

# Institutes & Programs

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# Table of Contents

<b>Accounting</b>	Twelfth Annual Institute on Securities Regulation in Europe	The Ethics Game Show	M&A Litigation 2013
Audit Committee Workshops and Financial Reporting 2013	Venture Capital	<b>New:</b> Ethics in Social Media 2013	Managing Wage & Hour Risks 2013
Basics of Accounting for Lawyers 2013		Staying Out of Trouble	New York CPLR 2013
How to Read Financial Statements 2013	<b>Corporate and Securities – Corporate Governance</b>		Presentation Skills for Attorneys 2013
Pocket MBA Summer 2013	Audit Committee Workshops and Financial Reporting 2013	<b>Immigration</b>	<b>New:</b> Section 1983 Civil Rights Litigation
	Corporate Governance	Basic Immigration Law 2013	Taking and Defending Depositions 2013
<b>Antitrust</b>	Delaware Law Developments 2013	<b>Insurance</b>	Trial Evidence 2013
Antitrust Institute 2013	Doing Deals 2013	Securities Products of Insurance Companies in the Course of Regulatory Reform 2013	Understanding Employment Law 2013
	<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	<b>Intellectual Property</b>	
<b>Banking</b>	Global Capital Markets & the U.S. Securities Laws 2013	7th Annual Patent Law Institute	<b>Litigation – Commercial</b>
18th Annual Consumer Financial Services Institute	How to Prepare an Initial Public Offering 2013	Advanced Copyright Law Annual Review 2013	Defending Privacy and Behavioral Advertising
	Internal Investigations 2013	Advanced Licensing Agreements 2013	Class Action Suits 2013
<b>Banking – Consumer Finance</b>	Mergers & Acquisitions 2013	Advanced Trademark Law Annual Review 2013	Trends in Merger Litigation 2013
18th Annual Consumer Financial Services Institute	The SEC Speaks in 2013	Cloud Computing 2013	
	<b>New:</b> Spin-offs 2013	Cloud Computing 2013	<b>Litigation – Mediation/Arbitration</b>
<b>Bankruptcy and Restructuring</b>	Twelfth Annual Institute on Securities Regulation in Europe	Counseling Clients in the Entertainment Industry 2013	International Arbitration 2013
Asset Based Financing Strategies 2013		Developments in Pharmaceutical and Biotech Patent Law 2013	
Bankruptcy & Reorganizations	<b>Corporate and Securities – Enforcement</b>	<b>New:</b> Global Trademark Search and Application Workshop 2013	<b>Litigation – Pretrial Practice</b>
Leveraged Financing 2013	Broker-Dealer and Adviser Regulatory Compliance Forum 2013	Information Technology Law Institute 2013	Advanced Deposition Techniques 2013
Recent Developments in Distressed Debt, Restructurings and Workouts 2013	Enforcement 2013	IP Enforcement and Litigation 2013	Expert Witness 2013
	<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	IP Issues in Business Transactions 2013	<b>New:</b> Government Investigations 2013
<b>Business Development</b>	Fundamentals of Broker-Dealer Regulation 2013	IP Monetization 2013	Pretrial Practice 2013
Business As Unusual 2013	Fundamentals of Mutual Funds and Exchange-Traded Funds 2013	Social Media 2013	Taking and Defending Depositions 2013
	Global Capital Markets & the U.S. Securities Laws 2013	Understanding Copyright Law in the Data Era 2013	
<b>Business Development – Practice and Business Skills</b>	Internal Investigations 2013	Understanding Patent Law 2013	<b>MCLE Requirements</b>
Business As Unusual 2013	Investment Management Institute 2013	Understanding Trademark Law in the Global Marketplace 2013	Bridge-the-Gap I for Newly Admitted New York Litigators
	Municipal Securities Activity by Broker-Dealers and Advisers 2013		Bridge-the-Gap II: Ethics and Skills
<b>Children's Law</b>	The SEC Speaks in 2013	<b>Intellectual Property – Advertising</b>	Illinois MCLE Marathon 2013
California Family Law Basics	Securities Offerings 2013	Hot Topics in Advertising Law 2013	New Jersey Basic CLE Marathon 2013
Protecting Domestic Violence Survivors and Children in California	Twelfth Annual Institute on Securities Regulation in Europe	<b>Intellectual Property – Copyright</b>	Pennsylvania Bridge-the-Gap 2013
		Advanced Copyright Law Annual Review 2013	
<b>Communications/Telecommunications</b>	<b>Corporate and Securities – Finance</b>	IP Issues in Business Transactions 2013	<b>Patent</b>
Broadband and Cable Industry Law 2013	Secured Transactions 2013	Understanding Copyright Law in the Data Era 2013	7th Annual Patent Law Institute
	<b>Corporate and Securities – Financial Products</b>	Advanced Licensing Agreements 2013	Developments in Pharmaceutical and Biotech Patent Law 2013
<b>Corporate and Securities</b>	Broker-Dealer and Adviser Regulatory Compliance Forum 2013	IP Issues in Business Transactions 2013	Fundamentals of Patent Litigation 2013
Asset Based Financing Strategies 2013	<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	Understanding Copyright Law in the Data Era 2013	Fundamentals of Patent Prosecution 2013
Audit Committee Workshops and Financial Reporting 2013	Fundamentals of Broker-Dealer Regulation 2013	<b>Intellectual Property – Licensing</b>	IP Issues in Business Transactions 2013
Basics of Accounting for Lawyers 2013	Fundamentals of Mutual Funds and Exchange-Traded Funds 2013	Advanced Licensing Agreements 2013	Patent Bar Review 2013
Corporate Compliance and Ethics Institute 2013	Global Capital Markets & the U.S. Securities Laws 2013	IP Enforcement and Litigation 2013	Post-Grant USPTO Proceedings 2013
Delaware Law Developments 2013	How to Prepare an Initial Public Offering 2013	Trade Secrets 2013	Prior Art, Obviousness, and the America Invents Act in 2013
Doing Deals in Latin America 2013	Investment Management Institute 2013	<b>Intellectual Property – Litigation</b>	Understanding Patent Law 2013
Drafting and Negotiating Corporate Agreements 2013	Municipal Securities Activity by Broker-Dealers and Advisers 2013	Fundamentals of Patent Litigation 2013	
Enforcement 2013	The SEC Speaks in 2013	IP Enforcement and Litigation 2013	<b>Pro Bono</b>
<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	Securities Offerings 2013	Post-Grant USPTO Proceedings 2013	13th Annual School Law Institute
	Twelfth Annual Institute on Securities Regulation in Europe	Trade Secrets 2013	25th Annual Elder Law Institute
The Foreign Corrupt Practices Act and International Anti-Corruption Developments 2013	<b>Corporate and Securities – Investment Fund Management</b>		Advising Nonprofit Organizations 2013
Foreign Corrupt Practices Act: Silicon Valley	Broker-Dealer and Adviser Regulatory Compliance Forum 2013	<b>Intellectual Property – Media Entertainment and Sports</b>	Basic Immigration Law 2013
Fundamental Concepts in Drafting Contracts	<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	Counseling Clients in the Entertainment Industry 2013	<b>New:</b> Basic Negotiation Skills
<b>New:</b> Government Investigations 2013	Fundamentals of Broker-Dealer Regulation 2013	<b>Intellectual Property – New Technology</b>	California Eviction Defense
Handling a Securities Case 2013	Fundamentals of Mutual Funds and Exchange-Traded Funds 2013	Cloud Computing 2013	California Family Law Basics
Hedge Fund Compliance & Regulation 2013	Global Capital Markets & the U.S. Securities Laws 2013	Information Technology Law Institute 2013	<b>New:</b> California Immigration Law
How to Read Financial Statements 2013	How to Prepare an Initial Public Offering 2013	Social Media 2013	<b>New:</b> California Public Benefits
Internal Investigations 2013	Investment Management Institute 2013	<b>New:</b> Social Media for Non-Profit and Public Interest Organizations	Diversity & Inclusion in Law Practice 2013
Leveraged Financing 2013	Municipal Securities Activity by Broker-Dealers and Advisers 2013		Federal Practice and Social Security Disability Appeals 2013
M&A Litigation 2013	The SEC Speaks in 2013	<b>Intellectual Property – Privacy</b>	<b>New:</b> How to Find and Handle Your First Pro Bono Case
Pocket MBA Summer 2013	Twelfth Annual Institute on Securities Regulation in Europe	Defending Privacy and Behavioral Advertising	Protecting Domestic Violence Survivors and Children in California
The SEC Speaks in 2013		Class Action Suits 2013	<b>New:</b> Representing the Pro Bono Client
Securities Products of Insurance Companies in the Course of Regulatory Reform 2013	<b>Corporate and Securities – Mergers and Acquisitions</b>	Fourteenth Annual Institute on Privacy and Data Security Law	<b>New:</b> Residential Foreclosure Actions in New York State 2013
Twelfth Annual Institute on Securities Regulation in Europe	Acquiring or Selling the Privately Held Company 2013	<b>Intellectual Property – Trademark</b>	<b>New:</b> Section 1983 Civil Rights Litigation
Understanding Financial Products 2013	Delaware Law Developments 2013	Advanced Trademark Law Annual Review 2013	<b>New:</b> Social Media for Non-Profit and Public Interest Organizations
	Doing Deals 2013	<b>New:</b> Global Trademark Search and Application Workshop 2013	<b>New:</b> Representing the Pro Bono Client
<b>Corporate and Securities – Compliance</b>	<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	Hot Topics in Advertising Law 2013	Presentation Skills for Attorneys 2013
Antitrust Institute 2013	Fundamentals of Broker-Dealer Regulation 2013	IP Issues in Business Transactions 2013	
Audit Committee Workshops and Financial Reporting 2013	Fundamentals of Mutual Funds and Exchange-Traded Funds 2013	Understanding Copyright Law in the Data Era 2013	<b>Real Estate</b>
Broker-Dealer and Adviser Regulatory Compliance Forum 2013	Global Capital Markets & the U.S. Securities Laws 2013	Understanding Trademark Law in the Global Marketplace 2013	15th Annual Real Estate Tax Forum
Corporate Compliance and Ethics Institute 2013	How to Prepare an Initial Public Offering 2013		California Eviction Defense
<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	Investment Management Institute 2013	<b>Intellectual Property – Trade Secrets</b>	Commercial Real Estate Financing 2013
	Municipal Securities Activity by Broker-Dealers and Advisers 2013	Trade Secrets 2013	Negotiating Real Estate Deals 2013
The Foreign Corrupt Practices Act and International Anti-Corruption Developments 2013	The SEC Speaks in 2013	<b>International</b>	Real Estate M&A and REIT Transactions 2013
Foreign Corrupt Practices Act: Silicon Valley	Twelfth Annual Institute on Securities Regulation in Europe	Doing Deals in Latin America 2013	<b>New:</b> Residential Foreclosure Actions in New York State 2013
Hedge Fund Compliance & Regulation 2013		<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	
Internal Investigations 2013	<b>Corporate and Securities – Contract</b>	The Foreign Corrupt Practices Act and International Anti-Corruption Developments 2013	<b>Skills</b>
Municipal Securities Activity by Broker-Dealers and Advisers 2013	Drafting and Negotiating Corporate Agreements 2013	Foreign Corrupt Practices Act: Silicon Valley	Appellate Advocacy 2013
The SEC Speaks in 2013	Fundamental Concepts in Drafting Contracts	International Arbitration 2013	Basics of Accounting for Lawyers 2013
	Asset Based Financing Strategies 2013	International Employment Law 2013	<b>New:</b> Basic Negotiation Skills
<b>Corporate and Securities – Contract</b>	Asset Based Financing Strategies 2013	International Tax Issues 2013	Bridge-the-Gap II: Ethics and Skills
Drafting and Negotiating Corporate Agreements 2013	Broker-Dealer and Adviser Regulatory Compliance Forum 2013	<b>International – Immigration and Naturalization</b>	Drafting and Negotiating Corporate Agreements 2013
Fundamental Concepts in Drafting Contracts	Doing Deals 2013	<b>New:</b> California Immigration Law	Fundamental Concepts in Drafting Contracts
<b>Corporate and Securities – Corporate Finance</b>	<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013		<b>New:</b> How to Find and Handle Your First Pro Bono Case
Asset Based Financing Strategies 2013	M&A Litigation 2013	<b>Law Practice Management</b>	How to Read Financial Statements 2013
Broker-Dealer and Adviser Regulatory Compliance Forum 2013	Mergers & Acquisitions 2013	Diversity & Inclusion in Law Practice 2013	Illinois MCLE Marathon 2013
Doing Deals 2013	Silicon Valley Corporate Law Update 2013	Project Management for Lawyers 2013	New Jersey Basic CLE Marathon 2013
<b>New:</b> First Annual Institute on Corporate & Securities Law in Hong Kong 2013	<b>New:</b> Spin-offs 2013		Pennsylvania Bridge-the-Gap 2013
	Trends in Merger Litigation 2013	<b>Litigation</b>	Presentation Skills for Attorneys 2013
Fundamentals of Broker-Dealer Regulation 2013	Twelfth Annual Institute on Securities Regulation in Europe	18th Annual Consumer Financial Services Institute	Taking and Defending Depositions 2013
Fundamentals of Mutual Funds and Exchange-Traded Funds 2013		Advanced Deposition Techniques 2013	
Global Capital Markets & the U.S. Securities Laws 2013	<b>Employment</b>	Appellate Advocacy 2013	<b>Tax</b>
How to Prepare an Initial Public Offering 2013	Employment Discrimination Law & Litigation 2013	Current Developments in Federal Civil Practice 2013	15th Annual Real Estate Tax Forum
How to Read Financial Statements 2013	International Employment Law 2013	Employment Discrimination Law & Litigation 2013	Consolidated Tax Return Regulations 2013
Investment Management Institute 2013	Managing Wage & Hour Risks 2013	Ethics for Commercial Litigators 2013	International Tax Issues 2013
Leveraged Financing 2013	Understanding Employment Law 2013	Ethics for Corporate Lawyers	<b>New:</b> Nuts and Bolts of Tax Penalties 2013
Mergers & Acquisitions 2013		Ethics for Litigators	Taxation of Financial Products and Transactions 2013
Municipal Securities Activity by Broker-Dealers and Advisers 2013	<b>ERISA and Employee Benefits</b>	Expert Witness 2013	Tax Planning for Domestic & Foreign Partnerships, LLCs, Joint Ventures & Other Strategic Alliances 2013
Pocket MBA Summer 2013	ERISA Fiduciary Investment Basics 2013	Federal Practice and Social Security Disability Appeals 2013	
Private Placements and Other Financing Alternatives 2013	Pension Plan Investments 2013	Fundamentals of Patent Litigation 2013	<b>Tax – Corporate</b>
Securities Offerings 2013	<b>Estates and Trusts</b>	<b>New:</b> Government Investigations 2013	Taxation of Financial Products and Transactions 2013
Silicon Valley Corporate Law Update 2013	International Estate & Tax Planning 2013	Handling a Securities Case 2013	
<b>New:</b> Spin-offs 2013	<b>Ethics</b>	International Employment Law 2013	<b>Calendar of Events</b>
	Ethics for Commercial Litigators 2013		<b>General Information</b>
	Ethics for Corporate Lawyers		<b>Registration/Order Form</b>
	Ethics for Government Lawyers 2013		
	Ethics for Litigators 2013		
	Ethics for the Negotiating Lawyer 2013		
	Ethics for Transactional Lawyers 2013		

## Drafting and Negotiating Corporate Agreements 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,4,6,8</sup> January 2

San Francisco, January 16

Chicago, February 7

### Why You Should Attend

At this perennial favorite, our expert faculty will teach you the basics of drafting and negotiating corporate agreements — from how the provisions of an agreement fit together, to the fundamental drafting and negotiating principles common to all corporate agreements. You will learn how to reduce your client's goals to a complete, clearly written and enforceable agreement, and how to identify what issues are most likely to come up in a negotiation of that agreement. You will gain an understanding of why and where the tough issues usually arise during the drafting phase, as well as what you can do to effectively, and creatively, solve those issues — and thereby free yourself from a dependency on forms. Plus you will obtain a litigator's perspective on how to draft contracts with enforcement in mind, and learn about common ethical issues in drafting corporate agreements. This program is essential for practitioners who draft agreements in complex business transactions.

