategies that may be used, whether you are a poacher or a gamekeeper, to protect a company’s key assets which, in our technological age, are increasingly both people and confidential information and proprietary trade secrets.
As the ultimate sales and marketing truth slayer, Scott helps organizations see their business through a new lens with his unconventional “unmarketing” views and vanguard approach to building and maintaining real customer relationships.

As the president of Un-Marketing, he has transformed how corporations like PepsiCo, Century 21, Fidelity and Microsoft do business with radical insights on how to engage better with customers through social and viral marketing. Named a top five social media power influencer by Forbes.com, Scott elevates the conversation by putting the focus back on what matters most to current and potential buyers, values like trust, authenticity, relationships and service. In 2018, Scott was inducted into the National Speakers Association Hall of Fame.

Drawing from his experience as a marketing industry innovator and the author of four best-selling business books, he convinces audiences to look at the big picture, which is about creating loyal, repeat customers who become brand evangelists because they genuinely love the goods or services you provide. With humor, passion and candor, Scott blends real world strategies with memorable stories that will completely change the way you market and sell, for the better.
In a city of impressive monuments, memorials, and historical sites, the Washington National Cathedral, with its soaring arches and gorgeous glass, will not be outshined. As the highest point in the city, standing at 676 feet above sea level, the Cathedral’s towers stretch above even the Washington Monument. A standing tribute to our country’s heritage of religious freedom and faith, the Cathedral is the definition of awe-inspiring. In its rich history, the Cathedral has played hosts to significant events, both religious and secular.

Join us as we open the conference with an intimate cocktail reception on the Walker Court, just outside the main entrance of the Cathedral. As the sun sets, the Cathedral doors will open and welcome us in for a delightful seated dining experience in the nave. Enjoy a surround sound presentation on the 1938 Great Organ of Washington National Cathedral, which boasts nearly 11,000 organ pipes.

6:15 P.M. – 6:45 P.M.  Motorcoach Departures from the Mandarin Oriental D.C.
6:45 P.M. – 7:30 P.M.  Welcome Reception on Walker Court at the Washington National Cathedral
7:30 P.M. – 10:00 P.M.  Seated Dinner in the Nave
The Union Market district is a developing area of Washington, D.C. defined by people, passion and possibility. It’s an urban village born from the diversity of the dreams and energy of the nation’s capital. Union Market’s warehouse-style food hall offers over 40 different food vendors on display where locals unify through global cuisine. This evening, the Union Market will transform into a chic private dining experience customized for USLAW. Celebrate with us as we enjoy live local entertainment out on the open-air patio under a night sky.

6:30 P.M. – 6:50 P.M. Motorcoach Departures from the Mandarin Oriental D.C.
7:00 P.M. – 10:00 P.M. Dinner and Entertainment at Union Market
USLAW NETWORK is coming off the page tonight for a classic comics-themed extravaganza! From pop art to superheroes to the funny pages, you’ll be delighted and diverted by the wide variety of entertainment being brought to life. Grab a themed cocktail from the bar, a quick bite from the costumed “super servers” circling the room, and show off your super moves as you burn up the dance floor! Whether you’re starring in your own comics panel or crafting a totally original superhero identity, we guarantee you’ll be “drawn” into this exciting evening from start to finish!
ARTIFICIAL INTELLIGENCE: WHAT IT MEANS TO THE LEGAL INDUSTRY AND TO YOUR BUSINESS
Artificial Intelligence ("AI") is here and it is starting to transform industries across the spectrum of products and services, including the legal industry. In this session, we will explore how AI is disrupting the legal industry in areas such as document review, legal research, due diligence, contract review and management, and even in predicting legal outcomes. We will discuss the benefits and pitfalls of AI and what you need to know to effectively adopt and use AI in your business and in your law firm.

“THAT’S NOT FAIR!” – UNFAIR BUSINESS PRACTICES AND WHAT YOU CAN DO ABOUT THEM
There is nothing more infuriating than building a successful business only to have competitors utilize unfair business practices to undermine that success. In this track we will explore the strategies you may use to counteract unfair business practices, including registration and enforcement of intellectual property, use and enforcement of non-compete and non-disclosure agreements, and how to address false and misleading advertising.

