

PBA COMMISSION ON WOMEN IN THE PROFESSION

2008 Fall Retreat & Leadership Forum

HOTEL HERSHEY,
HERSHEY, PA
November 7 & 8, 2008



Sorry, SOLD OUT.
No more registrations accepted.



NO REGISTRATION FEE FOR PBA MEMBERS — Pay for CLE only if you want the credits —
Up to 6 CLE credits available • Cocktail Hour, Dinner, Reception, Breakfast and Lunch included •
Free Career-Coaching (limited availability)

JOIN US IN HERSHEY!

NO REGISTRATION FEE FOR PBA MEMBERS — Pay for CLE only if you want the credits —
Up to 6 CLE credits available • Cocktail Hour, Dinner, Breakfast and Lunch included •
Free Carpooling (subject to availability)

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PBA WIP 2008 Fall Retreat & Leadership Skills to the Next Level™

Friday, November 7, 2008

Afternoon Check-in at the Hotel Hershey

5:00 p.m. – 6:00 p.m. Registration

5:30 p.m. – 6:30 p.m. Cocktail Hour

6:30 p.m. – 8:30 p.m. Dinner

6:45 p.m. – 7:15 p.m. PA Wine Society Presentation

7:30 p.m. – 8:15 p.m. Keynote Address

Speaker: Charisse R. Lillie, Vice President of Community Investment, Executive Vice President of the Comcast Foundation

8:30 p.m. – 9:30 p.m. Full WIP Commission Meeting

9:30 p.m. – 11:00 p.m. Networking Reception

Saturday, November 8, 2008

7:30 a.m. – 9:00 a.m. Networking Breakfast

8:00 a.m. – 4:00 p.m. Career Coaching Sessions

A limited number of one-on-one 20-minute coaching sessions will be available on a first-come, first-served basis at ½-hour intervals throughout the day. Three certified career counselors will be on-site to help you develop a plan of action that can be implemented immediately. A schedule of coaching appointments will be posted at the Retreat.

Career Counselors:

Richard Fluri, DBR, Philadelphia

Michael Kossler, Forsight, Pittsburgh

Faye Patterson, President, PSA Consultants, Philadelphia

8:00 a.m. – 9:00 a.m. (CLE 5643A)

“Communicating as an Effective Leader”

This session will cover strategies and tactics to improve communication style in the context of client relationships and the courtroom, as well as offer tips on how to negotiate for clients and yourself!

Panel:

Hon. Yvette Kane, Chief Judge, U.S. District Court for the Middle District of Pennsylvania

Lynn Rzonca, Esq., Managing Partner, Ballard, Spahr, Andrews and Ingersoll, LLP, Philadelphia

Claudia Springer, Esq., Managing Partner, Reed Smith, Philadelphia

CLE Credit: 1.0 Substantive Hour

9:00 a.m. – 10:00 a.m. (CLE 5643B)

“Personal Branding – Using Your Competitive Advantages”

This session will help you define and articulate your own “brand” to help you attain new assignments, raises or promotions and increase your visibility within the law firm. The session will introduce and teach you to apply important rainmaking and career building tools.

Panel:

Rachelle J. Canter, PhD., President, RJC Associates, adjunct faculty and lead coach for Women Senior Leaders Program at Northwestern University’s Kellogg School of Management Center for Executive Women and author, *Make the Right Career Moves*

CLE Credit: 1.0 Substantive Hour

10:15 a.m. – 10:30 a.m. Break

10:30 a.m. – 11:30 a.m. (CLE 5643C)

“Rainmaking and Business Development”

This session will cover how to initiate a legal marketing plan and offer suggestions on how to formulate such a plan to lead you to a successful career.

Panel:

Stacy Clark, Esq., President, Stacy Clark Marketing, LLC

Harold M. Goldner, Esq., Law Office of Harold M. Goldner

CLE Credit: 1.0 Ethics Hour

11:30 a.m. – 12:30 a.m. (CLE 5643D)

“Creating Your Own Strategic Plan”

This session will help you work within your law firm’s strategic plan and implement it on an individual level or create your own strategic plan for success.

