The COUNTY LINE

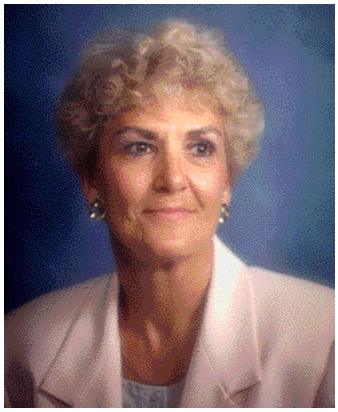
Your Other Partner

Published by the Pennsylvania Bar Association October 2000

Kittrell Receives NABE Richter Leadership Award

Berks County Bar Association Executive Director Barbara I. Kittrell was awarded the E.A. "Wally" Richter Leadership Award by the Communications Section of the National Association of Bar Executives on September 8, in a ceremony at Granlibakken Resort, Lake Tahoe. The award recognizes outstanding professional achievement in the field of bar communications, extraordinary service to NABE colleagues and distinguished leadership of the Communications section. The award is presented annually to a member of the NABE Communications Section.

The NABE Communications Section seeks to establish a forum to provide continuing programs of education and information to employees for bar public relations professionals and other bar association or organization staff members responsible for communications, marketing, bar publications editors and public relations counsel.



Barbara I. Kittrell

Legal Rights of the Elderly to be Focus of 2001 Public Education Campaign

The PBA's Client and Community Relations Committee is seeking to partner once again with local and county bar associations for its fourth public education campaign in March 2001. The 2001 campaign will focus on the legal rights of the elderly.

Thanks to generous grants from the Pennsylvania Bar Foundation, the PBA will be able to provide statewide advertisements, informational brochures and marketing materials to all local bar associations at no cost. The committee will ask every participating local bar association, however, to sponsor an educational program for the public on the topic of elder law between March 16 and 30, 2001.

"We want our older Pennsylvanians to enjoy their golden years more securely by being fully informed of their legal rights and by exercising those rights," said Robert H. Davis, committee chair.

"Pennsylvania has one of the largest senior populations in the country," added Davis. "This campaign is aimed at reaching older Pennsylvanians and their families facing decisions on important legal

(continued on page 4)

In this issue...

New Legislative Manager at PBA 2
Law Day Planned 2
Project Peace Conference 2
Seize the Future, Part 3 3
"PBA Fair" Heads to Scranton ..4
Unit County Dues Notice 4
New Franklin County Executive 5
35th Annual Conference of County Bar Leaders Seminar 5
2000-01 CCBL Executive Committee 5
On the Local Scene 6-7
Malpractice Avoidance Seminar Schedule 8

New Legislative Manager at PBA

John Nanorta Jr., Esq., has joined the Pennsylvania Bar Association as Legislative Manager. Nanorta will oversee the legislative department and all legislative activity for the PBA. He also will work closely with PBA leadership, members, committees and sections in achieving established legislative goals.

A regulatory analyst with the Independent Regulatory Review Commission for the past 11 years, Nanorta served as a commission liaison with legislators, legislative staffs and commonwealth agencies.

Before that, Nanorta worked in both the public and private sides of the banking industry for over 15 years. He began his career with the New England Merchants Bank in Boston, and then returned to Pennsylvania to become an assistant attorney general and chief counsel for the Pennsylvania Department of Banking. Nanorta went on to serve as vice president and counsel for the Southeast National Bank of Pennsylvania, where he established the legal department at The Philadelphia Saving Fund Society. He also was a senior associate at the Camp Hill law firm of Shumaker Williams, P.C.

Nanorta received his B.A. from King's College and his master's degree from Duquesne University. He is a graduate of the Suffolk University Law School, Boston. His professional affiliations include the Pennsylvania and Dauphin County Bar associations, and he is a member of the board of governors for the Saint Thomas More Society of Central Pennsylvania.

Second Annual Law Day Planned

Plans are underway for Law Day 2001, to be held the first week of May, 2001. The Pennsylvania Bar Association is developing a guidebook and lesson plans which will be available in January for grades K-12. To share your ideas on how to make the Law Day registration procedure better, or for more information, contact Jennifer Branstetter at the PBA (800-932-0311, ext. 2216).