ALTERNATIVE DISPUTE RESOLUTION: THE ADVANTAGES AND DISADVANTAGES OF ARBITRATION AND MEDIATION
Alternative Dispute Resolution ("ADR") can be effective in avoiding the uncertainty and expense of litigation, but ADR is not without pitfalls. We will explore the advantages and disadvantages of arbitration and mediation and how to draft and enforce effective ADR contract provisions. We will also discuss how to select potential neutrals or arbitrators and how to enforce ADR decisions. Finally, we will hear from seasoned litigators on lessons learned in ADR proceedings.

RECENT DEVELOPMENTS IN INTERNATIONAL COMPETITION LAW: WHAT YOU NEED TO KNOW TO MAINTAIN MARKET COMPETITION
International competition laws are written and enforced to maintain market competition by regulating anti-competitive conduct by companies. However, for companies that produce and promote products and services across international borders, competition laws can be difficult to understand and harmonize. Our panel will explore cross-border competition considerations and discuss points to remember when conducting business in North America and Europe.

GENERAL COUNSEL FORUM: WHAT OUTSIDE COUNSEL NEED TO KNOW
This panel of USLAW client general counsel will discuss what they look for when hiring and using outside counsel. Our panel will explore what general counsel need and demand from outside counsel when it comes to litigation and corporate transactions. They will also impart advice on what in-house counsel require from outside counsel in areas such as business development, practice management, and communications. This lively and instructive Q&A should not be missed!
NUCLEAR VERDICTS IN PRODUCTS LIABILITY CASES: WHAT YOU NEED TO KNOW

Jury verdicts for products liability cases have been on the rise with tens of millions being awarded in compensatory damages and hundreds of millions being awarded in punitive damages for a single case. Just this month, a jury awarded over $2 billion in damages to a couple claiming that Roundup weed killer caused them to develop cancer. Plaintiffs’ attorneys say they will continue to litigate these cases until companies start taking responsibility for the health effects of their products. This session will discuss the ramifications of these “nuclear” jury verdicts and provide methods for companies to protect themselves against such litigation.

JUST SAYING NO: THE SUCCESSES, PERILS AND PITFALLS OF BELIEVING IN YOUR PRODUCT AND HOW IT CAN AFFECT LITIGATION

Plaintiffs’ attorneys continue to become more aggressive and expect that every defendant will litigate and settle cases on their terms. When a defendant just says “no,” it often rocks the world of both the plaintiff and the other defendants because they simply are not used to it. Product manufacturers rightfully say “no” and stand up for their products more than most defendants. This session will interactively discuss how truly standing up for a product rejects the all-too-common playbook and changes the tenor and strategy of a claim and case. During this interactive session clients, counsel and corporate partners will share their experiences and best practices for successfully and effectively just saying no.


The information available to consumers has changed drastically in the age of the internet. More and more, consumers will look to the internet as their first source of information about a product. Many companies publish their official user manuals and product warnings online. However, there is also an overwhelming host of information and disinformation disseminated through websites, YouTube, and social media platforms. This session will delve into the practical and legal implications of keeping up with the ever-evolving information age. Additionally, we will discuss how the culture of “trending,” “memes,” “influencers” and “internet challenges” (such as the Tide Pod Challenge) might impose new duties and previously unforeseen exposures upon product manufacturers.

PRODUCT RECALLS AND CRISIS MANAGEMENT: HOW TO PROTECT YOUR COMPANY DURING THE AGE OF MODERN MEDIA

A major product recall can become a nightmare for a crisis management team. And, social media is the double-edged sword of managing the crisis. Platforms like Facebook, Twitter, and Instagram can be an essential communication tool for effectively managing the crisis – but they can also make a crisis worse than ever if they are not used strategically. In the digital-social media age, scandals are spread and remain memorialized a few clicks away. This session will review steps which will assist with preparing for and managing a product recall crisis.