### What You Will Learn

- Key terms of standard transactional agreements and how they are organized
- When and how to use letters of intent, confidentiality and standstill agreements
- The wide range of M&A agreements, both public and private
- Special agreements, including equity, and employment (*SF & CHI*) and credit/indenture (*NYC*) agreements
- The importance of boilerplate to the enforcement of contracts from a litigator's perspective
- Common ethical errors in contracts

### Who Should Attend

Corporate attorneys in private practice and in-house counsel who have, or want to assume, primary responsibility for drafting agreements in complex business transactions.

### Co-Chairs

**Alyssa A. Grikscheit**, Sidley Austin LLP, New York City (*New York City only*)

**Deborah J. Ludewig**, DJL Corporate Law, Monte Sereno, California (*San Francisco only*)

**Gerald T. Nowak**, Kirkland & Ellis LLP, Chicago (*Chicago only*)

**Program Attorney: Grace O'Hanlon**

**New York City, #41976 • Atlanta Groupcast Location, #44383 • Cleveland Groupcast Location, #44541 • Philadelphia Groupcast Location, #44042 • Pittsburgh Groupcast Location, #44043 • Mechanicsburg Groupcast Location, #44044 • New Brunswick Groupcast Location, #44241 • San Francisco, #41977 • Chicago, #41978**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41979, \$199

*"Great program, panel, speakers."*

*"Very informative program. Effectively provided the nuts and bolts of drafting and negotiating agreements."*

*"Outstanding program! One of the best I have attended. The insight into both sides of these agreements, drafting pointers and participant discussion was excellent."*

*"Concise explanations and important tips provided."*

— 2012 Attendees

## Understanding Financial Products 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,4,6</sup> January 7-8

### Why You Should Attend

The explosion of new financial products over the past decade, the implosion of the credit markets, and the resulting significant new regulatory requirements underline the importance of a general understanding of financial products. While these instruments have been, in the view of many, invaluable investment tools, and have presented enormous potential for product manufacturers and investors, they have also created potentially significant legal risks and challenges for their promoters, users, legal counsel and regulators. This seminar is designed as a hands-on learning tool to explain the fundamentals that you need to know when dealing with the more common financial investment products in the marketplace today.

### What You Will Learn

- Examine the changing landscape for financial products under the Dodd-Frank Act and the related regulatory actions emerging from it
- Learn how mutual funds and similar products are structured and distributed
- Explore how hedge funds and other private funds are structured and operated following the controversial JOBS Act and in light of government enforcement agencies' efforts surrounding them
- Evaluate universal life insurance, variable insurance products, guarantees and life settlements
- Discuss flow-through entities, including BDCs and similar vehicles
- Gain an understanding of the effects of the credit crisis on securitized products
- Analyze the mortgage market since the financial crisis, including the role of Fannie Mae, Freddie Mac and the FHA, and the emergence of covered bonds as a financial product
- Gain insight into the use of swaps, collars, options, futures and forwards to hedge portfolio positions

### Special Feature

- Earn one full hour of Ethics credit exploring special responsibilities of counsel: delivery of legal opinions, responses to auditors, attorney reporting requirements, and more

### Who Should Attend

Attorneys at all levels who are involved in securities, corporate, banking and finance, and insurance law, and in-house counsel, financial planners, financial advisers, bankers and accountants.

### Co-Chairs

**Clifford E. Kirsch**, Sutherland, New York City

**Robert S. Risoleo**, Sullivan & Cromwell LLP, Washington, D.C.

**Program Attorney: Danielle T. Bersofsky**

**New York City, #41631 • Boston Groupcast Location, #44519 • Cleveland Groupcast Location, #44524 • Mechanicsburg Groupcast Location, #44056 • Philadelphia Groupcast Location, #44057 • Pittsburgh Groupcast Location, #44058**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41632, \$199

## Secured Transactions 2013: *What Lawyers Need to Know About UCC Article 9*<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations<sup>2, 4, 6, 8</sup> January 9

### Why You Should Attend

Article 9 of the Uniform Commercial Code applies to secured transactions, which are interests in specific collateral granted by the debtor in conjunction with the debtor's promise to pay. At this program, you will learn the fundamentals of acquiring a security interest, including how to attach, to perfect (filing and non-filing methods) and to gain (and maintain) priority in the collateral of your choice. You will learn how to secure the most common forms of collateral, as well as how to perfect a security interest in some uncommon forms of collateral. In addition, our expert faculty of UCC practitioners will cover the basics of drafting the security agreement, and common default and enforcement issues, including protecting your security interest from the bankruptcy trustee. Plus you will hear about emerging topics: the proposed revisions to Article 9 and recent case law.

### What You Will Learn

- Where to file
- How to describe the collateral
- Determining the debtor's name
- How to categorize collateral
- Techniques for drafting the security agreement
- Is perfection by filing the best method?
- How to perfect a security interest in a securities account and a deposit account
- What are the non-temporal priorities, and why do they matter?
- How do you know that the security interest has attached?
- How to perfect in assets commonly held by individuals
- How to comply with the default enforcement rules
- What is the difference between a public and private sale?
- When can the secured creditor buy in at the sale?
- Forthcoming changes to Article 9 — what you need to know
- How bankruptcy can affect your lien

### Who Should Attend

This program is aimed at corporate, banking, commercial and transactional attorneys (both newly admitted and experienced).

### Co-Chairs

**Kenneth Chin**, Kramer Levin Naftalis & Frankel LLP, New York City

**Penelope L. Christophorou**, Cleary Gottlieb Steen & Hamilton LLP, New York City

**Program Attorney: Grace O'Hanlon**

**New York City**, #41992 • **Atlanta Groupcast Location**, #44384 • **Cleveland Groupcast Location**, #44542 • **Mechanicsburg Groupcast Location**, #44063 • **New Brunswick Groupcast Location**, #44242 • **Philadelphia Groupcast Location**, #44061 • **Pittsburgh Groupcast Location**, #44062 — *Program Fee: \$1,695*

*Privileged Member Fee: \$0\**

*Course Handbook: #41993, \$199*

*"Trenchant and comprehensive presentation on fundamental and current UCC Article 9 and related issues."*

*"Great refresher and I learned a few things despite practicing in this area for quite awhile."*

*"Great program."*

*"Very informative."*

— 2012 Attendees

## Silicon Valley Corporate Law Update 2013: *Start-Ups, Financings, IPOs, M&A*

Palo Alto, January 10

### New Program!

### Why You Should Attend

Silicon Valley remains one of the most active deal markets in the world today. The broad array of fast-growing companies, from start-ups to major public companies, has long attracted top legal, investor and investment banking talent, and produced a wide variety of transactions ranging from seed and venture capital financings to some of the largest and most high-profile IPOs and M&A transactions in the world. We have assembled an "all-star" faculty of Valley "insiders" to share their valuable insights into this leading market and describe how deals are done in the constantly changing technology world.

### What You Will Learn

- The experts explore new start-up company and founders' stock structures, and the new world of start-up financing
- Venture capital activity continues to climb — learn the latest on deal trends and documentation, and hear from the experts on counseling in tough transactions
- What you need to know about the JOBS Act 2012, crowdfunding and secondary stock transactions
- Get the latest on IPOs — new standards, dual-class common stock, and dual-track processes
- Technology M&A critical issues: case law developments, takeover defenses, private equity involvement, and special venture-backed company sales considerations

### Who Should Attend

The program is designed for in-house and outside attorneys who seek a practical overview of corporate finance, securities law, and M&A business and legal issues with a particular focus on Silicon Valley.

### Chair

**Curtis L. Mo**, DLA Piper LLP (US), East Palo Alto, California

**Program Attorney: John M. Mola**

**Palo Alto**, #42155 — *Program Fee: \$1,495*

*Privileged Member Fee: \$0\**

*Course Handbook: #42156, \$199*

*"Excellent job. Thank you!"*

— Theodore Vogel, CFO, US Reit, Inc., Philadelphia

### Save the Date!

## Trends in Merger Litigation 2013: *Corporate, Litigation, and Judicial Perspectives*

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> March 5

**Program Attorney: John M. Mola**

**San Francisco**, #44577 — *Program Fee: \$1,495*

*Privileged Member Fee: \$0\**

*Course Handbook: #44578, \$199*

**Visit [www.pli.edu](http://www.pli.edu) for more details!**

## Mergers & Acquisitions 2013: Trends and Developments

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,4,8</sup> January 17-18

### Why You Should Attend

A number of factors have combined to reinvigorate the environment for mergers and acquisitions. High corporate cash balances, unutilized private equity commitments, and low interest rates have made capital plentiful for acquisitions. The challenges faced by strategic acquirors in growing organically, the pressure on private equity funds to spend their available capital, and the increased appetite of foreign buyers have fueled the demand for quality acquisition targets. Regulatory changes that have encouraged divestitures in some industries, the pressure on distressed companies to sell, and the continued growth in developing markets have each contributed to the supply of quality acquisition targets. This program is designed to bring the M&A practitioner up to speed on the latest trends in doing deals. A team of top industry professionals will walk you through each step in structuring, negotiating and consummating a transaction.

### What You Will Learn

- How to structure an acquisition, including tax considerations
- The latest trends in deal protection, financing conditions and “mac” outs, including the impact of recent Delaware decisions
- The impact on deals of foreign buyers and strategic buyers
- Financing trends, including the rate environment, Dodd-Frank impact, and “covenant lite” availability
- The impact of the *Martin Marietta* decision on confidentiality agreement negotiations
- The impact of recent Delaware decisions on settlement of strike suits and investment banker conflicts
- The latest developments in public disclosure requirements affecting the deal environment
- Financing commitment letter issues, including SunGard provisions
- Special areas to watch out for, such as ethical issues, environmental issues and antitrust issues
- Special provisions in the purchase agreement and *much, much more . . .*

### Who Should Attend

Attorneys who counsel corporations (both inside and outside), corporate board members, investment bankers and other M&A advisers.

### Special Features

- An outstanding panel of M&A experts will engage in a critical analysis of a hypothetical acquisition, from negotiations through closing. You will witness, through an actual example, how a transaction develops and how commonly encountered issues are resolved. The program will include role playing to illustrate key elements of the transaction.
- You can also earn one full hour of Ethics credit with our segment titled “Ethical Traps for the M&A Practitioner.”

### Chair

**Richard A. Goldberg**, Dechert LLP, New York City

**Program Attorney: Lauren E. Nochta**

New York City, #41334 • Boston Groupcast Location, #44460 • Cleveland Groupcast Location, #44562 • New Brunswick Groupcast Location, #44194

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41335, \$199

## Securities Products of Insurance Companies in the Course of Regulatory Reform 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Location,<sup>5</sup> January 23

### Why You Should Attend

The insurance industry continues to navigate the legal environment when meeting insurance and retirement needs in the face of regulatory initiatives adopted in recent years and ongoing initiatives for regulatory and legislative change, as well as new technological developments. This timely program provides critical content on the prevailing and emerging legal issues practitioners must understand. As the evolving regulatory regimes that govern securities products and asset management services offered by insurance company complexes continue to unfold, the need for solutions to unanswered questions remain numerous. Our stellar faculty will provide you with a clear understanding of the important developments in this evolving and dynamic field of law.

### What You Will Learn

- Recent regulatory developments as outlined by the SEC’s Division of Investment Management and Office of Insurance Products
- The latest on the SEC’s enforcement efforts by the Asset Management Unit
- SEC and state scrutiny of new and existing insurance products
- The core of variable insurance products and mutual funds
- Insights into the SEC’s Dodd-Frank rulemaking mandates
- Old and new modes and regulation of distribution
- CFTC’s Rule 4.5 and derivatives regulation applicable to mutual funds and insurance products
- Pension products regulation

### Special Feature

- Earn one hour of Ethics credit exploring ethical practices in the advertising and distribution of insurance/securities products

### Who Should Attend

This seminar is designed to provide a context for recent entrants to the emerging legal landscape for securities products and services, and for experienced attorneys and compliance personnel to keep current with the changing regulatory environment. Attorneys advising insurance companies, mutual funds, insurance agencies, broker-dealers, investment advisers, and pension administrators will find that this program significantly contributes to their skills.

### Co-Chairs

**Joan E. Boros**, Jorden Burt LLP, Washington, D.C.

**Jeffrey S. Poretz**, Dechert LLP, Washington, D.C.

**Program Attorney: Danielle T. Bersofsky**

New York City, #41611 • Columbus Groupcast Location, #44518

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41612, \$199

*“Very timely, pertinent, and well-organized. Without qualification, I intend to attend again.”*

— A. Kenneth Levine, Edwards Wildman Palmer LLP

## Hedge Fund Compliance & Regulation 2013

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),  
January 29, 1:30 – 5:15 p.m. ET

### Why You Should Attend

Nearly one-third of the investment advisers that registered with the Securities and Exchange Commission as a result of the Dodd-Frank Act manage private funds. As a result, the SEC's examination staff has developed new strategies and processes to address the risks presented by hedge funds and other private funds. At this program, three distinguished panels of experts will discuss the regulatory and compliance challenges facing hedge fund managers from three different perspectives:

- Building an effective compliance program and strategies for working with regulators
- Interacting with investors
- Handling sales and trading issues

Panelists will not only provide updates on regulatory developments affecting hedge funds, but also provide practical suggestions for how in-house legal and compliance professionals can cope with the increased compliance burdens and regulatory focus.

### What You Will Learn

- Compliance challenges facing hedge funds in 2013, including SEC and CFTC examination priorities
- Strategies for addressing and anticipating potentially problematic compliance and regulatory risks, including valuations
- Tips for navigating ethical considerations, including managing conflicts of interest and providing disclosure to investors
- Constructing and implementing an effective compliance program
- Updates on key regulatory developments

### Special Feature

- Earn one full hour of Ethics credit analyzing ethical considerations associated with investor relations and communications

### Who Should Attend

Hedge fund in-house and outside counsel and compliance officers as well as legal and compliance professionals interested in or currently working in the hedge fund industry will benefit from this program.