Second Annual Project PEACE Conference

The Pennsylvania Bar Association now is accepting applications for the second annual Project PEACE training conference to be held Feb. 1-3, 2001, at the Harrisburg Hilton and Towers. All Pennsylvania public, private and parochial elementary schools are eligible to apply.

All schools, regardless of socioeconomic status, diversity and location, have been forced by the recent outbreaks of school violence to confront the issue of conflict among school students, and to help students address and resolve it before it escalates into violence.

Project PEACE works to reduce conflict and violence in Pennsylvania's elementary schools by teaching students how to discuss and mediate disagreements peacefully. It empowers children, who are still in their formative years, with the important life-skills that promote constructive communication, problem-solving, critical-thinking and self-esteem. Children become active participants in governing behavior in their classrooms by taking on the role of mediator and using the mediation process. With the help of neutral peer mediators, conflicts can be settled in a positive manner, benefiting the school climate as a whole.

During Project PEACE training, school teams — composed of one administrator, one educator, one guidance counselor or second educator, one parent and one attorney — are introduced to the peer mediation process through hands-on learning activities. They receive instruction in such areas as adjudication versus mediation, diffusing conflict situations and the skills of conflict resolution. At the end of the training, the schools write their own mediation plans, which are then introduced to their local schools. At home, the schools then select and train their student mediators. The student mediators then help fellow students resolve disputes peacefully.

Twelve elementary schools will be selected to attend this year's training conference — one school from each of the bar association's zones, or geographic districts.

The Project PEACE training model was developed by the Temple-LEAP program of the Temple University Beasley School of Law in Philadelphia. Project PEACE has been successfully implemented in Indiana since 1994 under the auspices of that state's bar association and Attorney General.

If you know of a school that would benefit from Project PEACE training, encourage them to visit the PBA Web site (www.pabar.org) for an application. Or for more information contact Jennifer Branstetter at the PBA (800-932-0311, ext. 2216).

How to ... Seize the Future, *Part 3 of a Series*

Submitted to the PBA by Maryland State Bar Association President James L. Thompson and excerpted from his notes on the November 1999 "Seize the Future" conference co-pro - duced by the ABA Law Practice Management Section and Lotus Development Corporation.

John Landry is the strategic technologist for IBM's Executive Management. He is also Chairman of Narrative Communications and the Chief Technology Officer at Lotus Development Corporation. John describes e-business. This is a global digital marketplace. The players in this marketplace, the "pure plays," are the "fruitflies," and the incumbents (the existing businesses) are nervous.

• He uses the terms "commoditization" and "disintermediation." These are forces which shape business in the Internet. Business forces try to define your product or service as a "commodity" that consumers can describe and purchase over the Internet. We need to assess the law practices' vulnerability and outsourcing and see what portions of it can be turned into a commodity (e.g. wills, etc.).

• Consumers are driving technology and innovation. PCs are now selling for $399 and the penetration rates in the United States will be up to 60% by Christmas 1999. Many people in the audience have two PCs in their homes. The Internet can be surfed by Web TV (with personalized ads and point of sale directly on the television), Palm 6 or 7, wireless phones, cell phones — all allow access to the Net.

• E-business versus existing business: New entrepreneurs and "heat seekers" build new e-businesses. Legacy companies (incumbents) are reluctant to compete on the Net and chaos reigns. Prices fall and power shifts to e-business. Consider a case in point with the stock market brokerage business. Note "it's the system, stupid" — it's simple, quick and reliable. Here's how it happened. Systems guys got a couple of people in the stock brokerage business to explain the fundamentals and the rest is history. E-trade came on the scene. It had performance, availability, security, efficiency and style. The e-businesses created new systems that are constantly evolving and changing.

The process was repeated with cars and real estate. Consider America On Line (AOL), and Yahoo (the Yahoo Store).

• The Net. Players have come on line which instantly provide the consumer with a comparison of prices for commodities. The cost of the search to consumers is key to net success, and that cost is zero. Consider, buycomp.com. It shows you the lowest prices on the web. Other companies/incumbents are going out of business. Real companies can't compete. Several net companies will sell office supplies at zero profit if you accept their advertising. A seller-driven model such as this can drive profits to zero. Existing and incumbent companies must change or be eliminated.

