

# MEADOWLANDS SEMINAR 2015



NEW JERSEY  
ASSOCIATION  
for JUSTICE

EDUCATIONAL FOUNDATION, INC.  
Formerly ATLA-NJ Educational Foundation

## Law Office Management for Small Firms The Business of Law: Going Solo, Making a Move or Taking the Final Bow

### Program Co-Chairs

Howard D. Popper, Esq.

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Law Offices of Carlo Scaramella, LLC

Marlton, NJ

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The Vigilante Law Firm

Mullica Hill, NJ

### Location

Friday, November 20, 2015

Hilton Meadowlands

East Rutherford, NJ

9:00 am - 12:00 pm

TIME	PROGRAM
6:30 am - 8:30 am	Litigation at Sunrise
8:00 am - 9:00 am	Continental Breakfast & Registration • Exhibit Hall
9:00 am - 9:30 am	Law Firm Mergers – What are the Factors to Consider Retirement Planning – How to Plan for Your Retirement <i>Joel A. Rose • Joel A. Rose &amp; Associates, Inc. • Cherry Hill, NJ</i>
9:30 am - 10:00 am	Buying or Selling an Existing Law Practice Ethics of Buying or Selling a Practice <i>Nathaniel S. Wasserstein, Esq. • Nyack, NY</i>
10:00 am - 10:40 am	Practical Realities of How to Acquire an Existing Law Practice and Integrate it Into Your Firm - What You Should Consider Before Merging Your Practice or Moving Firms - Ethical Issues and Concerns: Notifying Clients, Taking Files, Fee Sharing <i>Eric G. Kahn, Esq. • Springfield, NJ</i> <i>Saul G. Gruber, Esq. • Mount Laurel, NJ</i>
10:40 am - 10:55 am	Coffee Break • Exhibit Hall
10:55 am - 11:10 am	Our Experience and Tips for Success <i>Hon. Kenneth C. Strait Jr. • Montclair Municipal Court • Montclair, NJ</i>
11:10 am - 11:30 am	Legal Malpractice Insurance – Prior Acts Coverage for When You Start a New Firm or Join a New Practice and Tail Coverage for When You Leave or Retire From the Practice <i>Gary L. Pinckney, Esq. • Hackensack, NJ</i>
11:30 am - 11:45 am	Advertising – Print, Web, Electronic, Other – What is the Best Way to Build and Develop a Successful Practice Whether Solo or Small Firm <i>Walter Kilby • Dex Media • Paramus, NJ</i>
12:00 pm - 1:00 pm	Luncheon • Exhibit Hall

This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 3.0 hours of total CLE credit. Of these, 0.0 qualify as hours of credit for ethics/professionalism, and 3.0 qualify as hours of credit toward certification in civil trial law.

Over ➡

\* \* \* Special Offer \* \* \*

**Join NJAJ & Save \$300 on Meadowlands Seminar registration.**

If you join the New Jersey Association for Justice when registering for the Meadowlands Seminar 2015 you will receive the Member registration fee (\$200 less than the non-member rate) and as a part of this special offer you will receive an additional \$100 off of the registration fee.

You can join NJAJ on line at [www.nj-justice.org](http://www.nj-justice.org).

**NJAJ Goes Digital...**

The seminar course materials for the unrestricted programs will be online for attendees to download on November 13, 2015. Each registrant will receive a CD-ROM containing the course material onsite.

**4 WAYS TO REGISTER**

	PHONE 800.662.0070
	FAX 609.396.2463
	MAIL NJAJ Educational Foundation, Inc. 150 West State St. Trenton, NJ 08608
	WEB SITE <a href="http://www.nj-justice.org">www.nj-justice.org</a> <small>9.24.15</small>

**Onsite/**

**Door Registration:**

An additional \$25 will be added to all program fees for onsite registration.

**NJAJ Diversity Information - (Voluntary)**

*The purpose of this information is limited solely to making sure that we express the diversity of our membership in our educational and other outreach programs. It is for internal use only.*

*View the Full NJAJ Diversity Policy - [www.nj-justice.org](http://www.nj-justice.org).*

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|--|-----------------------------------|-----------------------------------|
| <input type="checkbox"/> Black (African American)            | <input type="checkbox"/> Asian    | <input type="checkbox"/> Disabled |
| <input type="checkbox"/> Native Hawaiian or Pacific Islander | <input type="checkbox"/> Hispanic | <input type="checkbox"/> LGBT     |
| <input type="checkbox"/> American Indian or Alaskan Native   | <input type="checkbox"/> Female   |                                   |

**Registration For Meadowlands Seminar 2015**

**Wednesday I will primarily attend: (Additional Fee for Wednesday's Seminars - \*Regular Members Only!)**

- ☐ Finding the "Goods" on Bad Experts\*   ☐ Preparing for a Verbal Threshold Trial\*   ☐ Matrimonial Law

**Thursday I will primarily attend:**   ☐ Auto   ☐ Criminal/Municipal Law   ☐ Employment   ☐ Learn from the Legends

- ☐ Matrimonial   ☐ Nursing Home Mock Trial

**Friday I will primarily attend:**   ☐ Ethics   ☐ Getting to Know Your Jury   ☐ Hot Topics   ☐ Mass Tort   ☐ Medical Malpractice

- ☐ Law Office Management for Small Firms   ☐ Verbal Threshold: Mock Trial   ☐ Workers' Comp

**I will also attend:**   ☐ Women Litigators' Luncheon (Thur.)   ☐ Minority Trial Lawyers Luncheon (Fri.)   ☐ Litigation at Sunrise (Fri.)

**FEE for:**

	<b>Members</b>	<b>Non-Members</b>
<b>Wednesday Programs - Restricted Programs:</b> (If registering for Wednesday Only)	\$295	N/A
(If registering for the Meadowlands Seminar)	\$195	N/A
<b>Matrimonial Law:</b> (If registering for the Wednesday Only)	\$295	\$395
(If registering for the Meadowlands Seminar)	\$195	\$295
<b>Attorneys:</b> (Includes both Thursday & Friday programs & food functions.)	\$450	\$645
Additional Attorneys	\$425	\$625
<b>Public Service Attorneys:</b>	\$295	\$295
<b>Paralegals and Legal Secretaries:</b>	\$250 (One Day Only)	\$325
(Includes all food functions.)	\$325 (Full Program)	\$395

**Full-Time Judges, Judicial Law Clerks,**

**Full-Time Law School Professors and Law School Student Members: (Complimentary)**

Pre-registration is required to determine expected attendance.

*An additional \$25 will be added to all program fees for onsite registration.*

☐ Enclosed is my check in the amount of \$ \_\_\_\_\_

☐ Please charge my:   ☐ Visa   ☐ MasterCard   ☐ American Express   ☐ Credit Card on File

Cardholder's Name: \_\_\_\_\_

Cardholder's Account #: \_\_\_\_\_ Exp. Date: \_\_\_\_\_

Name: \_\_\_\_\_ Bar Date: \_\_\_\_\_

Firm Name: \_\_\_\_\_

Address: \_\_\_\_\_

City, State Zip: \_\_\_\_\_

Phone : \_\_\_\_\_ Fax: \_\_\_\_\_

E-Mail: \_\_\_\_\_

If you have a disability that will require special assistance or services, please attach a letter describing your needs.