his annual favorite is designed to give associates and those new to the defense practice an in-depth preparatory course in this specialized field. Presented by experienced local attorneys, court personnel and claims adjusters, the seminar series will provide advice on interacting with clients, discuss strategies for resolving claims, and will identify the skills necessary to defend a client in the context of civil litigation.

MCLE CREDITS

This activity has been approved for Minimum Continuing Legal Education credit by the State Bars of California and Nevada in the amount of 12.0 hours. The ADCNCN certifies that this activity conforms to the standards for approved education activities prescribed by the rules and regulations of the State Bars of California and Nevada.

TOPICS TO BE COVERED

Week 1: Successful Partnering with In-House Counsel and Claims Adjusters: Communicating, Reporting and Efficiently Resolving Claims

Week 2: Tips and Tricks for the Effective Use of Discovery
/ Convincing the Judge to Grant Your Discovery
Motion

Week 3: The Fine Art of Taking and Defending Depositions

Week 4: The Top Ten Mistakes Attorneys Make
When Participating in ADR

Week 5: Taking the Stress Out of Preparing for a Trial

Week 6: Conducting a Trial

PROGRAM CHAIRS

Laura S. Flynn – Chair Low, Ball & Lynch, San Francisco, CA

David Rosenbaum – Vice-Chair McDowall * Cotter APC, San Mateo, CA

SPECIAL THANKS

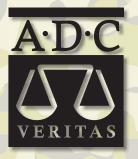
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BASIC TRAINING FOR CIVIL DEFENSE ATTORNEYS

SAN FRANCISCO, CA

SEP. 13 - OCT. 18, 2011 (6 Week Series)

ASSOCIATION OF DEFENSE COUNSEL
OF NORTHERN CALIFORNIA AND NEVADA

BASIC TRAINING: SERIES XVI

Basic Training for Civil Defense Attorneys

SEPTEMBER 13 - OCTOBER 18, 2011 • SAN FRANCISCO, CA

PROGRAM:

WEEK 1 (9/13): Successful Partnering with In-House Counsel and Claims Adjusters: Communicating, Reporting and Efficiently Resolving Claims

David S. Rosenbaum, *McDowall * Cotter APC* **Vicki Campbell,** *Nonprofits' Insurance Alliance of California*

WEEK 2 (9/20): Tips and Tricks for the Effective Use of Discovery / Convincing the Judge to Grant Your Discovery Motion

Katherine Gallo, Esq., Discovery Referee, Special Master, and Mediator **Terilynn Diepenbrock,** ADC Member

WEEK 3 (9/27): The Fine Art of Taking and Defending Depositions

Gregory D. Pike, Knox Ricksen LLP **David M. Daniels**, Gurnee & Daniels LLP **Michael C. Kronlund**, Law Offices of Quinn & Kronlund

WEEK 4~(10/4): The Top Ten Mistakes Attorneys Make When Participating in ADR

Hon. Bonnie Sabraw, ADR Services, Inc. Steve Shatz, John Glenn Adjusters Laura Flynn, Low, Ball & Lynch

WEEK 5 (10/11): Taking the Stress Out of Preparing for Trial

Michael G. Descalso, Greene, Chauvel, Descalso & Minoletti James N. Sinunu, Sinunu Bruni LLP

WEEK 6 (10/18): Conducting a Trial

Robert A. Morgenstern, Maranga Morgenstern Charles Horn, LeClairRyan

Location:

Gordon & Rees 275 Battery Street 20th Floor San Francisco, CA 94111 www.gordonrees.com

SCHEDULE:

Registration: 5:30 pm - 6:00 pm

Program:6:00 pm - 7:30 pm

Q & A Session:7:30 pm - 8:00 pm

SAN FRANCISCO, (fee includes all six sessions, materials and light refreshments) from the per additional member \$395 per attorney Registration Fee

Attendee:State Bar #	Phone: Fax: E-Mail:	Cancellations: Registrants must cancel in writing at least one week prior to the seminar. Refunds less \$50 proce: Method of Payment:
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— Register Online at www.adcncn.org —