### Chair

**K. Susan Grafton**, K&L Gates LLP, Washington, D.C.

**Program Attorney: Danielle T. Bersofsky**

**New York City, #41623**

Program Fee: \$895

Privileged Member Fee: \$0\*

Course Handbook: #41624, \$199

## Twelfth Annual Institute on Securities Regulation in Europe: Overcoming Deal-Making Challenges in the Current Markets

London and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> January 31-February 1

### Why You Should Attend

This year's programme will focus on overcoming the challenges presented by the current markets. Completing M&A deals and financings is more difficult than ever given macro-economic and market concerns, but at the same time compelling deals are getting completed and there remain windows of opportunity. The conference will focus on which deals are getting done and why, and how best to prepare clients to overcome the difficult deal environment and deal with the risks presented in the current environment. The panelists will discuss arbitrage between the U.S. and Europe, the role of China and the other Asian economies and markets, and other jurisdiction trends. Legislators and regulators continue to make a stand and present challenges to most deals, and the conference will discuss strategies for addressing these challenges.

### What You Will Learn

The programme will focus on all aspects of deal-making and cover policy aspects as well as the practical, including:

- The market response to the current regulatory environment
- The latest accounting and auditing developments and how to ensure the financials do not derail your deal
- Surviving governance problems and investigations
- The view from in-house counsel
- Insider trading, market abuse and other enforcement developments
- Recent developments in capital markets
- The strong bond market and the difficult loan market
- Developments in mergers and acquisitions and private equity
- What every securities lawyer needs to know about ethics

On Day One, you will hear a **Keynote Address** from **Paul Dudek**, *Chief, Office of International Corporation Finance, Division of Corporation Finance, U.S. Securities and Exchange Commission*.

On Day Two, **David Lawton**, *Director of Markets, Financial Services Authority*, will deliver another **Keynote Address**.

### Special Features

- We encourage you to register and join us at this exciting event, to be hosted at Freshfields Bruckhaus Deringer LLP's London offices and featuring **two networking luncheons**. This programme is approved for CPD credit in the UK and CLE and CPE credit in the U.S.

### Who Should Attend

The **Twelfth Annual Institute on Securities Regulation in Europe** will be the most important and comprehensive securities conference that you can attend in 2013. This conference is crucial for corporate and securities lawyers in private practice and in-house, and CEOs, CFOs, CIOs and others in senior management whose decisions are affected by securities laws, cross-border mergers and acquisitions, private equity, and shareholder activists.

### Co-Chairs

**Philip J. Boeckman**, Cravath, Swaine & Moore LLP, London

**David J. Greenwald**, Managing Director and International General Counsel,  
Goldman Sachs International, London

**Nilufer von Bismarck**, Slaughter and May, London

**Program Attorney: Lauren E. Nocht**

**London, #41375 — Programme Fee: \$2,695**

Privileged Member Fee: \$0\*

Course Handbook: #41374, \$199

Register/Order Online at [www.pli.edu/AFH3](http://www.pli.edu/AFH3)

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## Corporate Governance — A Master Class 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,3,4,7</sup> February 13

### Why You Should Attend

Recent developments, including increasingly intense shareholder activism, seemingly shortening investment time horizons, and regulatory developments under the Dodd-Frank Act, have accelerated changes in corporate governance. Many of the changes are fundamental and will continue to have a profound impact on public companies, their directors and management, and the securities markets. Join our stellar faculty as we discuss what has already occurred as well as what is yet to come.

### What You Will Learn

- Will the SEC's new mandated listing standards under Dodd-Frank have an impact on Compensation Committees and compensation consultants?
- How should Boards and Compensation Committees respond to "say-on-pay"?
- What every company needs to know about proxy advisory firms — how to engage, what to expect, what (if anything) may change
- What's new under Delaware law
- What to expect at and from the SEC?
- How the energized PCAOB is affecting Audit Committees, including prospects for audit firm rotation and greater interactions between auditors and Audit Committees
- Is the "reasonable man/woman" standard coming to the securities laws the future of liability for negligence violations?
- Ethical constraints on dealing with whistleblowers — are they different under the new rules?

### Special Features

- Keynote address by **Floyd Norris, Chief Financial Correspondent, The New York Times and The International Herald Tribune**
- **Luncheon Roundtable Discussion: Change at the SEC: Where Is the Commission Headed?** (Alan L. Beller, David M. Becker, Simon M. Lorne, Annette L. Nazareth, Hon. Harvey L. Pitt, Richard H. Walker)
- **One full hour of Ethics!**

### Who Should Attend

This program is designed for experienced corporate and securities attorneys with responsibility for advising companies on their governance procedures.

### Co-Chairs

**David M. Becker**, Cleary Gottlieb Steen & Hamilton LLP, Washington, D.C.

**Alan L. Beller**, Cleary Gottlieb Steen & Hamilton LLP, New York City

**Program Attorney: Grace O'Hanlon**

**New York City, #42031 • Boston Groupcast Location, #44476 • Cleveland Groupcast Location, #44544 • Nashville Groupcast Location, #44697**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #42032, \$199

*"Very good and informative. As a member of the board of directors of a major credit union and an attorney, I found this class well worthwhile and interesting."*

— Daniel Murphy, NYS Unified Court System, Office of Court Administration

*"Great insights and up-to-date, helpful analysis."*

— 2012 Attendee

*"Extremely interesting and well presented."*

— 2012 Attendee

*"Excellent program with a good combination of SEC staff and private practitioners."*

— 2012 Attendee

## Spin-offs 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,6</sup> February 21, 9:00 a.m. – 12:30 p.m. ET

### New Program!

### What You Will Learn

Business separation transactions represented over 40% of all M&A transactions in 2011. An increasing proportion of them have taken the form of spin-offs, equity carve-outs and similar architectures not involving an outright sale. But what is a spin-off, what makes it different from other types of business separation transactions, and why are people doing more of them? This program will provide an in-depth perspective on the factors that drive the recent trend towards business disaggregation, the fiduciary duties of directors in considering and approving spin-offs, and the latest developments in the complex requirements that apply to spin-offs under federal securities and tax laws. In addition, emphasis will be given to practical obstacles and pitfalls in structuring and executing spin-offs, such as those arising in connection with contracts, intellectual property and employee benefits.

### Special Features

- Different spin-off architectures
- Strategic and other factors that motivate companies to spin off business units
- What directors need to do in order to comply with their fiduciary duties when considering and approving spin-offs
- Recent developments in structuring spin-offs that are tax-free and exempt from Securities Act registration
- How to navigate vexing business separation issues, such as transitioning of personnel and related compensation issues, fraudulent conveyance, anti-assignment clauses in contracts, and allocation of intellectual property

### Who Should Attend

This program is geared toward attorneys in private practice, in-house counsel, and other business professionals who seek to understand spin-off transactions, and their structure and execution from a practical perspective.

### Chair

**Paul J. Shim**, Cleary Gottlieb Steen & Hamilton LLP, New York City

**Program Attorney: Lauren E. Nocht**

**New York City, #43152 • Atlanta Groupcast Location, #44318 • Mechanicsburg Groupcast Location, #44047 • Philadelphia Groupcast Location, #44045 • Pittsburgh Groupcast Location, #44046** — Program Fee: \$895

Privileged Member Fee: \$0\*

Course Handbook: #43153, \$199

### Footnote Key:

\* No additional fee for Privileged Members. Program fees are covered under your Privileged Member agreement.

<sup>1</sup> Transitional CLE course: For newly admitted attorneys during the first two years after admission to the Bar of the State of New York.

<sup>1</sup> Webcast attendees: Please register online prior to program date.

<sup>2</sup> Atlanta Groupcast Location will be a live broadcast from the New York City session and co-sponsored by the Atlanta Bar Association.

<sup>3</sup> Boston Groupcast Location will be a live broadcast from the New York City session and co-sponsored by Massachusetts CLE.

<sup>4</sup> Cleveland Groupcast Location will be a live broadcast from the New York City session and co-sponsored by the Cleveland Metropolitan Bar Association.

<sup>5</sup> Columbus Groupcast Location will be a live broadcast from the New York City session and co-sponsored by the Columbus Bar Association.

<sup>6</sup> Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations will be live broadcast from the New York City session and co-sponsored by the Pennsylvania Bar Institute.

<sup>7</sup> Nashville Groupcast Location will be a live broadcast from the New York City session and co-sponsored by the Nashville Bar Association.

<sup>8</sup> New Brunswick Groupcast Location will be a live broadcast from the New York City session and co-sponsored by the New Jersey Institute for Continuing Legal Education.



## The SEC Speaks in 2013

Washington, D.C. and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> February 22-23

### Why You Should Attend

This year more than ever, you will want to hear from the Chairman, Commissioners, and senior staff about the SEC's initiatives and priorities at **The SEC Speaks in 2013**.

On Friday, registrants may attend one of the following Workshop Sessions:

**Workshop A: Corporation Finance\***

**Workshop B: Trading and Markets**

**Workshop C: Enforcement**

**Workshop D: Investment Management**

On Saturday, registrants may attend one of the following Workshop Sessions:

**Workshop E: Compliance Inspections and Examinations\***

**Workshop F: Accounting**

**Workshop G: International Developments**

*\*Please note: One Workshop will be Webcast each program day.*

**On Friday, Workshop A: Corporation Finance will be Webcast**

**On Saturday, Workshop E: Compliance Inspections and Examinations will be Webcast**

### Who Should Attend

Securities and corporate attorneys in private practice or in-house, and CEOs, CFOs, and others in senior management involved in decision-making impacted by securities laws.

### Special Features

- All attendees and speakers are invited to a cocktail reception on Friday evening, immediately following the afternoon session.
- The Association of Securities and Exchange Commission Alumni, Inc. (ASECA) will give its annual dinner on Friday, February 22, immediately following the conference and cocktail reception. For further information, go to [www.SECAlumni.org](http://www.SECAlumni.org)

### Co-Chairs

**Meredith B. Cross**, Director, Division of Corporation Finance, U.S. Securities and Exchange Commission, Washington, D.C.

**Robert Khuzami**, Director, Division of Enforcement, U.S. Securities and Exchange Commission, Washington, D.C.

**Program Attorney: Laura R. Shields**

Washington, D.C., #41943

Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #41944, \$199

## Venture Capital 2013: Nuts and Bolts<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,6</sup> February 28  
Silicon Valley, April 9

### Why You Should Attend

A thorough understanding of current market practice, deal terms and conditions, transaction documents and applicable securities, and regulatory and ethical issues is critical in the venture capital business. This program, designed for those seeking a secure foundation in the venture capital field, will teach you the essentials of venture capital. From examining the anatomy of a venture capital deal, to participating in a mock term sheet negotiation, to exploring key issues in follow-on financing rounds, exit strategies and securities law compliance, our expert faculty of lawyers, venture capitalists and business executives will analyze the legal and business issues you need to master to actively and successfully participate in today's venture capital environment. You will also learn about the latest financing trends, regional differences in deal practice, and ethical issues that arise when representing start-ups and venture-backed companies.

### What You Will Learn

- How to form and counsel start-ups
- Key venture capital finance terms
- Bridge finance and venture debt terms and trends
- Structuring exit strategies
- The various applicable securities and tax laws

### Special Feature

- One full hour of Ethics!

### Who Should Attend

This program is designed for attorneys who advise start-up companies, and for investors and venture capitalists.

### Co-Chairs

**Curtis L. Mo**, DLA Piper LLP (US), East Palo Alto, California

**Lizette M. Pérez-Deisboeck**, General Counsel, Battery Ventures, Waltham, Massachusetts

**Program Attorney: Grace O'Hanlon**

**New York City, #42118 • Boston Groupcast Location, #44477 • Mechanicsburg Groupcast Location, #44218 • Philadelphia Groupcast Location, #44216 • Pittsburgh Groupcast Location, #44217 • Palo Alto, #42119**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #42120, \$199

*"Excellent presentation."*

*"Great, very informative presentation filled with practical advice. Knowledgeable presenters with good real world examples."*

*"These speakers were awesome. I can't believe they got through all of this in one day!"*

*"Excellent practical discussion."*

*"Great to hear experienced practitioners who are willing to share their knowledge on sophisticated ethical dilemmas."*

– 2012 Attendees

## Investment Management Institute 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,4</sup> March 7-8

### Why You Should Attend

You'll hear expert panelists discuss significant business and legal developments in the investment management area over the past year and important regulatory initiatives such as:

- The SEC's regulatory agenda
- Potential new regulations affecting money-market funds
- Potential SEC staff guidance regarding derivatives used by registered funds
- Potential new regulatory initiatives relating to target-date funds and exchange-traded funds
- Governance initiatives of importance to fund independent directors and trustees
- New legislative initiatives: the JOBS Act and the STOCK Act
- The future of investment adviser oversight
- Mutual fund distribution, including the use of social media
- Effect of CFTC, DOL and FINRA regulations on the fund industry
- The regulation of private fund managers
- Up-to-date SEC staff investment management compliance guidance
- Working with the SEC's adviser pay-to-play rule
- Investment management examination hot buttons
- New developments in insurance products
- Recent investment management litigation trends
- The continued focus on enforcement in the asset management area
- Ethics for the investment management practitioner

At this program, you will hear from current and former regulators, industry experts and practitioners about these regulatory matters, as well as about business topics such as developments of new financial products and services.

### Special Feature

- Earn one hour of CLE Ethics credit

### Who Should Attend

This program is designed for attorneys in law firms, in-house counsel, private fund lawyers, compliance officers and others involved in current issues affected by the Investment Company Act of 1940, the Investment Advisers Act of 1940, the Commodity Exchange Act of 1974, ERISA and other relevant laws.

### Co-Chairs

**Barry P. Barbash**, Willkie Farr & Gallagher LLP, New York City and Washington, D.C.

**Paul F. Roye**, Senior Vice President, Fund Business Management Group, Capital Research and Management Company, Los Angeles

**Program Attorney: Lauren E. Nohta**

**New York City, #41456 • Boston Groupcast Location, #44461 • Cleveland Groupcast Location, #44563**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41457, \$199

*"Very good speaker line-up. Relevant topics."*

— Alison Micucci, New York Life Investment Management

## Doing Deals in Latin America 2013

Miami, Offices of Hogan Lovells LLP, March 8

### Why You Should Attend

With Latin America proving resilient against the global financial crisis, it has become a favored destination for international investors; and while continued stagnation is expected for the world's advanced economies, the International Monetary Fund has projected healthy growth in Latin America over the next two years. Consequently, the demand for attorneys with the knowledge and skills to facilitate deals with Latin American companies is likely to increase.

This program will provide a comprehensive overview of the most pressing legal issues implicated in international deal-making in and with Latin American countries. Attorneys and other professionals in the field will benefit from the insights, best practices and effective strategies presented and discussed by a faculty comprising true leaders in the field. This program will bring together dozens of leading attorneys with decades of combined experience in Latin American business and investments, providing an excellent networking opportunity in addition to a valuable learning experience.