More and more incumbents are creating e-companies independent of themselves that are designed to eliminate the incumbent companies (which created them) in 10 years. Consider Bank One and Wing Span or Amway and its e-trade company, Quickstar.

• Consider buyer-driven models as distinguished from seller-driven models referenced above. Buyers can tap into or create a reverse auction marketplace. This applies to insurance, finance, telephone company services, cars, etc. A click of the mouse permits comparison shopping in all of these areas and the consumer can select the lowest price or create a buyer's auction which posts the specifications that he or she wants and allows the sellers to meet those specifications and price.

This has become a grave concern to the automobile industry where consumers can go directly to manufacturers and eliminate the middlemen, the dealers. Detroit is trying to go direct. In these competitions, prices drop.

Consider Priceline.com. The consumer can bid for a ticket to a destination of his or her choosing.

Main Point: The Internet is taking products and services, commoditizing them, and then causing disintermediation where the product is driven to a point of zero profit. The two issues which cause this to happen are the ability of the consumer to make the product or service into a commodity which the consumer can configure or describe, and second, having a reliable and secure distribution channel for the product.

Special note: We as lawyers must prevent the practice of law from being commoditized. We need to make it more personalized (less describable as a commodity) and add service/value components to it to keep it from being disintermediated. We need to "e-bundle" our services by providing a wide-range of problem solutions, specialties and counseling.

Amazon.com now covers books but has value-added features, cross-selling and other features which keep buyers coming. We as lawyers need to consider doing that with our own practices, especially in the areas most easily targeted — wills and trusts, leases and standard documents.

Look for Part 4 of "Seize the Future" in the December 2000 issue of *The County Line.*

Send Us Your News

If you have submissions for future issues of *The County Line*, please use the enclosed "News and Views" form or contact PBA County Bar Services Director Arthur Birdsall at (800) 932-0311, ext. 2218.

Dec. 4 is the deadline for the next issue of the newsletter.

2001 Elder Law Public Education Campaign

(Continued from page 1)

issues such as estate planning, long-term health care insurance, Medicaid, living wills and senior citizen fraud."

The campaign will be modeled after previously successful education campaigns on wills, real estate and child support. Working with the Pennsylvania Newspaper Association, PBA will place newspaper advertising in papers throughout the state and will make available a statewide toll-free hotline for callers to receive a free brochure outlining guidance on elder law. The campaign will be kicked off at a March 16, 2001, news conference in Harrisburg to which representatives from local bar associations, government agencies and non-profit organizations for the elderly will be invited. These groups, as well as legislators, will receive copies of the brochure to distribute to their constituents.

Counties will receive more information about the campaign from the PBA in November, along with a response form to indicate interest in participating in the project. For more information, contact Marcy C. Mallory, PBA Communications Director (800-932-0311, ext. 2247).

"PBA Fair" Headed for Scranton

Lawyers who missed the first PBA Fair will be able to catch one Dec. 7 at the Radisson Lackawanna Station, Scranton, plus register to win a free Palm™ m100 Handheld. The second "PBA Fair — Real Tools for Professional and Personal Success" is open to members and non-members; all attendees will be eligible for the Palm m100 Handheld prize.

First offered to Pittsburgh-area lawyers in September, the fair will again offer a variety of programs covering practical aspects of practicing law. The feature program, "Check the Pulse of Your Office: A Management and Technology Self-Audit," will explain how to perform a law firm self-audit. Attendees will learn how to properly apply material from a course book plus get extra tips on management, strategic planning, marketing, and more. Follow-up services including consultant referrals will also be available. This program will be worth three substantive CLE credits.

For those who want to find out more about legal software, the "Software Shoot-out for Law Firms" will outline the pros and cons of several different systems.

Ellen Freedman's "Getting Paid" CLE credit seminar also will be offered at the fair. "This has been a popular seminar that really hits a nerve with attorneys," said Freedman, who is the PBA law practice management coordinator. Lawyers who attend will learn a methodology to apply to ensure payment from clients.

Other programs will include "Hot Tips 101: Financial Management Tools for your Practice" and "Virtual Lawyer: Using Technology to Stay Connected." Both of these programs will be worth CLE credits.