PRE-LITIGATION STRATEGIES FOR PREVENTING SPOLIATION OR MISSING EVIDENCE TRAPS IN ORDER TO AVOID NIGHTMARE SETTLEMENT NEGOTIATIONS AND VERDICTS

Parties have a duty to preserve evidence as soon as litigation is reasonably foreseeable, which can be well before a complaint is filed. Failing to preserve evidence can result in sanctions, including monetary sanctions, and can severely impact settlement negotiations, while greatly increasing litigation expenses. To avoid this, claim professionals need to take specific actions and implement policies to avoid spoliating evidence. This ranges from securing the incident scene and collecting and preserving physical evidence to retaining electronically stored information. This session will present examples of how litigation and settlement negotiations can go awry due to spoliation of evidence and will offer comprehensive solutions to avoid these traps on the front end.
EMPLOYMENT LAW HOT TOPICS
In this fast-paced and interactive session, panelists will address current issues and hot topics impacting the employment and labor law arena. New development and trends in the following areas will be addressed: medical/recreational marijuana updates; independent contractors/gig economy issues; California/New Jersey/key state updates; wage/hour – updates and proposed regulations; and arbitration/class action waivers.

ETHICAL ISSUES FOR IN-HOUSE LABOR/EMPLOYMENT ATTORNEYS
The #metoo era has brought new ethical challenges to in-house employment attorneys. In this session, we will cover internal investigations, new technology, use of social media, and workplace issues in the legal department.

REIGNING IN DISCOVERY AND LITIGATION COSTS
We all want to fight back against unreasonable discovery and other burdensome litigation demands. In this session, we will explore how technology can be used to control costs and creative and innovative ways to manage large amounts of litigation and control costs.

THE PROS AND CONS OF MANDATORY ARBITRATION AGREEMENTS: IS IT WORTH IT?
With the rising cost and frequency of litigation, arbitration agreements are becoming more and more common. During this discussion we will examine the pros and cons of implementing mandatory arbitration in employment agreements and also analyze how successful they have been.

WHAT YOU NEED TO KNOW ABOUT EMPLOYEE WHISTLEBLOWING ISSUES
We will discuss recent trends in whistleblowing litigation and agency enforcement, and how to set up internal controls and policies to address and report whistleblowing concerns.

EMPLOYMENT ISSUE ROUNDTABLE: WHAT KEEPS YOU UP AT NIGHT?
Whether it is a threatening employee, a pay inequity that has no easy solutions, or a difficult disability accommodation issue, we all have matters that are particularly daunting and are not subject to our standard approaches. In this interactive session we will discuss those issues and draw upon the collective experience of participants to share best practices.
INSURANCE FOR PROPOSAL SETTLEMENTS AND COSTS OF LITIGATION

There are new insurance and litigation financing products that are being marketed to reduce the risk plaintiffs (and their counsel) take when litigating and trying cases. These include products to insure the loss of a case at trial and to finance litigation for a percentage of the settlement or verdict in the case. The panel will discuss how these products can impact the defenses’ ability to timely and reasonably settle cases, how they can create issues as to who the true decision-makers are regarding case strategy and settlement, and how they open up potential waiver of privilege arguments defense attorneys can use in certain cases.

DEPOSITION PREPARATION FOR PROFESSIONAL DEFENDANTS AND 30(B)(6) DEPONENTS

The deposition of the professional defendant is still one of the – if not the – most important event in any professional liability defense case. The days of instructing clients to stick to “yes,” “no,” “I do not know,” or “I do not remember” answers are over. The panel, which will include a witness consultant and defense counsel, will discuss the importance of preparation and practice sessions, selling case themes throughout the deposition, combatting plaintiff’s counsel’s attempts to get the damning sound bite, and other important witness preparation advice. The panel will also discuss Rule 30(b)(6) depositions and how to identify and effectively prepare a corporate representative for deposition.

E-DISCOVERY, AUDIT TRAILS, AND OTHER ISSUES SURROUNDING THE PRESERVATION AND PRODUCTION OF ELECTRONIC RECORDS

We all are transitioning to a paperless practice. Lawyers, doctors, accountants, and other professionals increasingly have electronic files they believe constitute their “official file.” However, the “official file” often includes other electronic information such as video footage, phone data, audit trails, and incidental and collateral e-mails that are often the subject of discovery in this electronic age. This interactive session and panel will discuss how to handle the gathering and production of the electronic file, motion practice regarding the production of electronic files, how to address, handle, and object to audit trail and other similar requests, common spoliation of evidence arguments surrounding electronic files, and how to avoid creating the bad “paper” trail.