### What You Will Learn

- In-bound investments: facilitating investments by Latin American companies
- Investment opportunities in Brazil
- Energy investment in Mexico and Central America
- Opportunities in Peru's emerging economy
- Structuring investments in ALBA (Bolivarian Alliance for the Peoples of Our America) nations
- Resolving investment disputes: litigation and arbitration
- The Latin American private equity market
- Investing in infrastructure

### Who Should Attend

General counsel; lawyers practicing corporate law involving international transactions, investment, and mergers and acquisitions; and investment bankers or other professionals conducting business in and with Latin America will benefit from attending this program.

### Co-Chairs

**Fernando C. Alonso**, Hunton & Williams LLP, Miami

**Luis J. Perez**, Hogan Lovells LLP, Miami

**Program Attorney: Anita C. Shapiro**

**Miami, #42732** — Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42733, \$199

## Asset Based Financing Strategies 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>6</sup> March 11

### Why You Should Attend

Asset-based financing is a key source of credit for small and medium-size companies and for some larger, publicly traded companies as well. In contrast to equity financing where ownership in the company is diluted, asset-based financing allows companies to use their own assets to generate cash flow.

In structuring these loans, lenders and their counsel must consider all senior interests in the collateral, as well as the practical difficulties in obtaining payment in enforcement situations. Accordingly, asset-based lending requires not only a sound knowledge of the law, but also practical knowledge of the common drafting and enforcement issues likely to arise.

At this program, our expert faculty will explore the most common forms of asset-based financing, and the legal rules governing them, with particular emphasis on Article 9 of the Uniform Commercial Code and the Bankruptcy Code. In addition, the faculty will share what they have learned in representing secured creditors and borrowers in structuring asset-based loans and in enforcing them inside and outside of bankruptcy. The faculty will also discuss a number of ethical issues that arise in asset-based financings.

### What You Will Learn

- Brief review of the basic rules for attachment, perfection, priority and enforcement of a security interest under Article 9
- Common asset-based financing structures
- Techniques for equipment, inventory and receivables financing
- Priority issues relating to non-UCC liens and intercreditor arrangements
- Enforcement and bankruptcy planning strategies
- Recent UCC Article 9 developments, including 2010 amendments
- Cross-border asset based financing issues
- Ethical issues in asset-based financing

### Special Feature

- Earn one full hour of Ethics credit

### Who Should Attend

The program is intended for attorneys and asset-based lenders already experienced in the field or seeking a general refresher or update. The program will review the basics of asset-based lending briefly before concentrating on more advanced issues and strategies.

### Chair

**Edwin E. Smith**, Bingham McCutchen LLP, New York City and Boston

**Program Attorney: Danielle T. Bersofsky**

**New York City, #41700 • Mechanicsburg Groupcast Location, #44266 • Philadelphia Groupcast Location, #44267 • Pittsburgh Groupcast Location, #44268**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41701, \$199

## Doing Deals 2013: *The Art of M&A Transactional Practice*<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,3,4,6,7,8</sup> March 13

### Why You Should Attend

The M&A market has been experiencing a period of great expectation, with economic anxiety creating uncertainty about the future. Increased volumes of tender offers, hostile deals, activist campaigns, as well as spin-offs, has been an important trend, while the use of innovative structuring mechanisms, such as contingent value rights, has been another. M&A participants continue to raise questions about what “the market” for deal terms is, whether buyers or sellers now have the upper hand, and whether the market will return to recent highs in deal activity and bring with it new paradigms in deal-making. These questions, along with the new deal technology and case law emerging to address them, are among the points that will be discussed at the **Doing Deals** program.

A prominent faculty of top lawyers and investment bankers will share their years of experience and teach you how best to represent your clients by creatively structuring, coordinating and managing M&A transactions.

### What You Will Learn

- How to choose a transaction structure: navigating the world of mergers and tender offers
- Using innovative deal structures to get the deal done: the use and abuse of earnouts, CVRs and dual-track merger/tender offers
- The critical importance of pre-deal documents, such as confidentiality agreements
- Developments in Delaware law relating to M&A deals
- The nuts and bolts of definitive agreements — representations and warranties, covenants, conditions and indemnification provisions
- Special considerations when doing cross-border deals
- How to launch or defend against a hostile deal or an activist hedge fund

### Who Should Attend

The program is geared to attorneys in private practice and in-house corporate counsel who seek a practical overview of key issues that arise in the most common types of corporate transactions. This is a full overview of all the skills you need to structure a transaction, draft preliminary and definitive agreements and perform the appropriate due diligence.

### Chair

**Igor Kirman**, Wachtell, Lipton, Rosen & Katz, New York City

**Program Attorney: Lauren E. Nochta**

**New York City, #41412 • Atlanta Groupcast Location, #44319 • Boston Groupcast Location, #44462 • Cleveland Groupcast Location, #44564 • Mechanicsburg Groupcast Location, #44175 • Nashville Groupcast Location, #44595 • New Brunswick Groupcast Location, #44195 • Philadelphia Groupcast Location, #44173 • Pittsburgh Groupcast Location, #44174**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41413, \$199

## Register/Order Today!

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WEB: [www.pli.edu/AFH3](http://www.pli.edu/AFH3) | CALL: (800) 260-4PLI

FAX: (800) 321-0093 | MAIL in Registration Form on inside back cover.

## Securities Offerings 2013: A Public Offering: How It Is Done<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>3, 4, 6, 8</sup> March 15

### Why You Should Attend

This course tracks a public offering from the initial kickoff meeting to the closing dinner. The session has a practical focus on translating the law of securities offerings into the actual mechanics of starting and completing a public offering. The “how to do it” approach includes important timing items to address early in the process, the preparation of registration statements, the SEC review and comment process, and working with third parties in the offering process. The course will also highlight “hot” topics in the current environment.

### What You Will Learn

This course will provide a solid understanding of the legal framework for securities offerings under the Securities Act of 1933. Topics covered include the basics, such as definitions and regulations of “offers” and “sales” of “securities” and the distinctions between public and private offerings, including the need to register public offerings (and how that is done) and basic exemptions from registration. It will also cover important and ever-evolving topics, such as the JOBS Act (one year later), the current SEC agenda affecting the registration process, publicity restrictions and information practices, including free writing prospectuses, road shows — both live and electronic — and the use of the Internet and other means of electronic dissemination of information. The course will also cover the critical financial information that forms the backbone of disclosures in securities offerings, including annual and interim financial statements, management’s discussion and analysis, the SEC’s rules concerning disclosure of so-called “non-GAAP financial measures,” and other developments in disclosure documents.

### Special Feature

- Earn one hour of CLE Ethics credit

### Who Should Attend

This program is intended for counsel to issuers and underwriters, and other attorneys whose practice involves public securities offerings and Rule 144A offerings.

### Chair

**LizabethAnn R. Eisen**, Cravath, Swaine & Moore LLP, New York City

**Program Attorney: Lauren E. Nocht**

**New York City**, #41424 • **Boston Groupcast Location**, #44468 • **Cleveland Groupcast Location**, #44570 • **Mechanicsburg Groupcast Location**, #44178 • **New Brunswick Groupcast Location**, #44200 • **Philadelphia Groupcast Location**, #44176 • **Pittsburgh Groupcast Location**, #44177

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #43839, \$199

## Fundamental Concepts in Drafting Contracts: What Most Attorneys Fail to Consider 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>4, 5, 7</sup> March 19, 9:00 a.m. – 12:15 p.m. ET

(There will be a 15-minute break at 10:30)

### Why You Should Attend

The reduction to writing of an agreed-upon understanding among parties can sometimes be viewed as a cursory step in formalizing a business relationship. Yet the manner in which concepts are expressed on a page are often as important as the concepts themselves. Unfortunately, although contract counterparties might have the best of intentions, many contracts — even those drafted by experienced attorneys and those relating to the most prominent of transactions — are plagued with ambiguities, inconsistencies, unintended imprecision, and “bloat” from unnecessary legalese, rendering them confusing, risky, and potentially very costly. This course is designed to convey fundamental — but often unconsidered — principles to assist both newly admitted and seasoned attorneys with drafting, analyzing, and interpreting contracts. It focuses on the manner in which concepts are expressed in a contract, rather than the substance of any provision or contract in particular.

### What You Will Learn

- Categories of contract language (including language of performance, obligations, prohibitions, discretionary language, representations, acknowledgments, and language of policy)
- The distinction between *shall*, *will*, and *must*
- Conditional language
- Language of exception and subordination
- The concept of *deemed*
- References to time
- Ambiguities associated with *and* and *or*
- Legal archaisms

### Chair

**Vincent R. Martorana**, Reed Smith LLP, New York City

**Program Attorney: Grace O’Hanlon**

**New York City**, #42066 • **Cleveland Groupcast Location**, #44545 • **Columbus Groupcast Location**, #44491 • **Nashville Groupcast Location**, #44699

Program Fee: \$495

Privileged Member Fee: \$0\*

Course Handbook: #42067, \$95

*“Mr. Martorana is an excellent presenter and provided helpful tips even for an experienced attorney.”*

*“This was excellent! Very clear, great examples and great slides. . . . This is something I can use right away.”*

*“This was by far the best PLI course I have ever attended. The information was practical and helpful to attorneys drafting contracts on a day-to-day basis. I will recommend this course to my colleagues. Excellent content, materials, and delivery.”*

*“Seriously the very best CLE presentation I have seen in years. I actually feel like I learned something practical that I will use every day in my practice.”*

*“I really enjoyed the examples provided. I had a copy of an ‘agreement’ that I have used in my job open during the course and was able to find examples similar to what he provided. It helped me understand the concepts described in better detail.”*

– 2012 Attendees

## How to Prepare an Initial Public Offering 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,3,4,6</sup> April 10

### Why You Should Attend

Understanding the IPO process is an essential skill for both legal and business advisers. With the improvement in the markets over the past year, IPOs are happening with increasing frequency. In addition, last April, Congress enacted the IPO “on ramp” provisions of the JOBS Act that made becoming a public company even easier for “emerging growth companies” representing almost 90% of the IPO market. If you have not worked on an IPO recently, now is the time to refresh and hone your skills and learn about changes in market practice as a result of the JOBS Act.

We have assembled a faculty of experts, including securities lawyers and litigators, an underwriter, and a member of the Securities and Exchange Commission staff. Each speaker will look at the offering from the perspective of his or her respective discipline as they guide you through the initial public offering process.

### What You Will Learn

- Timetable and responsibilities
- Preparatory work and corporate cleanup
- Drafting the necessary disclosure documents, including reduced disclosure requirements for emerging growth companies
- Key parts of the underwriting agreement
- The important accounting requirements and issues
- Restrictions on offering period communications and the ability to now “test the waters” as permitted by the JOBS Act
- What the SEC does and why, including its new confidential review procedures
- Corporate governance issues and best practices
- Unique issues for particular kinds of offerings

### Who Should Attend

We have created this program to appeal not only to outside and in-house counsel, but also to accountants, business people and others interested in gaining a detailed overview of the initial public offering process, and the effect of the IPO “on ramp” provisions of the JOBS Act on the IPO process.

### Co-Chairs

**Deanna L. Kirkpatrick**, Davis Polk & Wardwell LLP, New York City  
**Laird H. Simons, III**, Fenwick & West LLP, Mountain View, California

**Program Attorney: Lauren E. Nochta**

**New York City, #41418 • Atlanta Groupcast Location, #44320 • Boston Groupcast Location, #44464 • Cleveland Groupcast Location, #44571 • Mechanicsburg Groupcast Location, #44181 • Philadelphia Groupcast Location, #44179 • Pittsburgh Groupcast Location, #44180**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41419, \$199

## Private Placements and Other Financing Alternatives 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,6</sup> April 15

### Why You Should Attend

Join our expert faculty of leading practitioners and regulators as we analyze current developments in private placements and hybrid financing transactions, including changes brought about by the adoption of the JOBS Act. We will discuss the basics of private placements and other exempt offerings. We will discuss recent changes to Regulation D effected by the Dodd-Frank Act, and by the JOBS Act. We will address how changes brought about by the JOBS Act and the relaxation of the prohibition on general solicitation affect basic integration principles. You also will learn about Regulation A+/Section 3(b)(2), crowdfunding, staying private, Rule 701, Rule 144 and tacking issues, Section 4 (1-1/2) transactions, block trades, and financings in close proximity to one another. We also will address Regulation FD and other disclosure and communications issues that arise in connection with undisclosed offerings.

### What You Will Learn

- Basic framework relating to exempt offerings, including Section 4(a)(2) (formerly 4(2)) and Regulation D
- Changes to Regulation D arising from the Dodd-Frank Act and the JOBS Act
- General solicitation
- Resales of restricted securities, including the application of Rule 144, tacking issues, Section 4 (1-1/2) and block trades
- Changes to the accredited investor definition, verification of investor status and the bad actor rule
- Regulation A+/Section 3(b)(2) and crowdfunding
- Staying private longer, the modified Exchange Act reporting threshold, and private secondary trading markets
- Integration principles and addressing offerings conducted in close proximity
- Applying private placement techniques in hybrid financings, including PIPE transactions, registered direct offerings and confidentially marketed public offerings
- Rule 144A offerings, and changes brought about by the JOBS Act
- The effect of Regulation FD on private placements by public companies
- Stock exchange issues affecting private placements
- Hedging restricted stock
- Change of control and other investments in distressed companies

### Who Should Attend

This program is designed for corporate and securities attorneys, compliance professionals, control room personnel, bankers and allied professionals who deal with private placements and other exempt and hybrid offerings.

### Chair

**Anna T. Pinedo**, Morrison & Foerster LLP, New York City

**Program Attorney: Grace O'Hanlon**

**New York City, #42012 • Boston Groupcast Location, #44478 • Mechanicsburg Groupcast Location, #44230 • Philadelphia Groupcast Location, #44228 • Pittsburgh Groupcast Location, #44229** — Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #42013, \$199

*“The program was well structured and provided helpful practical insights.”*

*“Great speakers.”*

— 2012 Attendees

## First Annual Institute on Corporate & Securities Law in Hong Kong 2013

Hong Kong, Allen & Overy, April 18-19

### New Program!

### Why You Should Attend

PLI's **First Annual Institute on Corporate and Securities Law in Hong Kong 2013** will feature a faculty composed of leading legal and business practitioners active in the Asian, U.S. and U.K. corporate and securities law fields, as well as key government regulators, prominent investment bank professionals and distinguished general counsel who will provide timely, practical guidance on the most critical issues facing corporate and securities law practitioners today.

