



THE CANADIAN
BAR ASSOCIATION

L'ASSOCIATION DU
BARREAU CANADIEN

INFLUENCE. LEADERSHIP. PROTECTION.

8th Annual Canadian Bar Association Law Firm Leadership Conference

October 28-30, 2012 ♦ Hyatt Regency Hotel, Calgary

Program

Now in its eighth year, the CBA's Law Firm Leadership Conference has become the essential professional development event for managing partners and up-and-coming law firm leaders in Canada.

Join managing partners, practice group leaders, law firm committee chairs, firm executive committee members, general counsel and senior in-house counsel for an unparalleled opportunity to interact with your peers and effectively address today's most critical law firm management challenges.

Conference Keynote Speaker



Trevor Faure

Join us on October 29 to hear Trevor Faure speak about the Smarter Legal Model which has been proven to:

- Increase legal output without increasing cost or headcount by maximising individual and team potential.
- Improve both compliance and client satisfaction at the same time.
- Replace the traditional law firm-client tension with a mutually profitable partnership.
- Reduce legal costs significantly.

Trevor is the Global Leader & Partner, Legal Services of Ernst and Young Global. He created and authored *The Smarter Legal Model: more from less* the award-winning application of world-class business methodologies to maximise legal efficiency and effectiveness (www.practicallaw.com/about/morefromless). The Model has been the keynote subject of legal conferences and journals worldwide. During his 24 year career, Faure has also served as: Vice-President and General Counsel of Tyco International EMEA, Legal Director, Dell Computer EMEA and Senior Counsel, Apple Computer EMEA.

"..one of the most creative and systematic thinkers about contemporary business law."

Ben W. Heineman, Jr., Former GE Senior Vice President for Law.

"..one of a handful of dynamic, young lawyers who are transforming the legal market...clearly a pioneer".
The Times, February 2010.

THANK YOU TO OUR DINNER SPONSOR AND HOST:

 **Bennett
Jones**



LAW FIRM LEADERSHIP BOOT CAMP

SUNDAY, OCTOBER 28, 2012

7:30-8:30 **Boot Camp Registration and Breakfast**

8:30-5:00 **Meeting the Leadership Challenge: Boot Camp for New Managing Partners & Group Leaders**

Today's law firm leaders are being challenged to develop their leadership skills at three important levels: as individuals, in groups and within the firm as a whole. This highly interactive workshop provides participants with an opportunity to increase their knowledge, raise their self-awareness and hone their skills through a combination of presentation, group discussion and one-on-one debriefing sessions.

Strategies covered include:

- the leadership imperative in today's law firm
- assessing and developing your personal leadership style
- the role of the leader in setting direction, building consensus & getting things done
- earning and using political capital
- leading teams and fostering collaboration
- managing conflict
- strategic planning 101

By the end of the program, participants will understand the unique challenges of law firm leadership; appreciate the distinction between leadership and management; and have a greater appreciation of their own individual strengths, style and personality and their ability to use these tools at the individual, team and firm level.

Participants will complete two diagnostics (Personality and Conflict) and leave with lots of materials and tools they can use immediately in their firms. The workshop also offers each participant an opportunity to discuss issues confidentially with the program faculty, at mutually convenient times during the conference.

Faculty: **Karen M. MacKay**, MBA, CHRP, CHIC, President, *Phoenix Legal Inc.*
Stephen Mabey, B.Comm, CA, *Applied Strategies, Inc.*

"I have attended many leadership programs over my years of practice - this one was superior. Why? It was intelligent and had depth, it was well researched, highly focused and relevant for the audience."

Program

LAW FIRM LEADERSHIP CONFERENCE

MONDAY, OCTOBER 29, 2012

7:30-8:30 Breakfast & Registration

8:30-8:40 Welcoming Remarks by Conference Chair
Gary Luftspring, Partner, Ricketts, Harris

8:40-9:30 Keynote Address
Trevor Faure, Global Leader and Partner, Legal Services, Ernst & Young Global
Presented in conjunction with Canadian Corporate Counsel Association (CCCA)
Master Class for General Counsel

9:30-12:15 "The Right Fit: Identifying the True Predictors of Success within Your Firm"

What makes for a successful lawyer in your firm? Do you know what qualities make for an excellent partner? An excellent leader? Is there a way to predict, when recruiting, which candidates will best fit with your firm? Which ones will stay and thrive? This informative session will provide you with deep insights about how to identify the attributes of a successful lawyer within your firm, and the kinds of attributes that lead to success in law firms in general. An interactive session and panel discussion will help attendees gain a better understanding of how these important competencies can lead to a strategic advantage in recruiting and retaining talent, and delivering superior legal services.