On the life management side, attendees will be able to learn about planning for retirement in "Personal Financial and Retirement Planning," as well as how to help their children get into the best college in "Paving Your Child's Road to College."

The college seminar will be offered by Dr. Rose Feldman and Dr. Susan Smerd of Educational Consulting Services Inc., a Pittsburgh-based organization that specializes in assisting prospective college students. Attendees are welcome to bring their spouses and children to this informative program.

Registration for the two-day event will be $35, which includes lunch. In addition to the registration fee, all programs that offer one CLE credit will cost $20; the "Virtual Lawyer" program will cost $30. The fee for the "Check the Pulse of Your Office" program will be $125. There will be an additional $12 charge per person for spouses and children who attend the "Paving Your Child's Road to College" program and stay for lunch.

The fair schedule, as available at press time, is below. For more information, contact Elizabeth Kramer at the PBA(800- 932-0311, ext. 2208).

PBA Fair Schedule

7:30 a.m. – 3:30 p.m. — Registration

8:30 a.m. – 10:00 a.m. — "Personal Financial and Retirement Planning"

8:30 a.m. – 11:45 a.m. — "Software Shoot-out for Law Firms"

9:00 a.m. – 10:00 a.m. — "Getting Paid" (1 CLE credit)

10:15 a.m. – 11:45 a.m. — "Paving Your Child's Road to College"

Noon – 1:15 p.m. — Buffet Lunch

1:30 p.m. – 5:00 p.m. — "Check the Pulse of Your Office: A Management and Technology Self-Audit"

1:30 p.m. – 3:00 p.m. — "Virtual Lawyer: Using Technology To Stay Connected" (1.5 CLE credits)

3:15 p.m. – 4:15 p.m. — "Hot Tips 101: Financial Management Tools for Your Practice" (1 CLE credit)

Unit County Dues Drop

Reminder: The drop date for unit county members is October 31, 2000. If you have any questions regarding membership rosters or dues payments, please contact Cherie Reigel in the PBA Finance Department at 800-932-0311, ext. 2287.

New Franklin County Executive

Carolyn-Seibert Drager of Shippensburg is the new executive director of the Franklin County Bar Association. Carolyn will also be taking over as editor of the association's weekly legal journal this fall after the retirement of founding editor Kenneth Hankins, Jr.

Carolyn is a former staff writer with *The Record Herald* in Waynesboro and *The News Chronicle* in Shippensburg. From 1993-98 she was assistant director of communications for the Office of University Development at Michigan State University, and most recently worked as an editor for the Illinois Great Rivers Conference in Bloomington, Illinois.

2000-2001 CCBL Executive Committee

Hon. Rea Boylan Thomas, President
William Z. Scott, Vice President
Francis X. O'Connor, Secretary
Michael H. Reed, Treasurer

Members
Sandra Weyant Upor, Somerset
Samuel D. Miller III, Montgomery
J. Marie Webb, Greene
W. Richard Gentry, Chester
Marianne S. Canning, PABE, Lehigh
Seth A. Mendelsohn, YLD, Harrisburg

County Bar Services Director
Arthur J. Birdsall

***The County Line* Editor**
Patricia M. Graybill

The County Line *is published quarterly. Submissions, inquiries or comments should be sent to Arthur J. Birdsall, PBA, P.O. Box 186, Harrisburg, PA17108-0186 or e-mail Art.Birdsall@pabar.org.*

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www.pabar.org

Upcoming Conference

35th Annual Seminar of the Conference of County Bar Leaders

Plans are in motion for the 35th Annual Seminar of the Conference of County Bar Leaders to be held at the Harrisburg Hilton and Towers, March 2-3, 2001. The committee is in the process of finalizing the educational programs, with topics that include malpractice avoidance, association management and media training. The Annual Seminar of the CCBL will offer up to 4.5 CLE credits to attendees.

Check the PBA Web site or watch your mail in November for additional information.

Hotel Reservations

Call toll-free at 800-445-8667 (or 800-HILTONS). To receive the group room rate, make your reservation by January 29, 2001, and mention that you are attending the PBA Conference of County Bar Leaders Seminar.