CONSENT POLICIES AND BAD FAITH

Consent policies in a professional liability setting frequently create tensions between the insured defendant and the insurance carrier given that issues of bad faith linger in the background when there is potential for an excess verdict. Given low policy minimum requirements on insurance for professionals in many states and rising expenses plaintiffs are seeking in their lawsuits, more and more professional liability cases are triggering potential excess exposure for the insured professional. This panel will discuss this growing trend, whether a consent policy is a consent to allow a settlement of the case or simply a consent to tender the policy limits, and how to combat plaintiff’s counsel’s attempt to drive a wedge between the carrier and insured.

TECH IN A COURTROOM

In this modern age, jurors expect their evidence to be in a technological form with fancy graphics and explanations in multi-colored, multi-media presentations. The panel will discuss how best to present a technologically competent case, effective products available to do so, the pitfalls that can plague any electronic presentation of evidence, and when an old-school foam board is still the best approach. The panel will also discuss the use of video depositions and how effective they are (or are not) when used to impeach a witness at trial.
AFTERNOON ACTIVITIES

Each person may select one Friday activity and one Saturday activity.

**CONGRESSIONAL SIGHTS:**
LUNCH AND VIP TOUR OF THE UNITED STATES CAPITOL BUILDING

**RISE AND GLIDE:**
D.C. SEGWAY TOUR

**AMBASSADORS OF SECRETS:**
BEHIND THE SCENES OF WATERGATE AND EMBASSY ROW

**OLD TOWN, NEW FLAVORS:**
ALEXANDRIA FOODIE EXPERIENCE

**RELAXATION AT THE SPA AT MANDARIN ORIENTAL, WASHINGTON, D.C.**

**AMERICA’S FIRST HOME:**
MOUNT VERNON TOUR AND LUNCH AT MOUNT VERNON INN

**PADDLE UP:**
KAYAKING THE POTOMAC

**PAST, PRESENT & FUTURE:**
NATIONAL MUSEUM OF AFRICAN AMERICAN HISTORY AND LUNCH AT KITH AND KIN

**THE FIGHT FOR FREEDOM:**
AN AFTERNOON OF LINCOLN

**SPYING ON THE CITY:**
TOUR OF THE BRAND-NEW INTERNATIONAL SPY MUSEUM

**COLLEGE GAME DAY AT DISTRICT WHARF**

**BIKE THE SIGHTS:**
D.C. BIKE TOUR
OPTION 1

CONGRESSIONAL SIGHTS: LUNCH AND VIP TOUR OF THE UNITED STATES CAPITOL BUILDING

On the city’s most prominent hill sits Washington’s most spectacular structure—the U.S. Capitol Building. This guided visit will take you behind the scenes of this magnificent building where the laws of our land are created. To kick off the afternoon, guests will enjoy a fabulous lunch at Charlie Palmer Steak (Friday) or Capital Grille (Saturday). Upon arriving at the U.S. Capitol, you will be amazed by Bernini’s “Apotheosis of Washington” in the Rotunda, learn the secret of Statuary Hall, and be offered an exclusive glimpse of the Congressional Chambers. Between the landmark’s detailed architecture and history as one of America’s most important buildings, there is no shortage of fascinating stories. Keep an eye out for a possible visit from a current or former member of Congress!

Includes three-course lunch, all drinks, walking tour with professional guides and former member of Congress, a flag previously flown over the U.S. Capitol with certificate of authenticity, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 12:45 P.M. Return by 5:00 P.M.
Transfer time: 15 minutes.
Limited to the first 50 registrants.

OPTION 2

RISE AND GLIDE: D.C. SEGWAY TOUR

Washington D.C. has numerous monuments, memorials and historical landmarks to take in. Just thinking about walking the city to see them all is exhausting! What to do? Take the D.C. Segway Tour, of course! This is one of the most sensational ways to visit the city. Instead of viewing just a few sights that the capital city has to offer on foot, you will ride on this “human transporter” and cover a lot more ground. The Segway is a self-balancing, personal transportation device that’s designed to operate in any pedestrian environment…plus it’s cool and fun. USLAW guests will be transported to the Segway staging area where, after an orientation session, guests will practice on the Segways until everyone feels comfortable and is ready to conquer D.C. The tour route will include the following landmark destinations: Holocaust Museum, Washington Monument, National Museum of American History, National Museum, White House, FBI Building, National Gallery of Art, and the U.S. Capitol.