Panel:

Kathleen Gallagher, Esq., Partner, Eckert, Seamans, Cherin and Mellott, LLC, Pittsburgh

Lynne Schmidt, Vice President, Government and Community Affairs, PPG Industries, Inc., Pittsburgh

CLE Credit: 1.0 Substantive Hour

12:30 p.m. – 2:00 p.m. Lunch & Keynote Address

Speaker: Dian Ogilvie, Esq., Senior Vice President and Secretary, Toyota Motor North America (Former Senior Vice President, General Counsel, Toyota Motor Sales USA)

2:00 p.m. – 3:00 p.m. (CLE 5643E)

“Understanding Law Firm Economics”

This session will teach you how to make a substantial financial contribution to the law firm and ensure that your contribution is valued and that you are fairly compensated.

Panel:

Richard Ciccotto, Chief Financial Officer, Drinker Biddle and Reath, Philadelphia

CLE Credit: 1.0 Substantive Hour

3:00 p.m. – 4:00 p.m. (CLE 5643F)

“Client Relationship Management”

This session will cover strategies on how to retain, improve and expand relationships with existing legal clients.

Panel:

Laura E. Ellsworth, Esq., Managing Partner, Jones Day, Pittsburgh

CLE Credit: 1.0 Substantive Hour

Moderator for all Saturday panels:

Kathleen D. Wilkinson, Esq., Partner, Wilson Elser Moskowitz Edelman & Dicker, LLP

The MCLE programs for the 2008 PBA WIP Fall Retreat are presented in cooperation with the Pennsylvania Bar Institute. The Pennsylvania Bar Institute is approved by the Pennsylvania Supreme Court CLE Board as an accredited CLE provider. The individual CLE programs for this conference have been approved for the number of credit hours indicated.

PENNSYLVANIA BAR INSTITUTE
Continuing Education Arm of the Pennsylvania Bar Association
BRINGING EXCELLENCE TO CLE

PBA Commission on Women in the Profession 2008 Fall Retreat & Leadership Forum

Hotel Hershey, Hershey, Pa. • November 7 & 8, 2008

IMPORTANT HOTEL INFORMATION:

The Hotel Hershey is holding a block of guest rooms for the 2008 WIP Fall Retreat. The hotel is located at 100 Hotel Road, Hershey, PA 17033. **Attendees are responsible for making their own room reservations.** Group rates are \$183/room/night, single or double occupancy. Rates include overnight accommodations only and are subject to applicable taxes. **Group rates are guaranteed only until Oct. 14, 2008.** Reservations received after October 14, 2008 will be accepted on a space-available/rate-available basis only. **To make your reservation, call: 1-800-437-7439 and provide the room block code: PBA1107.**

Space is limited, so reserve your room early!

FALL RETREAT PUBLIC SERVICE PROJECTS:

This year, the WIP is collecting food for the Central Pennsylvania Food Bank and women's clothing for "Dress for Success."

The Central Pennsylvania Food Bank distributes food and grocery products to more than 500 soup kitchens, shelters, and food pantries in 27 Central Pennsylvania counties. These agencies directly feed thousands of hungry families in the region.

For this drive, items most in need include: canned vegetables, nonperishable goods that may appear on a holiday table, gift cards and/or turkey coupons.

Contact Renee Myers with any questions about the food drive at rmyers@wolfblock.com or 717-237-7163.

The **"Dress for Success"** program aims to advance low-income women's economic and social development and to encourage self-sufficiency through career development and employment retention. Dress for Success responds to the needs of our communities by providing programs that help women acquire jobs, retain their new positions and succeed in the mainstream workplace.

For this drive, clean, neat dresses, suits, dress slacks and tops of all sizes are needed, as well as shoes, coats, maternity clothes and accessories.

Contact Lisa M B. Woodburn with questions about the "Dress for Success" program at lwoodburn@angino-rovner.com.

Please bring your food and clothing donations to the retreat and look for the designated area of collection.

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Commission on Women in the Profession
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