### What You Will Learn

- **Regulatory Overview and Update:** A complete analysis of the latest corporate and capital markets regulatory developments in Asia, the U.S. and the U.K.
- **Market Overview:** A review of key developments in and important differences among listing regimes; the treatment of shareholders across borders; JOBS Act implications for foreign issuers; and issues arising as a result of foreign currency controls.
- **Private Equity and Hedge Funds:** Explore the best options for issuing equity without triggering compliance with takeover regimes; approaches to taking private and recent activity; PIPEs in the context of Asian markets; fund formation; and changes in the regulation of investment advisers under Dodd-Frank.
- **Debt Markets:** Learn about the impact of developments in the U.S. and EU on Asian debt markets; current trends; and new products.
- **Mergers & Acquisitions:** Examine M&A structures and processes in Hong Kong; pitfalls, competition law and other red flags.
- **Capital Markets:** Evaluate the new Hong Kong sponsor regime; consider recent new deal activity; compare and contrast common practices in India, China, Korea and Singapore; explore hot issues in frontier economies.
- **Corporate Governance Issues:** Understand the impact of U.S. and U.K. proprietary trading laws on corporate governance; director liability considerations; best practices or box ticking — a consideration of U.S. and U.K. developments and their adoption in Asian markets.
- **In-House Counsel Roundtable:** Gain inside insight into the issues that keep General Counsel up at night and how they are coping with the complexities of global operations.
- **Enforcement Issues Today:** Analyze current U.S. and U.K. enforcement efforts, including U.K. Bribery Act and FCPA enforcement practices; the impact of OFAC on doing business in Asia; and insider trading in the U.S., the U.K. and Hong Kong.

### Special Features

- Keynote addresses by Ashley Alder, Chief Executive Officer, Securities and Futures Commission and David Graham, Chief Regulatory Officer, Hong Kong Exchanges and Clearing Limited
- Earn CLE, CPE and CPD credit, including one full hour of Ethics credit

### Co-Chairs

**James Grandolfo**, Allen & Overy, Hong Kong

**Mina Park**, Director, Banking and Capital Markets Origination Legal, Asia Pacific, Citi, Hong Kong

**Stephen Revell**, Freshfields Bruckhaus Deringer, Hong Kong and Singapore

### Institute Advisor

**Edward F. Greene**, Cleary Gottlieb Steen & Hamilton LLP, New York City

**Program Attorney: Danielle T. Bersofsky**

**Hong Kong**, #40268 — Program Fee: \$2,295

Course Handbook: #39018, \$199

## Fundamentals of Mutual Funds and Exchange-Traded Funds 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Location,<sup>3</sup> April 24

### Why You Should Attend

This program is designed to provide attendees with a solid foundation in the legal, regulatory and operational issues affecting the \$12 trillion mutual fund industry, including the emerging exchange-traded fund industry. Attendees will learn how Congress, regulators, markets, and the courts have shaped the formation and structure of this industry. Attendees will also learn about the impact of the financial crisis on the mutual fund and exchange-traded fund industry and what is in store regarding future regulatory developments.

### What You Will Learn

- How mutual funds are created, managed and sold
- New types of funds — such as exchange-traded funds
- How management arrangements and fees are negotiated
- The inherent conflicts of interest — and how they are resolved
- How the credit crisis impacted mutual fund valuation and pricing
- How regulators monitor the industry

### Who Should Attend

Anyone entering the investment management industry will benefit from a thorough grounding in the basic regulatory regime governing the industry, as will anyone already working in the industry who would like a refresher.

### Co-Chairs

**Clifford E. Kirsch**, Sutherland, New York City

**Laurin Blumenthal Kleiman**, Sidley Austin LLP, New York City

**Program Attorney: Lauren E. Nocht**

**New York City**, #41440 • **Boston Groupcast Location**, #44465 — Program Fee: \$1,695

Course Handbook: #41441, \$199

## Leveraged Financing 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>3,6</sup> May 8

### Why You Should Attend

At this conference, the country's leading experts in leveraged finance will examine key concepts and strategies in serving leveraged companies, including portfolio companies of private equity firms. You will learn about the leveraged finance marketplace today, including new deal activity, continuing refinancing needs, evolving trends in leveraged finance, funding sources and product offerings, current covenant approaches, and financing product alternatives.

### Who Should Attend

Transactional attorneys, internal investment bank legal advisers and anyone whose responsibilities require an awareness of recent developments in leveraged finance techniques.

### Co-Chairs

**David A. Brittenham**, Debevoise & Plimpton LLP, New York City

**Patrick J. Ryan**, Simpson Thacher & Bartlett LLP, New York City

**Program Attorney: Danielle T. Bersofsky**

**New York City**, #41724 • **Boston Groupcast Location**, #44520 • **Mechanicsburg Groupcast Location**, #44272 • **Philadelphia Groupcast Location**, #44273 • **Pittsburgh Groupcast Location**, #44274 — Program Fee: \$1,695

Privileged Member Fee for all programs on this page: \$0\*

Course Handbook: #41725, \$199

## Enforcement 2013: Perspectives from Government Agencies

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>4,8</sup> April 26

### Why You Should Attend

We continue to see unprecedented changes in our economic, business and regulatory regimes in general, and in enforcement efforts in particular. This unique program brings together panels of senior staff from the various enforcement and regulatory agencies, including the U.S. Commodity Futures Trading Commission, FINRA, U.S. Securities and Exchange Commission, U.S. Attorney's Office, U.S. Department of the Treasury, U.S. Department of Justice, Federal Reserve Bank of New York, Public Company Accounting Oversight Board, Consumer Financial Protection Bureau, and Office of Foreign Assets Control, moderated by a law firm enforcement practitioner, to discuss agency priorities, how the agencies are working together, and offer best practices for today's rapidly changing enforcement environment.

### What You Will Learn

- Enforcement priorities of federal and state regulators and law enforcers
- What are the agencies thinking about, what are they focusing on, how are they working together and how do you need to work with them?
- Changes in practice, and practical ways to deal with those changes
- Practical implications of dealing with multi-agency investigations
- Hot topics in enforcement: the agencies' perspectives for 2013
- Legal developments in the enforcement space: hear a review of important enforcement decisions from the past year
- How will new rules and statutes affect your practice?
- Regulatory agenda — what's on the horizon
- Ethical issues in enforcement: earn one hour of Ethics CLE credit

### Special Features

- Perspectives from various government enforcement agencies on each panel
- One full hour of Ethics CLE credit

### Who Should Attend

Those who represent, as in-house or outside counsel, businesses and individuals that need to comply with financial regulatory requirements, businesses and individuals that are working hard to avoid regulatory and enforcement scrutiny, and businesses and individuals that, for whatever reason, find themselves under regulatory and enforcement scrutiny.

### Co-Chairs

**Linda Chatman Thomsen**, Davis Polk & Wardwell, LLP, Washington, D.C.

**Joan E. McKown**, Jones Day, Washington, D.C.

**Richard Owens**, Latham & Watkins LLP, New York City

**Program Attorney: Laura R. Shields**

**New York City, #41894 • Cleveland Groupcast Location, #44590 • New Brunswick Groupcast Location, #44493**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41895, \$199

## Acquiring or Selling the Privately Held Company 2013<sup>†</sup>

San Francisco, April 30-May 1

Chicago, May 21-22

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>3,4,6,8</sup> June 6-7

### Why You Should Attend

Join our experienced faculty as they walk you through all of the steps associated with acquiring and selling a privately held company, whether it is a large independent corporation, a division or subsidiary of a large public company, or a smaller venture capital-backed or family-owned entrepreneurial enterprise. You will learn about the special issues that apply when a private equity firm is the buyer or owns the target company, and about the techniques and strategies that are essential to successful negotiations. You will also gain an understanding of key specialty areas, including employee benefits, labor and employment, and intellectual property, as well as special diligence concerns involving international deals.

### You Will Learn How To

- Analyze the terms of an acquisition agreement
- Develop successful negotiation strategies
- Structure and negotiate earn-outs and critical risk allocation provisions
- Spot and deal with the key issues that arise in non-corporate law areas, such as employee benefits, labor and employment, and intellectual property
- Understand the fiduciary duties of directors and majority shareholders in a sale transaction
- Understand the special issues relating to financial sponsors
- Recognize ethical issues that arise during the negotiation and documentation of transactions
- Avoid common drafting pitfalls when non-U.S. laws govern part or all of a deal

### Co-Chairs

**Brian C. Miner**, Reed Smith LLP, Philadelphia (*San Francisco and Chicago only*)

**David W. Pollak**, Morgan, Lewis & Bockius LLP, New York City (*New York City only*)

**Program Attorney: Grace O'Hanlon**

**San Francisco, #42004 • Chicago, #42005 • New York City, #42006**

• **Boston Groupcast Location, #44482 • Cleveland Groupcast Location, #44551**

• **Mechanicsburg Groupcast Location, #44234 • New Brunswick Groupcast Location, #44235 • Philadelphia Groupcast Location, #44232 • Pittsburgh Groupcast Location, #44233** — Program Fee: \$1,695

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #42007, \$229

*"Terrific course. As in-house counsel, I do not work on M&A matters all the time, but complete at least one a year. The course is invaluable in keeping me sharp on deal document issues so that I can move quickly and confidently when we decide to engage on a transaction."*

*"There was a lot of good, practical advice in this presentation."*

*"Very helpful to navigate through the M&A deal."*

*"Tremendous amount of information communicated with great clarity. Outstanding."*

*"The speakers are incredibly learned and yet able to communicate key concepts and convey substantive, real world and practical considerations to a corporate neophyte like me. I am sure I will be rewatching this on-line seminar for refreshers throughout the year. Great seminar!"*

— 2012 Attendees

## Corporate Compliance and Ethics Institute 2013

Chicago, May 9-10

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2, 3, 4, 6, 8</sup> May 30-31

### Why You Should Attend

At the **Corporate Compliance and Ethics Institute**, a distinguished faculty, drawn from major corporations, academia, compliance and ethics organizations, law firms and the government will provide you with the tools you need to meet today's compliance and ethics challenges. Whether you are constructing a new program, or refining an existing program, our panels of compliance experts will discuss how to ensure that your company's program satisfies government standards and best practices expectations. You'll learn about current developments in compliance and ethics, along with practical tips on compliance and ethics risk assessments, program structure and management, compliance and ethics training, auditing and monitoring, helpline and investigations procedures, technology tools, and board and senior management oversight of your program. The highly interactive format will allow you to benchmark on a real-time basis and learn best practices from your peers.

### What You Will Learn

- Designing and conducting compliance risk assessments to obtain the most valuable information
- Structuring your program so that it possesses appropriate independence and clout
- The evolving role of the Board — avoiding complacency where governance and compliance meet
- Mitigating the compliance risks created by social media, and using social media to advance your program
- Assessing your program for effectiveness and performing effective compliance audits
- Investigating and managing allegations of wrongdoing
- Best practices in compliance communications, training and tools to help your program connect to employees of all ages — including those who spend their lives on social media sites
- Do more with less — adding value to your program despite budgetary constraints
- Global compliance expectations and best practices, including the UK Bribery Act and the OECD guidance on anti-bribery compliance programs

### Who Should Attend

The **Institute** will benefit anyone involved in any aspect of corporate compliance and ethics, including general counsel and other in-house counsel, compliance and ethics officers, compliance and ethics managers and other members of the compliance and ethics departments of organizations, internal audit and human resources personnel, risk managers, and outside counsel and consultants involved in advising on compliance and ethics subjects or programs.

### Co-Chairs

**Theodore L. Banks**, President, Compliance & Competition Consultants, LLC;

Counsel, Schoeman Updike Kaufman & Scharf (*Chicago only*)

**Rebecca Walker**, Kaplan & Walker LLP, Santa Monica, California (*New York City only*)

**Program Attorney: Meghan K. Carney**

**Chicago**, #42223 • **New York City**, #42224 • **Mechanicsburg Groupcast Location**, #44040 • **New Brunswick Groupcast Location**, #44131 • **Philadelphia Groupcast Location**, #44038 • **Pittsburgh Groupcast Location**, #44039 — *Program Fee: \$1,795*

*Privileged Member Fee: \$0\**

*Course Handbook: #42225, \$199*

## Delaware Law Developments 2013: What All Business Lawyers Need to Know

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2, 3, 4, 6, 8</sup> May 29

### Why You Should Attend

Delaware law continues to play a critical role in U.S. corporate and securities law, particularly in today's challenging and changing business environment. This unique annual program focuses on the important Delaware corporate law developments over the past year and the practical impact on your corporate or legal practice. The very top Delaware corporate law experts from the Delaware judiciary, leading law firms and corporations, and academia, will examine the latest case law and practical trends and share their real-world experiences, insights and advice on the issues of greatest concern to the corporate/securities legal community.

### What You Will Learn

- Recent Developments in Delaware Law: a two-hour discussion of recent opinions of the Delaware Supreme Court and Court of Chancery by leading Delaware practitioners
- Nuts and Bolts of Litigation Practice in the Delaware Chancery Court: What Litigators and Transactional Attorneys Need to Know
- Recent Developments with LLCs and Limited Partnerships
- Judges Roundtable: Perspectives on Multijurisdictional Practice
- Ethical Issues in Delaware Law (receive one hour of Ethics CLE credit!)

### Special Features

- Hear from leading Delaware practitioners, in-house counsel and the Delaware judiciary
- One full hour of Ethics CLE credit

### Who Should Attend

This program is designed for outside counsel, corporate counsel, corporate directors, corporate committee members, investment bankers, consultants and other professionals who need to know the latest developments and important issues in Delaware corporate law.

### Co-Chairs

**Stephen P. Lamb**, Paul, Weiss, Rifkind, Wharton & Garrison LLP, Wilmington, Delaware

**Hon. J. Travis Laster**, Delaware Court of Chancery, Wilmington, Delaware

**Gregory P. Williams**, Richards, Layton & Finger, P.A., Wilmington, Delaware

**Program Attorney: Laura R. Shields**

**New York City**, #41932 • **Atlanta Groupcast Location**, #44495 • **Boston Groupcast Location**, #44512 • **Cleveland Groupcast Location**, #44588 • **Mechanicsburg Groupcast Location**, #44504 • **New Brunswick Groupcast Location**, #44494 • **Philadelphia Groupcast Location**, #44502 • **Pittsburgh Groupcast Location**, #44503

*Program Fee: \$1,695*

*Privileged Member Fee: \$0\**

*Course Handbook: #41933, \$199*



## Global Capital Markets & the U.S. Securities Laws 2013: Raising Capital in an Evolving Regulatory Environment

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>2, 5, 6, 8</sup> June 5

### Why You Should Attend

Capital markets are adjusting to a wide range of evolving regulatory standards that affect the way in which offerings are conducted around the world. At the same time, issuers around the world are subject to changing accounting and corporate governance standards, while market participants navigate new ground in derivative product regulation. Issuers and market participants also face an increasingly active global enforcement environment targeting activities taking place around the world. This program will keep securities lawyers up-to-date on domestic and international regulatory and market developments, bringing together an engaging group of expert practitioners and senior regulators for an in-depth look at how the U.S. securities laws work in the context of a rapidly evolving global regulatory environment.

### What You Will Learn

Some of the areas this year's program will cover are:

- The latest developments with global regulatory efforts
- Evolving accounting, disclosure and governance standards for issuers
- Current developments with private and public offering practices
- Changes to the global regulation of alternative investment vehicles and derivatives
- Securities enforcement in an increasingly global regulatory environment

### Who Should Attend

This program is aimed at the lawyer with practices involving securities regulation and capital markets. It will be valuable to lawyers in law firms, financial institutions or multinational companies. The material is advanced, so it is suitable for an experienced practitioner who needs to keep current with developments in international securities regulation.