Includes boxed lunch prior to activity, 2-hour Segway tour with professional guides, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 1:45 P.M. Return by 4:45 P.M.
Transfer time: 15 minutes.
Limited to the first 40 registrants.

Participants must be 16 years old, weigh between 100 to 260 pounds and cannot be pregnant.
OPTION 3

AMBASSADORS OF SECRETS: BEHIND THE SCENES OF WATERGATE AND EMBASSY ROW

Enjoy a walking tour down historic Embassy Row with a former CIA officer. Learn about prominent cases of espionage that unfolded here in Washington, D.C. and listen to insider stories from a veteran of the agency. The experience begins with a stop at the famous Watergate Hotel, where domestic espionage toppled a presidency and changed history forever. Lunch will be served at Kingbird Restaurant at the Watergate while groups get to experience the break-in suite through a privately led tour. Following lunch, guests will travel to nearby Embassy Row where on foot they will walk by several embassies while listening to stories about notorious spies.

Includes three-course lunch, all drinks, privately led Watergate scandal suite tour, walking tour of Embassy Row with former CIA officer, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 12:45 P.M. Return by 5:00 P.M.
Transfer time: 15 minutes.
Limited to the first 50 registrants.

OPTION 4

OLD TOWN, NEW FLAVORS: ALEXANDRIA FOODIE EXPERIENCE

Stroll the cobblestoned streets of Old Town Alexandria, one of the area’s most celebrated historic neighborhoods, while experiencing some of its hottest restaurants. Guests will move between three restaurants, offering superlative food and beverage experiences. At Virtue Feed & Grain, a former grain warehouse converted into a gorgeous celebration of history & food, guests will sample plates from the seasonal menu, crafted daily from scratch, while experiencing cocktail demos and handcrafted libations. At Mia’s Italian Kitchen, guests will step behind the white marble pizza bar to craft their own culinary marvels that will be fired in the brick pizza oven. At Vola’s, the Hi-Tide Lounge will offer a private hideaway where guests can delight in fresh seafood offerings straight off the docks, including an oyster luge! Better come hungry!

Includes private tastings and activities at three restaurants, all drinks, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 12:45 P.M. Return by 5:00 P.M.
Transfer time: 20 minutes.
Limited to the first 50 registrants.
OPTION 5
RELAXATION AT THE SPA AT MANDARIN ORIENTAL, WASHINGTON, D.C.
Honoring Mandarin Oriental’s eastern culture while incorporating local influences, the hotel’s signature Spa is 10,000 square feet of total luxury. Here you will find everything you can imagine to pamper and soothe mind, body and spirit. The spa boasts oversized relaxation lounges, amethyst crystal steam rooms, color therapy showers, as well as a vitality pool and ice fountain in the women’s lounge, and cool plunge pool in the men’s lounge. Every spa guest who books a body treatment or facial is invited to relax in the glorious heat and water oasis in order to soothe muscles and loosen limbs to prepare your body for the deepest therapeutic experience. Guests will have the option of either 50-minute Oriental Essence Massage, Deep Tissue Massage or Intensive Facial.

Includes 50-minute treatment and boxed lunch.
Limited to the first 32 registrants.
USLAW will contact those registered for a spa treatment four weeks prior to the conference for selection of treatment.

OPTION 6
AMERICA’S FIRST HOME: MOUNT VERNON TOUR AND LUNCH AT MOUNT VERNON INN
Venture beyond the city to Mount Vernon Estate, home of America’s first president, George Washington. The estate, gardens, and farm totaled some 8,000 acres in the 18th Century. Today, 500 acres of that historic property have been painstakingly preserved along the banks of the Potomac River. Within its boundaries are an exceptional collection of historical treasures, stories, and exhibits not to be missed. Following lunch at Mount Vernon Inn, our group will depart on guided walks of the grounds, which include access to the mansion and plantation gardens adjacent to the estate. You’ll find that George Washington was a noteworthy and forward-thinking horticulturist of his day. He also distilled his own Rye Whiskey to which each guest will depart with a tasting set.