CCBL Scholarships Available

Tuition scholarships are available to county bar leaders who want to attend the 35th Annual Seminar of the CCBL but don't have the available funds.

PBA County Bar Recognition Awards

PBA County Bar Recognition Awards recognize outstanding projects and activities conducted by county bar associations during the 2000 calendar year. This awards program does not place your county bar in competition with others for statewide recognition. Instead, it is designed to recognize projects of all county bar associations that in some way contributed to the improvement of the legal profession, the justice system or the community.

Gilbert Nurick Award

Recommendations are being sought for a qualified PBAmember to receive the 2000 Gilbert Nurick Award. Established in 1991, the award signifies outstanding contributions to and leadership in bar activities. The award recognizes the honoree for dedication to and promotion of the organized bar resulting in improved leadership for incoming bar association officers. Nominations will be accepted until Friday, February 2.

Arthur J. Birdsall Award

Created by the CCBL Executive Committee, this award is given periodically "to recognize a bar executive who has been a faithful steward of bar traditions, who is committed to the success of his or her bar association, who has enhanced significantly the stature of his or her bar association, who cooperates with other bar executives and bar leaders to make the CCBL the best it can be, and who puts his or her self second to the needs of the bar association whenever and whatever they may be." Nominations will be accepted until Friday, February 2.

For more information about tuition scholarships, award nominations, or registration, please contact Arthur J. Birdsall, PBA county bar services director, at (800) 932-0311, ext. 2218 or e-mail: Art.Birdsall@pabar.org.

On the Local Scene...

Allegheny

Quality of Life Award

Tucker Arensberg, P.C. received the inaugural Allegheny County Bar Association "Recognition of Excellence Award" in the category of Quality of Life Achievement, which is awarded to a law firm that fosters the importance of balance between practice and lifestyle. The association began the awards to honor the achievements of proactive law firms and individuals and urge other law organizations to consider new practices.

Berks

School Programs

The attorneys of Berks County made quite a presence in county schools this past year: members participated in 35 programs in 24 different schools. The new mentoring program from the Community Outreach Committee picked up momentum in May with five new elementary school students now sharing time twice a month with association members.

Chester

Outreach Award

The Chester County Bar Association received a NABE LEXIS Publishing Community & Educational Outreach Award for Bar Associations with 2,000 or fewer members for their "Sexual Harassment: An Outline of the Law of Sexual Harassment in the School and in the Workplace" unit. The awards honor state and local bar associations and bar foundations for outstanding projects that made a substantial commitment of time and/or effort to public service and the community. Peggy Halfpenny, executive director of the Chester County Bar Association, accepted the award at a ceremony at the NABE Annual Meeting in July in New York City.

The educational unit is designed to provide high school seniors and teachers with an understanding of the law on sexual harassment and assist in advising potential victims of their rights, potential aggressors on their obligations, and both on how to avoid sexual harassment.

Conservancy Contribution

The Chester County Bar Association's Environmental Law Committee has made a contribution to the Brandywine Conservancy in memory of Charles Tucker, a former chairman of the committee.

Pro Bono Award

Attorney Deborah A. McKenty was named Pro Bono Attorney of the Month by the Chester County Bar Association in August.

Cumberland

Unity Declaration

The Cumberland County Bar Association issued a declaration in support of a Unity Celebration and in opposition to the principles of the Ku Klux Klan. The declaration and celebration were in response to a September gathering of the KKK at the Cumberland County Courthouse.

Dauphin

Meet Your Judges

The Dauphin County Bar Association, in conjunction with the Harrisburg Black Attorneys Association, the Pennsylvania Conference of State Trial Judges, and the Harrisburg and Hershey League of Women Voters, hosted a "Meet Your Judges" program at the Harrisburg Area Community College in September. Judges from the Dauphin County Common Pleas Court and local District Justices responded to questions from local citizens in an informal Town Hall setting.

Delaware

Homebuyer Fair

The Delaware County Bar Association was a participant in the Chester Homebuyer Fair which gave prospective homebuyers a chance to meet with lenders, city officials, nonprofit housing agencies; attend workshops on homebuying and win money toward a down payment on a home purchase.