### Co-Chairs

**Paul M. Dudek**, U.S. Securities and Exchange Commission, Washington, D.C.

**David M. Lynn**, Morrison & Foerster LLP, Washington, D.C.

**Program Attorney: Lauren E. Nochta**

**New York City, #41388 • Boston Groupcast Location, #44466 • Columbus Groupcast Location, #44501 • Mechanicsburg Groupcast Location, #44190 • New Brunswick Groupcast Location, #44201 • Philadelphia Groupcast Location, #44188 • Pittsburgh Groupcast Location, #44189**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41389, \$199

*"Very interesting program from experts in their fields — much appreciated."*

— Ayanna Cage, Wilson Sonsini Goodrich & Rosati

## Audit Committee Workshops and Financial Reporting 2013: Recent Developments

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>5</sup> June 21

### Why You Should Attend

As we continue to see many new regulations from the SEC, PCAOB and financial institution regulators, we also continue to see numerous challenges emerge for the audit committee. If you are a director or member of an audit committee, or if you advise audit committees, this program will help you understand what is required of the audit committee, and those who advise them, in this rapidly changing environment. You will hear from an expert faculty of public company directors and audit committee members, lawyers and CPAs who advise audit committees, and government regulators who oversee the audit and financial reporting processes. Each panel will offer practical advice based on real-world examples to give you the information and tools you need to successfully perform and meet the many challenges facing audit committees and boards today.

### What You Will Learn

- The most important developments in the past year for audit committees, including SEC and PCAOB developments
- Continuing impact of the Dodd-Frank regulatory reform legislation on financial reporting and audit committees
- Dealing with the host of new regulations from the financial institution regulators — what audit committees and their advisers need to know
- Key accounting developments: important changes and GAAP/IFRS convergence update
- How to build and maintain strong compliance programs
- The audit committee's role in overseeing risk
- Ethical issues that arise when advising audit committees

### Special Features

- One full hour of Ethics CLE credit
- Interactive panels

### Who Should Attend

Public company directors, audit committee members, lawyers, CPAs and other public company advisers will take away valuable practical information and skills necessary to succeed in the current financial reporting environment.

### Co-Chairs

**Catherine L. Bromilow**, Partner, Corporate Governance Group, PwC, Florham Park, New Jersey

**Gene A. Capello**, Attorney-at-Law, New York City

**John F. Olson**, Gibson, Dunn & Crutcher LLP, Washington, D.C.

**Program Attorney: Laura R. Shields**

**New York City, #43169 • Mechanicsburg Groupcast Location, #44510 • Philadelphia Groupcast Location, #44508 • Pittsburgh Groupcast Location, #44509**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #43170, \$199

## Fundamentals of Broker-Dealer Regulation 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>3, 6, 8</sup> June 24

### Why You Should Attend

Major changes in broker-dealer regulation and the industry have come about as a result of the financial services crisis and the resulting regulatory reform. At the same time, FINRA's overhaul of its rulebook as part of its Rulebook Consolidation process is almost complete. This program will provide attendees with a solid foundation in the regulatory regime applying to broker-dealers, including what to expect next regarding broker-dealer regulation. Attendees will learn how the Securities Exchange Act of 1934, FINRA rules and state securities laws interact in governing the brokerage industry.

Attendees will also learn about recent regulatory enforcement activity by the SEC, FINRA, and the states, and about how broker-dealers are responding to these developments and the challenges ahead for the industry.

A distinguished faculty will offer insights into recent rulemaking that is having far-reaching impact on the day-to-day operations of firms.

### What You Will Learn

- Who are the regulators and how do they interact?
- What is entailed with respect to the duty to supervise?
- How are conflicts of interest resolved?
- What is "suitability"?
- Developments regarding broker-dealer and advisory services
- What is the role of the chief compliance officer?
- How do the SEC and FINRA conduct inspections?

### Who Should Attend

Anyone entering the brokerage industry will benefit from a thorough grounding in the basic regulatory regime governing the industry, as will anyone already working in the industry who would like a refresher.

### Chair

**Clifford E. Kirsch**, Sutherland, New York City

**Program Attorney: Lauren E. Nochta**

**New York City, #41446 • Boston Groupcast Location, #44467 • Mechanicsburg Groupcast Location, #44193 • New Brunswick Groupcast Location, #44202 • Philadelphia Groupcast Location, #44191 • Pittsburgh Groupcast Location, #44192**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41447, \$199

### PLI's Guarantee

It's simple. If you're not completely satisfied with the return on your investment from any PLI program, your money will be refunded in full.

## Broker-Dealer and Adviser Regulatory Compliance Forum 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Location,<sup>5</sup> February 20, 9:00 a.m. – 1:30 p.m. ET

### Why You Should Attend

Brokerage and advisory firms' compliance programs are under intense regulatory scrutiny. At this program, attendees will be provided with expert analysis regarding today's hot topics impacting the relevant regulatory framework, as well as practical considerations regarding the design and implementation of such programs.

### What You Will Learn

Review of current rulemaking • Trends in SEC and FINRA examinations • FINRA's new advertising rules • What are the lessons learned from recent SEC and FINRA enforcement actions?

### Who Should Attend

This program is designed for legal and compliance professionals at broker-dealers and advisers. We will also frame the discussion so that anyone entering the financial services industry will benefit from the program.

### Chair

**Clifford E. Kirsch**, Sutherland, New York City

**New York City, #41405 • Columbus Groupcast Location, #44500** — Program Fee \$895

Course Handbook: #41406, \$199

## Municipal Securities Activity by Broker-Dealers and Advisers 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>6</sup> May 31, 1:30 – 5:00 p.m. ET

### Why You Should Attend

The Dodd-Frank Act and related developments ushered in new rules for broker-dealers and advisers in the municipal market arena. This program will provide attendees with a solid foundation in the regulatory regime applying to broker-dealer and adviser municipal securities activity. Discussion will include the interplay between the various regulators with respect to municipal securities activity and offer practical compliance considerations.

### What You Will Learn

How the MSRB, SEC and FINRA interact regarding municipal securities regulation • An overview of the regulatory framework • The SEC's Municipal Advisor Rule • The MSRB Rulebook • FINRA guidance regarding broker-dealer sales of municipal securities

### Who Should Attend

Lawyers and compliance professionals seeking a better understanding of the municipal securities regulatory framework.

### Chair

**Clifford E. Kirsch**, Sutherland, New York City

**Program Attorney for both programs in this column: Lauren E. Nochta**

**New York City, #43195 • Mechanicsburg Groupcast Location, #44187 • Philadelphia Groupcast Location, #44185 • Pittsburgh Groupcast Location, #44186** — Program Fee: \$895

Privileged Member Fee for both programs in this column: \$0\*

Course Handbook: #43196, \$199

## The Foreign Corrupt Practices Act and International Anti-Corruption Developments 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>2,3</sup> May 2-3

### Why You Should Attend

Enforcement under the Foreign Corrupt Practices Act ("FCPA") continues as a critical priority for both the DOJ and the SEC. Recent FCPA enforcement actions and disclosures continue to demonstrate that no industry is immune from FCPA scrutiny, and FCPA sweep investigations across industry sectors are becoming more common and challenging. Beyond the FCPA, an increasing number of countries, as well as international organizations, are ramping up anti-corruption enforcement and adding to the complexity of legal compliance. This program, taught by a faculty of leading practitioners and government regulators, will give you the background and tools you need to spot the issues early, develop workable risk management processes and implement effective compliance programs.

### What You Will Learn

- The latest legal developments, and how they will affect you
- Enforcement trends going forward: new theories of liability, targeted industries, international trends
- Understanding new FCPA guidance from the U.S. government
- World Bank anti-corruption enforcement
- Investigative insights from key jurisdictions
- Responsibilities of directors for anti-corruption programs and investigations
- Practical tips and best practices for in-house counsel in dealing with critical FCPA issues
- How to manage risk in various third-party relationships and acquisitions

### Special Features

- Interactive live polling questions with instantaneous results
- Discussion of hypothetical scenarios
- Benchmarking with your peers

### Who Should Attend

This program is designed for both in-house and outside counsel interested in gaining a practical, in-depth understanding of the FCPA, as well as for accounting and financial advisers.

### Co-Chairs

**Richard W. Grime**, O'Melveny & Meyers LLP, Washington, D.C.

**Mark F. Mendelsohn**, Paul, Weiss, Rifkind, Wharton & Garrison LLP, Washington, D.C.

**Program Attorney: Laura R. Shields**

**New York City**, #41915 • **Mechanicsburg Groupcast Location**, #44050 • **Philadelphia Groupcast Location**, #44048 • **Pittsburgh Groupcast Location**, #44049

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41917, \$199

*Save the Date!*

**Foreign Corrupt Practices Act: Silicon Valley**

**September 2013**  
**Silicon Valley, California**

Visit [www.pli.edu](http://www.pli.edu) for more details!

## Internal Investigations 2013<sup>†</sup>

Chicago, June 11

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>2,4,5</sup> June 25

### Why You Should Attend

Knowing how to conduct efficient and effective internal investigations is key to protecting your clients or company. Companies and their counsel need to be diligent and proactive in identifying risks and remedying potential issues. At this program, panels of experts from the private bar, in-house and the government use a real-world hypothetical fact pattern throughout the day to review the many considerations and issues that can and do arise from the beginning to the end of an investigation. The program is designed to review the fundamentals of conducting an effective and efficient investigation, as well as to touch on many practical issues arising today, including international issues, data privacy issues, labor and employment law issues, and more. Leave the program with a better understanding of how to handle investigations successfully for your clients or company.

### What You Will Learn

- How to conduct an internal investigation, in-house or outside
- Considerations at the outset: nature and scope of the investigation
- Document retention issues
- Plaintiffs' lawyers considerations: internal self-reporting to the company vs. filing with the government
- Issues in international investigations
- Data privacy issues
- The intersection of labor and employment law and internal investigations
- When and how to work with outside experts
- How to deal effectively with auditors
- When you should disclose and when you should not
- The government's use, evaluation and weighing of internal investigations
- Concluding the investigation: when to prepare a report and how, corrective actions, cooperation with the government
- Ethical issues: warnings to witnesses, representational issues, the rights of employees, avoiding obstruction, indemnification and advancement

### Special Features

- Updated, real-world hypothetical scenario to structure program
- One full hour of Ethics CLE credit

### Who Should Attend

This program is a must-attend event for anyone responsible for corporate investigations: inside and outside counsel, internal auditors, compliance officers, forensic accountants and other experts who handle internal investigations, and government attorneys — anyone who has a stake in this process.

### Co-Chairs

**David B. Bayless**, Covington & Burling LLP, San Francisco (*Chicago only*)

**Nancy Kestenbaum**, Covington & Burling LLP, New York City (*New York City only*)

**Richard J. Morvillo**, Mayer Brown LLP, Washington, D.C. (*New York City only*)

**Stephen S. Scholes**, McDermott Will & Emery LLP (*Chicago only*)

**Program Attorney: Laura R. Shields**

**Chicago**, #43201 • **New York City**, #43199 • **Atlanta Groupcast Location**, #44496  
• **Cleveland Groupcast Location**, #44589 • **Mechanicsburg Groupcast Location**, #44507 • **Philadelphia Groupcast Location**, #44505 • **Pittsburgh Groupcast Location**, #44506

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #43206, \$199

## Defending Privacy and Behavioral Advertising Class Action Suits 2013: What Every Litigator and In-House Lawyer Needs to Know

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup>  
January 22, 9:30 a.m. – 12:30 p.m. PT

### Why You Should Attend

Over the past two years there has been an explosion of new lawsuits filed that focused on the alleged disclosure of identifying information in connection with the use of social networks, social gaming, mobile phones, apps, and other mobile and web-based technologies; and behavioral advertising and the use of pixels, beacons, cookies and other persistent identifiers. Like patent troll suits and stock drop cases, being sued for perceived data privacy violations is increasingly beginning to look like a cost of doing business in the digital economy.

While some cases have settled on lucrative terms, a number have been dismissed or dropped because plaintiffs cannot show damage or injury.

Many of the suits appear to be focused on trial by publicity, rather than relief in court.

Join expert faculty to learn what you need to know now about this burgeoning area of federal litigation, including what to do to avoid litigation.

### What You Will Learn

- The types of technology, advertising and business practices that have been targeted for litigation
- Best practices to minimize potential privacy violations and avoid being sued
- The types of claims raised in litigation and how to defend against them
- The use of traditional media, blogs, and social media as part of the litigation strategy
- When to settle and when to fight cases
- The terms of recent settlements
- Analysis of this new burgeoning area of law, including the large number of court opinions issued in 2011 and 2012, as well as an assessment of emerging trends

### Who Should Attend

- In-house counsel at cloud computing, Internet, technology, advertising, mobile, and social networking companies
- Litigators and transactional lawyers who defend or advise clients on data privacy and advertising law
- Chief Privacy Officers and others responsible for data privacy compliance
- Privacy lawyers who want to understand important litigation trends and strategies
- Anyone who wants to stay one step ahead of the crowd

### Chair

Ian C. Ballon, Greenberg Traurig, LLP, East Palo Alto, California and Los Angeles

Program Attorney: John M. Mola

San Francisco, #42149

Program Fee: \$1,495

Privileged Member Fee: \$0\*

Course Handbook: #42150, \$199

## Advanced Deposition Techniques 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>4,7</sup> January 24, 9:00 a.m. – 12:15 p.m. ET

### Why You Should Attend

Whether you've done one deposition or one hundred, you need to be prepared to handle the special situations that arise and know how to identify and exploit the opportunities that exist. This program covers a range of topics and scenarios that can challenge even the most seasoned litigators. Come learn why attendees rated this course "the best CLE presentation I have seen" and "one of the best seminars I have attended."

### What You Will Learn

Advanced use of Rule 30(b)(6) depositions • The biggest surprises and how to handle them • Preparing and defending the VIP witness • How to make the most of preparation time

### Who Should Attend

Litigators and in-house counsel of every level of experience will find this program valuable.

### Co-Chairs

Susan F. DiCicco, Bingham McCutchen LLP, New York City

Kimo S. Peluso, Manatt, Phelps & Phillips, LLP, New York City

New York City #43067 • Cleveland Groupcast Location, #44556 • Nashville

Groupcast Location, #44591 — Program Fee: \$895; Course Handbook: #43068, \$95

## Government Investigations 2013: The Role of Electronic Information in Investigation and Response

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup>  
April 4, 1:30 – 5:00 p.m. ET

### New Program!

### Why You Should Attend

Organizations create and store a growing volume of information on a daily basis. That information is used in all facets of an organization's business. When government regulators seek access to that information, many questions can arise. Our faculty, which includes judges, regulators, and counsel experienced in government investigations, will address the cutting-edge issues involved in how electronic information in investigations may be sought, produced, and used.

### What You Will Learn

What triggers a government investigation and how does the government decide which investigations to undertake? • What matters related to electronic information (including the "cloud" and social media) might be of particular interest to regulators? • Cooperation or conflict? Which response might be most — and least — effective in responding to government requests for electronic information? • What can you expect to happen after the investigation?