Includes three-course lunch, all drinks, guided estate tour, George Washington rye whiskey set, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 12:45 P.M. Return by 5:00 P.M.
Transfer time: 30 minutes.
Limited to the first 50 registrants.
OPTION 7
PADDLE UP: KAYAKING THE POTOMAC
The mighty Potomac River, the lifeblood of our nation’s capital in its early days, flows steadily while the city grows around it. Take this opportunity to embark on a private kayak tour through these calm waters and take in landmark views on your cruise! Starting from Columbia Island Marina, located just outside of the boundaries of the District of Columbia, take a leisurely kayak ride down the river enjoying a serene afternoon away from the city. Along the way, professional tour guides will point out iconic structures like the Washington Monument, Lincoln Memorial, Jefferson Memorial, and many more! Never kayaked before? No problem! Instructors will be on hand to assist throughout the tour.

Includes box lunch, guided two-hour kayak tour on the Potomac River, and deluxe motor coach transfer. Depart the Mandarin Oriental, Washington, D.C. on motor coach at 1:30 P.M. Return by 4:45 P.M. Transfer time: 15 minutes. Limited to the first 40 registrants. Closed-toe shoes required.
OPTION 9
THE FIGHT FOR FREEDOM: AN AFTERNOON OF LINCOLN

For Abe Lincoln fans, this is your activity! Lunch will kick off at LINCOLN. LINCOLN is an expression of artistic collaboration in gastronomy and mixology design. Their seasonal menu showcases simplistic market fresh dishes by Chef Demetrio Zavala. Dishes are crafted from fresh ingredients supplied by local farmers, daily seafood catches by local fishermen, and artisanal meat from ranchers around the region. Following lunch, guests will be transported to President Lincoln's Cottage. Lincoln and family resided seasonally on the grounds of this home to escape the heat and political pressure of downtown Washington. It also served as the summer White House for Presidents Rutherford B. Hayes and Chester A. Arthur. Finally, no Lincoln tour would be complete without a visit to the Lincoln Memorial itself.

Includes three-course lunch, all drinks, guided tour of Lincoln’s Cottage, visit to the Lincoln Memorial, commemorative gift, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 12:45 P.M. Return by 5:00 P.M.
Transfer time: 15 minutes
Limited to the first 50 registrants

OPTION 10
SPYING ON THE CITY: TOUR OF THE BRAND-NEW INTERNATIONAL SPY MUSEUM

Discover the recently re-located and truly extraordinary International Spy Museum! Start with a casual lunch with a view at Del Mar located at the Wharf, D.C.'s newest waterfront hotspot. Following lunch, guests will take a short trip to the International Spy Museum, one of D.C.'s most anticipated re-openings of 2019 (Opened May 13). This multilevel museum contains exhibits and artifacts that document international espionage throughout the years, offering guests a unique and exciting insider experience. As we wrap up the afternoon, each participating guest will receive a copy of the book “Spy Sites of Washington, D.C.: A Guide to the Capital Region’s Secret History.”


Depart the Mandarin Oriental, Washington, D.C. on motor coach at 12:45 P.M. Return by 4:30 P.M.
Transfer time: 15 minutes
Limited to the first 50 registrants.
OPTION 11

**COLLEGE GAME DAY AT DISTRICT WHARF**

Walk on down to District Wharf, D.C.’s newest waterfront hotspot, and join us for a leisurely afternoon of college football and drinks. Nothing says Saturday afternoon quite like college football. And no other place delivers perfect fall football weather like the East Coast. Join us at one of D.C.’s favorite bars as we gather for an afternoon on the gridiron. Ideally designed for OCFV (Optimum College Football Viewing), today’s destination will keep you right on top of the action. And of course, no football watching experience is complete without the likes of burgers, wings and all your favorite gastro-pub selections. We’ll have all the games... all the food... and all the fun!

Includes buffet style lunch, all drinks, viewing of live college football games, and private networking space.

Depart the Mandarin Oriental, Washington, D.C. by foot at leisure. Return at leisure.

Transfer time: 6 minutes

Limited to the first 100 registrants.

OPTION 12

**BIKE THE SIGHTS: D.C. BIKE TOUR**

See many of Washington, D.C.’s magnificent monuments and sights on a D.C. Bike Tour. Knowledgeable, entertaining guides will lead a historical, architectural, cultural, and informative experience while visiting more than 55 landmarks in approximately 2.5 hours. Touring the nation’s capital by bicycle offers an opportunity to visit many memorable, and sometimes remote, places. Our tour starts in downtown Washington where we will pick up bikes and meet our guides who will match you with a 21- or 24-speed bicycle fitted to your appropriate size.