Franklin

New Home for FCBA

The Franklin County Bar Association has moved to its first permanent home — a two-room suite in downtown Chambersburg. Executive Director Carolyn Seibert-Drager is based there, and beginning in late October, it will also be the home of the *Franklin County Legal Journal.*

In Memory

Judge William Kaye of the Court of Common Pleas of Franklin and Fulton counties died of cancer May 1 at the age of 53. His battle with the disease had forced him to step down from the bench in September 1999. Much of his work as a judge focused on helping juveniles in the court system.

Dauphin County Bar Association members and their families gathered for their annual picnic in Harrisburg on July 27.

Lackawanna

Young Lawyers Division

The Young Lawyers Division of the Lackawanna Bar Association visited fifth-grade classrooms over the past few months to present discussions of areas of the law of interest to children. Together with the Allied Services dePaul School, they recently presented their 2000 Outstanding Youth Award to Jill Wittmann. The division also held a Law Week 2000 cocktail party to benefit the Children's Advocacy Center of Northeastern Pennsylvania. Volunteer attorneys from the Young Lawyers Division recently spoke with seniors at the Jefferson Township Senior Center annual picnic.

Red Mass

The Diocese of Scranton and the Lackawanna Bar Association recently held a Red Mass at St. Peter's Cathedral in Scranton.

Peoples Law School

The Lackawanna Bar Association sponsored a Peoples Law School 2000 in August with a series of programs to educate the public on the law. Courses covered homeowners/property insurance, automobile insurance, and the Americans with Disabilities Act.

Lebanon

Basketball Tournament

The Lebanon County Bar Association recently presented a check to Lebanon Mayor Jackie Parker for sponsorship of a 3-on-3 basketball tournament at the Southeast Playground. At least 20 teams of boys and girls participated. Each player received a T-shirt and winners were awarded trophies.

Luzerne

Bar Anniversary Exhibit

The Wyoming Historical and Geological Society/Luzerne County Historical Society is featuring an exhibit related to the 150th anniversary of the Wilkes-Barre Law and Library Association/Luzerne County Bar Association. The display includes photos and original paintings by Attorney Keith A. Hunter that relate the story of the growth of the Law and Library Association and the evolution of Luzerne County. Drawings of early Luzerne County courthouses, including the original log courthouse are included.

Montgomery

Clothing Donations

West Chester area women are entering the job market looking good thanks to donations from the Montgomery County Bar Association to Working Wardrobe. Working Wardrobe provides women referred by job training programs with free clothing and tips for job interviews. Paula Scharff, chair of the association's Committee for Women in the Law, organized the donation drive in July.

Legal Expo

The Montgomery County Bar Association recently sponsored the Delaware Valley Legal Expo, offering attorneys and legal administrators an opportunity to explore options in law office products and services.

Domestic Violence Brochures

Members of the Montgomery County Bar Association's Family Law Section are placing brochures about domestic violence in county women's restrooms to make help more available to abused women. The brochures list steps victims should take to stay safe, to ensure the law protects them, types of protective court orders and phone numbers of agencies that can help.

Mentor Dinner

The Montgomery County Bar Association recently hosted a dinner for mentors and Eisenhower Middle School students mentored in the association's Community Outreach Committee mentoring program.

Somerset

Critchfield Tribute

Members of the Somerset County Bar Association recently paid tribute to colleague Robert Critchfield for his 50 years as a practicing attorney in the county. Association President Kenneth Johnson presented Critchfield with a plaque honoring his years of "hard, faithful and dedicated service."

Washington

Blood Drive Challenge

The Central Blood Bank was the real winner when the Washington County Bar Association and county commissioners and employees competed for the Blood Drive Challenge trophy in September. The trophy is awarded each year to the group with the most registered blood donors.

York

Softball Challenge

More than $3,000 was raised for the Make-A-Wish Foundation of Southcentral Pennsylvania during the annual June softball challenge between the "Battling Barristers" of the York County Bar Association and the "Mighty Docs" of the York County Medical Center.

Boyle Resolution

On October 6, Christopher "Kit" Conner, former PBA Zone 3 Governor, read a resolution on behalf of the PBA Board of Governors commemorating a memorial minute in honor of William C. Adrian Boyle. Boyle, who died recently, was a past chair of both the PBA Young Lawyers Division and the county bar's Young Lawyer Section. The ceremony was held at the York County Courthouse.