### Who Should Attend

This program should be of interest to inside and outside counsel, as well as corporate compliance officers, who handle investigations by a federal or state regulatory agency.

### Chair

Ronald J. Hedges, Ronald J. Hedges LLC, Hackensack, New Jersey

Program Attorney for both programs in this column: Laurie Gilbertson

New York City, #43936 — Program Fee: \$895; Course Handbook: #43937, \$199

Privileged Member Fee for all programs in this column: \$0\*

## Current Developments in Federal Civil Practice 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,4,6,7</sup> January 30

### Why You Should Attend

Are you up-to-date on the important developments in federal civil practice and the implications of these developments for your cases? At **Current Developments in Federal Civil Practice 2013**, a distinguished faculty of trial lawyers and judges will review and offer their insights into significant recent developments in federal civil practice. The program will focus on applying these developments for best pretrial and trial practices.

### What You Will Learn

- Recent decisions interpreting and applying the Federal Rules of Civil Procedure and the Federal Rules of Evidence
- New developments affecting pleadings, motions to dismiss, and summary judgment motions
- Using experts effectively in pretrial motion practice and at trial
- Strategies for effective and efficient electronic discovery
- The View from the Bench — insight from federal judges on what they consider to be effective practices in pretrial proceedings and at trial
- Ethics in federal practice

### Special Feature

- Earn up to one credit hour in Ethics!

### Who Should Attend

This program will be helpful to the new lawyer who needs to learn the federal rules and the experienced trial attorney who needs an update on the most recent federal issues and decisions.

### Co-Chairs

**Jonathan L. Frank**, Skadden, Arps, Slate, Meagher & Flom LLP, New York City  
**Michele A. Roberts**, Skadden, Arps, Slate, Meagher & Flom LLP, Washington, D.C.

**Program Attorney: Janet L. Siegel**

New York City, #42817 • Atlanta Groupcast Location, #44302 • Cleveland Groupcast Location, #44525 • Mechanicsburg Groupcast Location, #44068 • Nashville Groupcast Location, #44592 • Philadelphia Groupcast Location, #44066 • Pittsburgh Groupcast Location, #44067

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42818, \$199

*"The interaction between panel members was very interesting and lively."*

— 2012 Attendee

## Taking and Defending Depositions 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>4,6</sup> March 12

### Why You Should Attend

Depositions offer a unique opportunity to gain an advantage for future settlement or litigation, especially now that fewer cases are reaching juries. Skilled litigators know how to take advantage of this substitute for trial testimony to gather information, learn about an adversary's case, and get a close-up look at the performance of potential witnesses.

Our faculty of experienced litigators will take you through every facet of the deposition process. We'll also use demonstrations to illustrate the dos and don'ts of depositions, give you practice tips for each stage of the process, and show the tactical and strategic considerations behind the techniques employed.

### What You Will Learn

Deposition strategy and purpose: deciding where each deposition fits into your overall discovery plan • Expert witnesses and what you need to know • Using deposition testimony at trial: rules, techniques, and tactical concerns • Ethical issues unique to depositions: how to handle the situations that can arise

### Who Should Attend

This program will give litigators the skills to prepare, execute, and use depositions in the most effective manner for their clients and their cases.

### Chair

**Randi W. Singer**, Weil, Gotshal & Manges LLP, New York City

**Program Attorney: Laurie Gilbertson**

New York City, #43085 • Cleveland Groupcast Location, #44558 • Mechanicsburg Groupcast Location, #44088 • Philadelphia Groupcast Location, #44086 • Pittsburgh Groupcast Location, #44087 — Program Fee: \$1,595

Course Handbook: #43086, \$199

## Appellate Advocacy 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Location,<sup>7</sup> March 20, 2:00 – 6:00 p.m. ET

### Why You Should Attend

Attendees will learn about all aspects of the appellate process, from things to do (and not to do) in the trial court, to strategies and techniques for persuasive brief writing and oral argument, to how and when to seek amicus support, to the rehearing and certiorari processes.

### What You Will Learn

Strategic choices, and common issues to watch for, in the trial court • How to be an effective advocate — both in brief writing and in oral argument • Soliciting amici and preparing amicus briefs • The rehearing and certiorari process • The View from the Bench: effective appellate advocacy from the judicial perspective

### Chair

**David M. Gossett**, Assistant General Counsel for Litigation, Consumer Financial Protection Bureau, Washington, D.C.

**Program Attorney: Janet L. Siegel**

New York City, #42823 • Nashville Groupcast Location, #44594 — Program Fee: \$695

Privileged Member Fee for all programs in this column: \$0\*

(There is no Course Handbook for this program. Course materials will be provided.)

## Trial Evidence 2013: Advocacy, Analysis, Illustrations<sup>†</sup>

New York City, April 3

### Why You Should Attend

**Trial Evidence 2013** features a unique blend of evidentiary analysis and practical application. You will learn about important recent trends and developments and how to handle evidentiary issues.

### Program Format

Evidentiary issues will be illustrated by notorious trials — actual cases, movies, and novels. The audience will be invited to participate in this highly informative, lively program.

### What You Will Learn

Some of the subjects expected to be covered include:

- Current evidence law and important new trends and developments in federal evidence law
- Recognizing hearsay and its exceptions in the heat of the trial
- Developments in expert testimony
- Important New York evidence distinctions and developments
- Evidence issues in the Roger Clemens and Penn State cases
- The “View from the Bench”: what are the crucial points to the trial judge?

### Who Should Attend

This program is a “must” for the new trial lawyer who needs a practical understanding of the Federal Rules of Evidence and the experienced trial attorney who needs an update on evidentiary issues.

### Chair

**Professor Martin A. Schwartz**, Professor of Law, Touro Law Center, Central Islip, New York

**Program Attorney: Janet L. Siegel**

**New York City**, #43532 — Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #43533, \$199

## Handling a Securities Case 2013: From Investigation to Trial and Everything in Between

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Location,<sup>4</sup> April 25

### Why You Should Attend

The landscape of securities litigation is constantly evolving and changing. This program takes you through all the issues that can arise in the most complex securities matters — from the initial government investigation to the filing of the civil cases to either settlement or trial. If you practice in this dynamic field, you know that the need to stay current and develop new strategies and tactics has never been more important. Our faculty of leading practitioners, government officials, and judges will update you on the latest best practices and case law.

### What You Will Learn

- How to approach the initial investigation and work with state and federal regulators in the interests of your clients
- How to assess the civil complaints and coordinate multidistrict actions
- How to litigate the case through the pleadings, discovery, class certification and summary judgment
- How to approach mediation and settlement of a securities action
- How to try a securities litigation or arbitration
- How to approach and assess ethical issues associated with complex securities litigation

### Who Should Attend

This program is designed for securities practitioners, outside and in-house counsel, compliance officers, regulators, investment bankers and securities dealers.

### Co-Chairs

**Lyle Roberts**, Cooley LLP, Washington, D.C.

**Jonathan K. Youngwood**, Simpson Thacher & Bartlett LLP, New York City

**Program Attorney: Laurie Gilbertson**

**New York City**, #43079 • **Cleveland Groupcast Location**, #44557

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #43080, \$199

*“Good intro/refresher type program — right level of specificity.”*

— 2012 Attendee

*“Nice program.”*

— 2012 Attendee

*“Great panelists!”*

— 2012 Attendee

## Pretrial Practice 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,4,5,6</sup> May 20

### Why You Should Attend

As fewer civil cases are tried, the staples of pretrial practice — pleadings, motions to dismiss, discovery, *Daubert* motions, summary judgment, and settlement — have replaced trials as the focus of litigation. Join our faculty of experienced plaintiffs' and defense attorneys, and inside counsel and judges as they review what you need to know to succeed at this increasingly important stage of litigation.

### What You Will Learn

How to plan the litigation • How to accurately investigate the facts and the law  
• How to maximize your use of pretrial motions to give your case an advantage  
• How to explore settlement strategies that will benefit your case and your clients

### Who Should Attend

This program will benefit attorneys who are not yet experienced litigators familiar with the ins and outs of pretrial practice.

### Chair

**David G. Keyko**, Pillsbury Winthrop Shaw Pittman LLP, New York City  
New York City, #43091 • Atlanta Groupcast Location, #44311 • Cleveland Groupcast  
Location, #44559 • Columbus Groupcast Location, #44479 • Mechanicsburg  
Groupcast Location, #44091 • Philadelphia Groupcast Location, #44089 • Pittsburgh  
Groupcast Location, #44090 — Program Fee: \$1,595

Course Handbook: #43093, \$199

## International Arbitration 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>5</sup> June 10

### Why You Should Attend

In many ways, arbitration offers more choices than litigation. What is the appropriate place of arbitration? Which arbitrator should you choose? How can you make the proceeding more efficient? The resolution of international business disputes through arbitration raises issues that are simply not present in the litigation context.

This program will address these and other critical issues and give you the information you need to successfully navigate the international arbitration process. Join our exceptional faculty of experienced practitioners for instruction on the most current and important topics in this fast-growing field.

### What You Will Learn

Recent developments in international arbitration • The international arbitrator's point of view • Emerging venues in arbitration • In-house counsel's perspective on how to achieve a successful arbitration • Practical tips for winning your cases

### Who Should Attend

This program is designed for private practitioners, in-house counsel, and other professionals who are involved in the arbitration of international disputes.

### Chair

**John Fellas**, Hughes Hubbard & Reed LLP, New York City  
Program Attorney for both programs in this column: Laurie Gilbertson  
New York City, #43073 • Mechanicsburg Groupcast Location, #44094 • Philadelphia  
Groupcast Location, #44092 • Pittsburgh Groupcast Location, #44093

Program Fee: \$1,595

Privileged Member Fee for all programs in this column: \$0\*

Course Handbook: #43074, \$199

## Expert Witness 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,4</sup> June 27, 9:00 a.m. – 12:30 p.m. ET

### Why You Should Attend

Searching for, hiring, and using expert witnesses can be a daunting experience for many attorneys. Our faculty of experienced litigators and expert witnesses will demystify this process. You will come away with practical tools to handle the myriad of issues involved with expert witness preparation and testimony.

### What You Will Learn

Selecting the right expert for your case • Preparing and conducting a *Daubert* hearing • Defending against a *Daubert* challenge • Taking an expert's deposition and deposing the opposing expert • Mastering direct and cross-examination of experts at trial

### Who Should Attend

Litigators at all levels of practice and experience should find this program useful. In-house counsel who are involved in or supervise litigation will also find this program of interest.

### Chair

**Kenneth I. Schacter**, Bingham McCutchen LLP, New York City  
New York City, #43110 • Atlanta Groupcast Location, #44312 • Cleveland Groupcast  
Location, #44560 — Program Fee: \$895  
Course Handbook: #43111, \$199

## M&A Litigation 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,4</sup> June 27, 1:30 – 5:00 p.m. ET

### Why You Should Attend

What better way to learn about M&A litigation than from the attorneys that litigate the nation's most important M&A disputes and the judges who preside over them? We have assembled judges from the Delaware Supreme Court and the Court of Chancery, the most experienced and respected courts on M&A matters, and distinguished M&A litigators to give you their perspectives on the best ways to handle corporate M&A disputes.

### What You Will Learn

Join the masters of M&A litigation to learn about: Delaware's evolving approach to deal protection measures • Remedies tied to deal protection measures, including discussions of merger agreements, process flaws, and damages  
• Handling disputes over stockholder communications before the stockholder meeting • Litigating over the conduct of the meeting and the vote • Invoking (or escaping) entire fairness review in third-party deals • Attacking and defending controlling stockholder takeouts, including discussions of *Southern Peru*, *Lynch*, the "unified standard," and special committees

### Who Should Attend

This program is directed towards litigators and deal attorneys at all levels of experience, as well as in-house counsel at companies that face M&A litigation.

### Chair

**David R. Marriott**, Cravath, Swaine & Moore LLP, New York City

Program Attorney for both programs in this column: Laurie Gilbertson

New York City, #43116 • Boston Groupcast Location, #44427 • Cleveland Groupcast  
Location, #44561 — Program Fee: \$895

Privileged Member Fee for all programs in this column: \$0\*

Course Handbook: #43117, \$199

## Antitrust Institute 2013: *Developments & Hot Topics*<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,5,6</sup> May 6-7

Chicago, June 10-11

### Why You Should Attend

There is no better place to learn about the latest hot button issues in antitrust practice today than at this annual program. From mergers and acquisitions to enforcement priorities, and resale price maintenance to international competition, you can be certain to hear about all of the developments at this program led by top experts in the field. Hear from leading antitrust practitioners, senior government officials, and state regulators about how to manage all of the challenges that new developments might throw your way. Whether you are a seasoned antitrust practitioner or just a beginner, this program will equip you with practical knowledge you can rely on daily.

### What You Will Learn

- Coverage of recent decisions, new developments, and issues to watch
- Exclusive dealing and determining when it's possible to require it
- Tying and its many twists and turns
- Practical risks of consumer class actions and private treble damages suits from competitors
- HSR pre-merger notification process
- Federal and state enforcement priorities
- Discrimination in price and promotions
- International competition issues

### Who Should Attend

From beginners to advanced practitioners, this program will appeal to attorneys of all levels of experience. The program is intended for in-house corporate counsel and attorneys in government and private practice with responsibility for, or interest in, antitrust matters.

### Special Feature

- Earn one full hour of Ethics credit!

### Co-Chairs

**Roxane C. Busey**, Baker & McKenzie LLP, Chicago (*Chicago only*)

**Yvonne S. Quinn**, Sullivan & Cromwell LLP, New York City (*New York City only*)

**The Honorable J. Thomas Rosch**, Commissioner, Federal Trade Commission, Washington, D.C. (*New York City only*)

**Harvey I. Saferstein**, Mintz, Levin, Cohn, Ferris, Glovsky, and Popeo, P.C., Los Angeles (*New York City only*)

**Alan H. Silberman**, SNR Denton, Chicago (*Chicago only*)

**Program Attorney: Seema Lal Meehan**

**New York City, #41841 • Boston Groupcast Location, #44426 • Columbus Groupcast Location, #44488 • Mechanicsburg Groupcast Location, #44082 • Philadelphia Groupcast Location, #44080 • Pittsburgh Groupcast Location, #44081 • Chicago, #41842 — Program Fee: \$1,695**

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #41843, \$229

"[The] program was very helpful."

— Ryan Doherty, GE Capital Americas

"This was an excellent program with the right level of high level overview as well as detail."

— Candy Lawson, Executive Director, Morgan Stanley UK Limited

## International Estate & Tax Planning 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Location,<sup>4</sup> April 23

### Why You Should Attend

Individuals with connections to more than one country — international private clients — need sophisticated succession and tax planning advisors to help them navigate a complex and sometimes treacherous legal, tax and regulatory environment. These clients include U.S. persons with assets or beneficiaries outside the United States, as well as non-U.S. persons with U.S. connections. Their advisors must view a client's specific circumstances from a multijurisdictional perspective. To do this effectively, advisers need to understand the interplay, both within and between countries, of income taxes, estate and gift taxes, marital property and inheritance laws, immigration and nationality laws, anti-money laundering and other financial regulations, tax and non-tax reporting requirements, the use (and sometimes abuse) of entities and arrangements such as companies, trusts and foundations, and the principles of conflict of laws. These factors must be addressed in an increasingly transparent environment created by recent unilateral and inter-governmental initiatives in tax enforcement and disclosure. You should attend this program to strengthen your understanding and expand your perspective of the fundamental and cutting-edge issues in estate and tax planning for international private clients.