Includes box lunch prior to activity, guided bike tour, helmets, water bottles, light snack, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 1:45 P.M. Return by 4:15 P.M.

Transfer time: 15 minutes.

Limited to the first 40 registrants.

Participants must be 16 years old, weigh between 100 to 260 pounds and cannot be pregnant.
OPTION 1

DISCOVER ROCK & ROLL: THE MANSION ON O STREET

Hidden rooms, more than 70 secret doors, and memorabilia from artists ranging from The Beatles to The Rolling Stones? Discover all of this and more in one of the most unique “museum” experiences in the world at the Mansion On O Street. Originally designed by the architect of the Capitol, these four houses comprise a single sprawling property in Northwest D.C., now operating as a luxury boutique hotel with a singular claim to fame. The intricate levels, themed rooms, and hidden passages are filled with object d’art, artifacts, furnishings, and pop culture memorabilia, each with their own exciting story. Rated as one of the world’s top five historic venues to explore by the Smithsonian, you will enjoy a private continental breakfast in one of the spacious dining rooms, followed by a scavenger hunt where teams search for rock-and-roll artifacts throughout all four floors. Plus, everything on the walls is for sale!

Includes continental breakfast, all drinks, self-guided exploration of the mansion, scavenger hunt, and deluxe motor coach transfer.

Depart the Mandarin Oriental, Washington, D.C. on motor coach at 8:30 A.M. Return by 12:00 P.M.

Transfer time: 25 minutes.

Limited to the first 40 registrants.

OPTION 2

RELAXATION AT THE SPA AT MANDARIN ORIENTAL, WASHINGTON, D.C.

Spa is 10,000 square feet of total luxury. Here you will find everything you can imagine to pamper and soothe mind, body and spirit. The spa boasts oversized relaxation lounges, amethyst crystal steam rooms, color therapy showers, as well as a vitality pool and ice fountain in the women’s lounge, and cool plunge pool in the men’s lounge. Every spa guest who books a body treatment or facial is invited to relax in the glorious heat and water oasis in order to soothe muscles and loosen limbs to prepare your body for the deepest therapeutic experience. Guests will have the option of either 50-minute Oriental Essence Massage, Deep Tissue Massage or Intensive Facial.

Includes 50-minute treatment and boxed lunch.

Limited to the first 32 registrants.

USLAW will contact those registered for a spa treatment four weeks prior to the conference for selection of treatment.
A visit to Washington D.C. is bound to be a thoughtful experience. This is recognized as the most influential city in the world; home to the President of the United States and his government; the seat of power for 320 million people.

The fact that the face of the city features in daily news bulletins, numerous thrillers and television dramas, brings a unique sense of familiarity. Then you see all those sites in reality, from the Lincoln Memorial to the White House and the drama of the moment can make a surprisingly deep impression.

A city of monuments to power, achievement and discovery, this is the fascination of Washington, from the graves of the unknown soldier and space challenger crew to the eighteen superb museums of the Smithsonian Institution, holding a wealth of history and knowledge. A visit to Washington will be informative, inspiring and of significant importance.

Located two blocks from the National Mall on the Southwest Washington Waterfront, this sophisticated reserve offers guests prestigious access to an evolving world capital of power, art and culture. Reflecting the architecture of the neo-classical monuments and museums that surround it combined with a delightful Asian flair. The hotel provides the bespoke, highly personalized experience that are the hallmark of Mandarin Oriental, and is located just 10 minutes from Ronald Reagan National Airport (DCA) and 40 minutes from Dulles International Airport (IAD).

• Just streets away from the nation’s most revered monuments and the Smithsonian Institution, the hotel is also within easy reach of District Wharf, Georgetown, Capitol Hill and the White House, and walking distance from the Jefferson Memorial, Washington Monument, Smithsonian Castle, United States Holocaust Memorial Museum and the National Museum of Air & Space.

• 373 breathtaking deluxe hotel rooms including 51 luxurious suites, all with either captivating views of the Potomac Tidal Basin and Jefferson Memorial, or district views and the Washington Monument.