Facilitator: Dr. Larry Richard, LawyerBrain

Panel: Gary Luftspring, Partner, Ricketts, Harris, Toronto
Jean van der Lee, former Managing Partner, Field Law, Calgary
John Rogers, Chief Executive Officer, Stewart McKelvey, Halifax
Ron Deyholos, Partner, Torys LLP, Calgary
Stephanie Willson, Chief Professional Resources Officer, McCarthy Tétrault, Toronto

12:15-1:45 Keynote address by Mayor Naheed Nenshi followed by Networking Lunch with CCCA General Counsel

2:00-5:00 The Changing Dimensions of Risk

Managing risk in law firms has evolved markedly in recent years, as firms grow larger and expand their business scope. Today's law firms are faced with new risk exposures which require ever more vigilant practice management. In a stressed economic environment, blaming the lawyers can be tempting for many clients. Cyber attacks are bolder and more sophisticated. Law firms are struggling to keep up with evolving technologies, some which pose unprecedented risks to the protection of confidential information. Law firm mergers and lateral partners further muddy the waters. How vulnerable is your firm in this rapidly changing environment? This program brings together one of North America's leading experts on law firm risk, a legal insurance executive with a global profile on claims prevention and practice management and a risk management counsel from one of Canada's largest firms. Join us for this critical session on risk management and learn how to better protect yourself, your firm and your clients.

Facilitator: Chantal Chatelain, Managing Partner, Langlois Kronström Desjardins, Montreal

Panel: Anthony Davis, Partner, Hinshaw & Culbertson, New York
Dan Pinnington, Vice President, Claims Prevention & Stakeholder Relations, LAWPRO, Toronto
Simon Chester, Partner, Heenan Blaikie, Toronto

6:00 to 9:30 Dinner
Sponsored and hosted by Bennett Jones LLP
(4500 Bankers Hall East, 855 2nd St. SW)



TUESDAY, OCTOBER 30, 2012

7:30-8:30 Breakfast & Registration

8:30-10:00 Globalization, Merger and Expansion: Challenges and Opportunities

With its stable economy and abundant natural resources, Canada is the prime target of global law firms seeking to expand. Large Canadian firms are being courted and are weighing the advantages and challenges of merging with an international firm. Does the globalization trend constitute a threat to firms who do not merge with a global giant? What are the benefits and challenges of this option compared to other models for law firm expansion? Will further mergers result in other Canadian firms “bulking-up” to meet the threat or capitalize on opportunities? Join us for a lively dialogue on the options for expansion and the future of the Canadian legal market.

Facilitator: Stephen Shamie, Managing Partner, Hicks Morley, Toronto

Panel: Bill Tuer, Senior Partner, Norton Rose, Calgary
Scott Jolliffe, Chair & CEO, Gowlings, Toronto
Anthony Davis, Partner, Hinshaw & Culbertson, New York

10:00-10:15 Refreshment Break

10:15-12:00 Succession Planning: How to Effectively Transition Client Relationships

Many law firms are ill-prepared to deal with the departure of their most senior partners. Law firm leaders find themselves grappling with the challenge of effecting the seamless transition of client relationships. Succession planning is often complex and fraught with sensitivities. Evolving case law may force law firms to revisit mandatory retirement provisions in their partnership agreements. This important session will provide expert advice on how to develop a strategic and proactive approach and avoid being caught unprepared.

Facilitator: Tim Leishman, Managing Director, Firm Leader, Toronto

Panel: Will Westeringh, Managing Partner, Fasken Martineau, Vancouver
Jim Casey, Managing Partner, Field Law, Edmonton
Stephen Shamie, Managing Partner, Hicks Morley, Toronto

12:00 Closing Remarks & Conclusion

Program

Accreditation:

LFL Boot Camp:

*The time spent attending this program (7.5 hours) is eligible for credit towards the annual continuing professional development (CPD) requirement in all mandatory CPD jurisdictions, **except British Columbia**, and includes **5.25** hours of content on ethics, professional responsibility and/or practice management issues (not eligible for professionalism credit in British Columbia). This program has been accredited by the Law Society of Upper Canada (LSUC) for **5.25 hours** of Professionalism Credit.*

LFL Conference (all mandatory CPD jurisdictions **except British Columbia**):

*The time spent attending this program (10 hours) is eligible for credit towards the annual CPD requirement in all mandatory CPD jurisdictions and includes **4.75 hours** of content on ethics, professional responsibility and/or practice management issues. (This program has been accredited by LSUC for **4.75 hours** of Professionalism Credit)*

LFL Conference (**British Columbia**):

The time spent attending the following sessions is eligible for ethics, professional responsibility and/or practice management credit towards the annual CPD requirement:

The Changing Dimensions of Risk (3 hours)

Succession Planning: How to Effectively Transition Client Relationships (1.75 hours)

2012 ORGANIZING COMMITTEE

Planning the CBA National Conference on Law Firm Leadership takes time and dedication. We would like to introduce and thank the following leaders who have agreed to be part of our organizing committee. Their collective experience across diverse segments of the legal profession helps us deliver the very best programming possible.