PBA Malpractice Avoidance Seminar Schedule

For more information, contact Art Birdsall, PBA County Bar Services, at 800-932-0311, ext. 2218.

POTTER
Monday, November 13 - 9:00 a.m.
Laurel Woods, Coudersport
You be the Judge, Tape 2
1.5 ethics credits

CLINTON
Monday, November 13 - 2:00 p.m.
Fox's Restaurant, Lock Haven
You be the Judge, Tape 2
1.5 ethics credits

CENTRE
Tuesday, November 14 - 9:00 a.m.
Days Inn, State College
You be the Judge, Tape 2
1.5 ethics credits

CLEARFIELD
Tuesday, November 14 - 2:00 p.m.
Days Inn, Clearfield
You be the Judge, Tape 2
1.5 ethics credits

HUNTINGDON
Wednesday, November 15 - 9:00 a.m.
Days Inn, Huntingdon
You be the Judge, Tape 2
1.5 ethics credits

BLAIR
Wednesday, November 15 - 2:00 p.m.
Ramada, Altoona
You be the Judge, Tape 2
1.5 ethics credits

YORK
Thursday, November 16 - 12:15 p.m.
Yorktown Hotel, York
You be the Judge, Tape 2
1.5 ethics credits

MIFFLIN
Thursday, Nov 16 - 9:00 a.m.
Clarion Inn, Burnham
You be the Judge, Tape 2
1.5 ethics credits

MONTGOMERY
Monday, December 4 -
9:00 a.m. & 12:00 p.m.
MBA Headquarters, Norristown
You be the Judge, Tape 2
1.5 ethics credits

FULTON
Wednesday, December 6 - 9:00 a.m.
Fulton County National Bank, McConnellsburg
You be the Judge, Tape 2
1.5 ethics credits

BEDFORD
Wednesday, December 6 - 2:00 p.m.
Best Western, Bedford
You be the Judge, Tape 2
1.5 ethics credits

CAMBRIA
Thursday, December 7 - 9:00 a.m.
Holiday Inn Express, Johnstown
You be the Judge, Tape 2
1.5 ethics credits

Pennsylvania Bar Institute Courses

Here is the most recent listing of live courses being offered by the Pennsylvania Bar Institute. Dates, times and locations are subject to change. Contact PBI's Customer Service Department for more information at (800) 932-4637, (800) 247-4724 or (717) 796-0804.

Trial Tactics Tips & Techniques, *live via satellite*, Nov. 15, 8:30 a.m. to 4:40 p.m., 6 CLE credits (5 substantive, 1 ethics)

Allentown
Chambersburg
Doylestown
Easton
Erie
Greensburg
Indiana
Johnstown
Kingston
Lancaster
Lewisburg
Mechanicsburg
Media
New Castle
Philadelphia
Pittsburgh
Plymouth Mtg.
Reading
Smethport
Stroudsburg
Uniontown
Warren
West Chester
Williamsport
York

Killer Cross-Examination, *live via satellite,* Dec. 19, 8:20* a.m. to 4:30 p.m., 6 CLE credits (substantive)
*note start time

Allentown
Doylestown
Erie
Greensburg
Harrisburg
Hollidaysburg
Honesdale
Johnstown
Kingston
Lancaster
Lewisburg
Mansfield
Mechanicsburg
Media
New Castle
Philadelphia
Pittsburgh
Plymouth Mtg.
Reading
Schuylkill Haven
Somerset
Stroudsburg
Uniontown
Warren
West Decatur
Williamsport
York

Trial Tactics Tips & Techniques, *Scranton,* Nov. 13, 8:30 a.m. to 4:40 p.m., Radisson Lackawanna Station Hotel, 6 CLE credits (5 substantive, 1 ethics)

Internet Basics for Attorneys, *Philadelphia,* all courses 9:00 a.m. to 12:15 p.m., Jenkins Memorial Law Library, 3 CLE credits per course (substantive)
Internet Basics I
Nov. 2 or Dec. 11
Internet Basics II
Nov. 7 or Dec. 12
Medical Resources on the Net
Nov. 30 or Dec. 13