• Relaxed, all-day dining with an Asian-inspired twist at Muze, the hotel’s signature restaurant, and the Empress Lounge with views overlooking the Marina and Garden.

• The 10,000 square foot Spa at Mandarin Oriental conveys a feeling of serenity and relaxation.
**CONFERENCE PARTICIPANT (CP)**

<table>
<thead>
<tr>
<th>FULL NAME (E.G., JOSEPH A. SMITH)</th>
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- By registering for this conference, you agree to let your information be shared within the Fall 2019 Conference app.

**CONTINUING LEGAL EDUCATION (CLE) LIST YOUR STATE AND BAR NUMBER**

**CONTINUING EDUCATION (CE) FOR INSURANCE ADJUSTORS LIST YOUR STATE AND LICENSE NUMBER**

**Please Select Track You Primarily Plan To Attend:**
- Track 1 – Commercial Law
- Track 2 – Complex Tort & Product Liability
- Track 3 – Employment & Labor Law
- Track 4 – Professional Liability

**SPouse/Significant Other (S) FULL NAME**

**NICKNAME ON BADGE**

**REGISTRATION**

**PLESe CHECK THE EVENTS YOU WILL ATTEND**

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<thead>
<tr>
<th>WED SEPT 25</th>
<th>USLAW NETWORK/TELFA Cross-Border Exchange</th>
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<tr>
<td>THU SEPT 26</td>
<td>Reception/Dining Under the Arches, Dinner at Washington Nat’l Cathedral</td>
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<td>FRI SEPT 27</td>
<td>An Evening at Union Market</td>
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<tr>
<td>SAT SEPT 28</td>
<td>Conference Closing Evening Event – Salute to Superheroes</td>
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**OPTIONAL FRIDAY AFTERNOON ACTIVITIES**

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<th>FRI SEPT 27</th>
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<td>Rise and Glide: D.C. Segway Tour</td>
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<td>Ambassadors of Secrets</td>
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<td>Old Town New Flavors</td>
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<td>Relaxation at the Spa</td>
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<td>America’s First Home: Mount Vernon Tour</td>
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<td>7</td>
<td>Kayaking the Potomac</td>
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<td>Past, Present &amp; Future / African American History Museum</td>
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<td>The Fight for Freedom: An Afternoon with Lincoln</td>
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**OPTIONAL SATURDAY AFTERNOON ACTIVITIES**

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<th>SAT SEPT 28</th>
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<td>College Game Day at District Wharf</td>
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<td>8</td>
<td>Bike the Sights: D.C. Bike Tour</td>
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**OPTIONAL MORNING ACTIVITIES FOR SPOUSES/GUESTS**

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<tr>
<th>FRI SEPT 27</th>
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<th>The Mansion on O Street</th>
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<td>Relaxation at the Spa</td>
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<td>SAT SEPT 28</td>
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<td>Relaxation at the Spa</td>
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*ATTENTION SPA LOVERS: Each attendee can only select a total of ONE spa package.*
### AIRLINE TRAVEL

Please read carefully below and select the option that is appropriate per your organization’s guidelines.

- I request USLAW purchase airline ticket(s) on my behalf.
- I will purchase my own ticket(s).

**COMPLETE THE FOLLOWING SECTION REGARDLESS OF SELECTION ABOVE**

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<th>Passenger #1: Invited Client Name Exactly As It Appears on your ID</th>
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**HOME ADDRESS (Complete Only If USLAW Purchasing Airfare)**

- Home Address
- City, State, Zip
- Cell Phone (Day of Travel)

**TRAVEL PREFERENCES (Complete Only If USLAW Purchasing Airfare)**

- Arrival Date
- Preferred Departure Time
- Departure Date
- Preferred Return Time
- Airport for Departure
- Airport to Return

**AIRLINE (Complete Only If USLAW Purchasing Airfare)**

- Preferred Airline
- Passenger #1 Frequent Flyer Number
- Passenger #2 Frequent Flyer Number
- Alternate Airline (If Preferred Airline Not Available)
- Passenger #1 Frequent Flyer Number
- Passenger #2 Frequent Flyer Number

**EMERGENCY CONTACT INFORMATION (REQUIRED):**

- Emergency Contact Name #1
- Cell Number
- Relationship
- Emergency Contact Name #2
- Cell Number
- Relationship