Conference Chair:

Gary H. Luftspring, Partner, Ricketts, Harris LLP (Toronto)

Committee Members:

Norm Bacal, National Co-Managing Partner, Heenan Blaikie (Toronto)

Joan Bercovitch, Deputy CEO, Canadian Bar Association (Ottawa)

James Casey, Q.C., Managing Partner, Field Law (Edmonton)

Chantal Chatelain, Managing Partner, Langlois Kronström Desjardins (Montreal)

Lorne Greenspoon, Managing Partner, Robins Appleby & Taub LLP (Toronto)

Michael Milani, Q.C., Partner, McDougall Gauley LLP (Regina)

Michael Sherrard, Sherrard Kuzz LLP (Toronto)

Will Westeringh, Managing Partner, Fasken Martineau (Vancouver)

8th Annual CBA Law Firm Leadership Conference

HYATT REGENCY CALGARY

700 Centre Street, Calgary, AB T2G 5P6
Phone: (403)717-1234 or 1-888-421-1442
Web: <http://calgary.hyatt.com/>

To reserve a room at the Hyatt Regency, please contact the hotel directly and quote Canadian Bar Association Law Firm Leadership Conference to obtain the preferred rate of \$240/night. **The preferred rate is available until September 27, 2012.**

TRAVEL

Book online at www.aircanada.com to take advantage of a 10% discount on Tango Plus, Latitude and Executive airfares to **Calgary (YCG)**. You must quote promotion code **FQ6FMDNI** at the time of booking and must book online.

CAR RENTAL

AVIS, the official rental car supplier of the CBA, offers several special rates. Call 1-800-331-1600 or visit www.avis.com to reserve your car. You must quote discount number **CI36498**.

REGISTRATION

Pay by credit card (Visa, AMEX or MasterCard), or send cheque or money order made payable to the Canadian Bar Association together with this registration form to:

Leslie Huard, PD Coordinator
Canadian Bar Association
865 Carling Ave., Suite 500
Ottawa, ON, K1S 5S8 or
Fax information to 613-237-0185 or
Email: leslieh@cba.org

Invoices will not be issued. Payment must be received prior to the conference. All receipts will be sent after the conference.

CANCELLATION POLICY:

There will be a 20% administrative charge for any cancellation received in writing prior to September 27. No refund will be given after September 27. There will be no refunds for "no-show" registrants.

INFORMATION

For further information about this program, please contact Leslie Huard at the CBA National Office by telephone at 613-237-2925 or 1-800-267-8860 ext. 186, or by e-mail at leslieh@cba.org.

PERSONAL INFORMATION CONSENT

CBA's programs are supported by preferred suppliers, sponsors, and exhibitors. Subject to the following paragraph, I understand that the provision of contact information on this form constitutes my consent to such information being disclosed to the preferred suppliers, sponsors, and exhibitors of this program. For further information about the CBA's treatment of personal information, see members' Privacy Policy at www.cba.org.

By checking this box , I do not wish my contact information disclosed to the preferred suppliers, sponsors, and exhibitors of this program.

By checking this box , I do not wish my name to appear on the delegate list.

**For updates on CBA PD programs,
please visit our website at www.cba.org/PD**

Conference Registration: October 29-30

	FEE
<input type="checkbox"/> CBA Members (First Delegate)	\$1,395
<input type="checkbox"/> CBA Members (Second Delegate: 10 % discount)	\$1,255
<input type="checkbox"/> CBA Members (Additional Delegates: 20 % discount)	\$1,115
<input type="checkbox"/> Non-Members	\$2,495

Conference registration includes all education sessions, materials and meals, including the dinner on the 29th.

Additional Guest Tickets

Monday, October 29 - Dinner **\$150**

Name of Guest: _____

Pre Conference Boot Camp: October 28

	CBA Members	Non-members
Meeting the Leadership Challenge	<input type="checkbox"/> \$750	<input type="checkbox"/> \$900
Boot Camp		

Includes education sessions, materials, breakfast and lunch.

SUBTOTAL \$ _____
ADD: GST (5%) \$ _____
TOTAL \$ _____

CBA MEMBER NUMBER

Surname _____ Given Name _____

Firm or Organization _____

Address _____

City _____ Province _____ Postal Code _____

Office Phone No. _____ Fax No. _____

Registrant's E-mail (required) _____

Assistant's E-mail (optional) _____

Please indicate special needs (dietary, wheelchair access, etc.) _____

Method of Payment (PAYMENT DUE WITH COMPLETED REGISTRATION FORM)

Cheque (payable to the CBA) Visa MasterCard AMEX

Card No. _____ Expiry Date _____

Authorized Signature _____



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