### What You Will Learn

- An understanding of the fundamental concepts and issues in multijurisdictional succession and tax planning for private clients with international interests or connections
- How current trends in inter-governmental cooperation (such as the Foreign Account Tax Compliance Act, the Financial Action Task Force and the Global Forum) are affecting international private clients and their advisers
- An update on recent tax legislation and legislative proposals affecting international private clients
- How to plan for the acquisition, use and disposition of personal use residential property in the U.S. by non-U.S. persons, and vice-versa
- How civil law entities such as foundations compare with common law trusts, and the potential advantages and disadvantages of each
- What U.S. tax and non-tax reporting requirements apply to U.S. persons with foreign assets or interests in foreign entities
- How domestic and foreign trusts are used in international estate and tax planning, and how settlors, trusts and beneficiaries are taxed in each case
- How to determine when an individual is a U.S. person (citizen or resident) or a nonresident alien, and the resulting U.S. tax and immigration law consequences of each status

### Who Should Attend

Anyone who works with private clients with international interests or connections, including attorneys, accountants, relationship managers of U.S. and foreign financial institutions, insurance brokers, financial planners, employees of family offices, and anyone who acts in a fiduciary capacity for private clients with international interests or connections or their structures.

### Co-Chairs

**Dean C. Berry**, Cadwalader, Wickersham & Taft LLP, New York City

**Robert L. Dumont**, Deloitte Tax LLP, New York City

**Robert C. Lawrence III**, Cadwalader, Wickersham & Taft LLP, New York City

**Program Attorney: Meghan K. Carney**

**New York City, #42211 • Cleveland Groupcast Location, #44610 — Program Fee: \$1,595**

Privileged Member Fee: \$0\*

Course Handbook: #42212, \$199

"All the panelists were quite good and topics very timely."

— 2012 Attendee



## Taxation of Financial Products and Transactions 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>4, 6, 8</sup> January 16

### Why You Should Attend

With implementation of the Dodd-Frank Act well underway, and judicial and administrative scrutiny remaining at a high level, it is important to stay on top of the latest developments in the fast-changing area of financial products and transactions. At this program, a standout group of law firm and accounting firm lawyers, in-house tax advisers, and government speakers will explore new and old topics in financial transactions.

### What You Will Learn

- Gain insight into the tax issues arising out of hedges of transactions in nonfunctional currency
- Examine the major differences between the proposed regulations governing noncompensatory options over partnership interests and the (anticipated) final regulations, as well as some insights into planning opportunities that may exist
- Explore the ways in which the tough issues raised by the proposed regulations under section 871(m) were resolved in the (anticipated) final regulations
- Learn to recognize and deal with financial transactions that arise in mergers and acquisitions
- Identify important tax planning issues for hedge and private equity fund managers
- Understand the tax issues arising in the structuring of investment in master limited partnership interests, including derivative investments

### Who Should Attend

Attorneys at law and accounting firms who advise clients on financial transactions and products; in-house tax professionals who help structure transactions and make FIN 48 determinations; hedge fund traders who want a better understanding of the tax rules governing financial products and transactions; accountants who work in the area of financial products; people who advise hedge fund managers and owners; and government attorneys who want to stay on top of what's happening outside the government.

### Chair

**Matthew A. Stevens**, Ernst & Young LLP, Washington, D.C.

**Program Attorney: Stacey L. Greenblatt**

**New York City, #42390 • Mechanicsburg Groupcast Location, #44097 • Philadelphia Groupcast Location, #44095 • Pittsburgh Groupcast Location, #44096**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42391, \$199

## International Tax Issues 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>4, 6, 8</sup> January 31

### Why You Should Attend

As the world's economies grow increasingly integrated, the international tax laws of the U.S. impact a greater percentage of businesses and transactions. These international tax rules affect not only large U.S. and foreign-based multinationals, but also increasingly affect mid-sized and smaller firms, financing transactions, mergers and acquisitions, and other commercial activity. As a result, a working knowledge of these international tax rules is of paramount importance to a wide variety of tax professionals. At this year's program we will assemble some of the world's leading experts to discuss the complex rules of U.S. international taxation. We will focus upon both operational and transactional implications of these rules, and describe the application of the rules to both U.S. and foreign-based entities.

### What You Will Learn

- Update your knowledge of current developments facing non-U.S. persons
- Understand the intricacies of managing offshore cash and the efficient utilization of foreign cash
- Identify cross-border merger and acquisition issues, techniques and developments
- Get an update on new foreign tax credit regulations implementing the 2010 legislation (including splitter) and Subpart F developments
- Examine recent developments in transfer pricing audits and planning
- Work through all of the above against the backdrop of proposed international tax reform legislation, identifying the key concepts and predicting the future

### Who Should Attend

Law firm and accounting firm professionals who advise clients on structuring cross-border transactions, and on international tax planning and controversy matters; in-house tax professionals involved in cross-border and internal planning, in FIN 48 determinations and in IRS audits and appeals of international issues; and government attorneys who want to stay on top of what's happening in the international tax arena.

### Chair

**Michael A. DiFronzo**, PwC, Washington, D.C.

**Program Attorney: Stacey L. Greenblatt**

**New York City, #42396 • Cleveland Groupcast Location, #44565 • Mechanicsburg Groupcast Location, #44100 • New Brunswick Groupcast Location, #44120 • Philadelphia Groupcast Location, #44098 • Pittsburgh Groupcast Location, #44099**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42398, \$199

"Great program."

— John Katsanos, KPMG LLP

"Excellent speakers and cutting edge on current law and proposed legislation."

— Phil Brady, FTI Consulting, Inc.

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MAIL in Registration Form on inside back cover.

## 15th Annual Real Estate Tax Forum

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>6\*</sup> February 7-8

### Why You Should Attend

At this year's program, panels of nationally recognized real estate tax experts from major law and accounting firms will provide attorneys, accountants and real estate professionals with a detailed analysis of the most sophisticated and creative tax planning techniques available for structuring, restructuring and unwinding different types of real estate transactions in today's challenging capital markets environment. Using extensive visual aids and actual deal structures, this group of entertaining, experienced and knowledgeable speakers will share their experiences with today's state-of-the-art planning techniques, and emphasize practical approaches to solving difficult tax issues affecting real estate investment and operation.

### What You Will Learn

- Get in-depth analysis of some of the most challenging commercial real estate transactions
- Learn simplified approaches for drafting effective tax provisions for partnership and LLC agreements
- Survey the latest like-kind exchange developments
- Examine the tax issues that arise when debt is purchased at a discount

Plus our completely revised 15th anniversary program will feature a new transactional approach using case studies and other illustrative methods to provide in-depth analysis of many typical but challenging commercial real estate transactions, including:

- Contributions of properties to partnerships, LLCs and REITs (and UPREITs)
- Roll-ups of portfolios of multiple properties
- Pitfalls and opportunities in leasing transactions
- Like-kind exchanges
- Workouts, debt modifications, forbearance transactions

### Who Should Attend

This **Forum** is designed for tax attorneys, accountants and real estate professionals who structure real estate transactions.

### Co-Chairs

**Leslie H. Loffman**, Proskauer, New York City

**Sanford C. Presant**, Greenberg Traurig, LLP, Santa Monica, California

**Blake D. Rubin**, McDermott Will & Emery LLP, Washington, D.C.

**Program Attorney: Stacey L. Greenblatt**

**New York City, #42403 • Mechanicsburg Groupcast Location, #44103**  
• **New Brunswick Groupcast Location, #44121 • Philadelphia Groupcast Location,**  
#44101 • **Pittsburgh Groupcast Location, #44102** — Program Fee: \$1,695

Privileged Member Fee: \$0\*

Three-Volume Course Handbook: #42404, \$299

## Consolidated Tax Return Regulations 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>4,6</sup> February 25-26

### Why You Should Attend

During the past sixteen years, the Department of the Treasury and the Internal Revenue Service have substantially revised the consolidated return regulations. These changes, coupled with legislative developments, judicial decisions, and published and private rulings, have dramatically changed the operating rules of consolidated returns. An understanding of these rules is critical for practitioners and corporate tax counsel who practice in this area. This program explores the policy and mechanics of these rules and regulations. Our expert faculty of leading private practitioners in the field and government officials responsible for drafting the regulations will explain the latest developments.

### What You Will Learn

- Examine the unified loss rules' impact on corporations filing consolidated returns, including selling stock of a subsidiary member anticipating a loss, and buyers acquiring subsidiary stock from a selling consolidated group
- Survey the ways in which the economic substance doctrine affects consolidated returns
- Analyze the interplay between the intercompany transaction provisions and the controlled group rules of Section 267(f)
- Explore the ways in which the cancellation of debt (COD) provisions interact with the intercompany transaction rules

### Who Should Attend

This course is designed for both private practitioners and in-house tax counsel seeking a deeper understanding of the mechanics of the consolidated tax return regulations and the latest developments in this complex area of the law.

### Chair

**Mark J. Silverman**, Steptoe & Johnson LLP, Washington, D.C.

**Program Attorney: Stacey L. Greenblatt**

**New York City, #42409 • Cleveland Groupcast Location, #44566 • Mechanicsburg**  
**Groupcast Location, #44106 • Philadelphia Groupcast Location, #44104 • Pittsburgh**  
**Groupcast Location, #44105**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Four-Volume Course Handbook #42410, \$349

## Nuts and Bolts of Tax Penalties 2013: A Primer on the Standards, Procedures and Defenses Relating to Civil and Criminal Tax Penalties<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,4,5</sup> March 1

### New Program!

### Why You Should Attend

The number of tax penalties assessed by the IRS has increased dramatically over the past several years. Assessments of accuracy-related penalties against individuals and corporations rose from 59,708 in 2005 to 472,961 in 2010, a nearly 800% increase! At the same time, the IRS is focusing more than ever before on the conduct of professionals, through return preparer penalties, Circular 230 enforcement and even criminal prosecutions. Sophisticated and responsible practitioners engaged in tax planning or tax controversies must understand where the lines are drawn and consider the application of penalties when appropriate. However, accounting and law school tax classes rarely focus on penalties, leaving practitioners to pick up the relevant standards and procedures from the trial and error of daily practice.

This new one-day seminar will provide a unique opportunity to review the various tax penalties that can be imposed, the standards and transactions that can trigger penalties and sanctions, the procedures the IRS must follow to assess penalties, and the defenses that can be asserted. We have assembled an expert faculty of experienced private practitioners and government representatives to explain how penalties work, why they are assessed and how you can protect yourself and your clients.

### What You Will Learn

- Understand why penalties are assessed, which penalties apply to what types of conduct, and who can be subject to penalties — the taxpayer, the preparer, or both
- Explore the difference between professional ethical standards of conduct, Circular 230 standards and tax penalties
- Find out how certain you have to be before you can advise a client to take a tax position on a return
- Learn to recognize when you can rely on your client for information and when you have to dig deeper
- Examine situations where conduct is so egregious that it can trigger a fraud penalty
- Discover what turns a civil penalty case into a criminal tax prosecution
- Get tips on approaching tax situations that involve potentially criminal conduct

### Who Should Attend

Law firm and accounting firm professionals who advise clients on structuring transactions and who represent clients in tax controversies; in-house tax professionals involved in tax planning, FIN 48 determinations and tax audits and appeals; and government agents and attorneys who want a primer on tax penalties and ethical standards.

### Chair

**Bryan C. Skarlatos**, Kostelanetz & Fink, LLP, New York City

**Program Attorney: Stacey L. Greenblatt**

**New York City**, #43267 • **Atlanta Groupcast Location**, #44310 • **Cleveland Groupcast Location**, #44567 • **Mechanicsburg Groupcast Location**, #44109 • **Philadelphia Groupcast Location**, #44107 • **Pittsburgh Groupcast Location**, #44108

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #43268, \$199

## Tax Planning for Domestic & Foreign Partnerships, LLCs, Joint Ventures & Other Strategic Alliances 2013

Chicago, Skadden, Arps, Slate, Meagher & Flom LLP,  
April 30-May 2

New York City, May 21-23

San Francisco, June 11-13

### Why You Should Attend

This three-day seminar will trace the partnership tax rules from the birth of the partnership through its operating life, with emphasis on tax issues and planning strategies and opportunities; and then, since for one reason or another such ventures frequently unwind either before or after satisfying their purpose, will focus on exit strategies and tax planning possibilities in unwinding.

Some of the sessions on the first day are intended to serve as a review of basics. Special attention will be given to planning under recently finalized sets of regulations and proposed regulations and to changes wrought by recent legislation and legislative proposals. Speakers from Treasury and the IRS will be joining a number of the more advanced panels in order to discuss cutting-edge issues.

### What You Will Learn & Special Features

- The benefits and detriments of choosing the partnership form
- Noncompensatory partnership options, convertibles and recapitalizations
- Determinations of partner distributive shares and the effect of liabilities
- Partnership and LLC compensatory interests, including options
- Transactions between the partnership and partners, including exit strategies
- Dispositions of partnership interests
- Section 754 election planning and special basis adjustments
- State taxation of partnerships, LLCs and their owners
- Energy tax credit partnerships
- Advanced Section 752 issues
- Whether a liability is recourse or nonrecourse for a variety of purposes
- Codification of the economic substance doctrine, recent tax shelter cases and legislation, preparer penalties, ethical considerations
- Dispute and litigation strategies in partnership tax cases
- Interesting partnership transactions of the past year
- Panel of inside tax counsel on forming and operating a joint venture
- International joint venture issues and planning, including government panelists
- Effects of recent or proposed tax legislation and pending regulatory proposals

The faculty will consist of both inside and outside tax counsel with special expertise in the transactional aspects of structuring partnerships, joint ventures and other strategic alliances, both domestic and foreign. For some of the more advanced topics, the faculty will be joined by panelists from the IRS and Treasury.

### Co-Chairs

**Louis S. Freeman**, Skadden, Arps, Slate, Meagher & Flom LLP, Chicago

**Clifford M. Warren**, Internal Revenue Service, Washington, D.C.

**Program Attorney: Stacey L. Greenblatt**

**Chicago**, #42428 • **New York City**, #42429 • **San Francisco**, #42430

Program Fee: \$2,695

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #42431, \$229

*The Partnership Tax Practice Series: Planning for Domestic and Foreign Partnerships, LLCs, Joint Ventures & Other Strategic Alliances 2013*, #27150, \$2,495

*The Partnership Tax Practice Series: Planning for Domestic and Foreign Partnerships, LLCs, Joint Ventures & Other Strategic Alliances 2013 on CD-ROM*, #42432, \$2,195

## 18th Annual Consumer Financial Services Institute

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>4,6</sup> April 8-9  
Chicago, May 2-3

### Why You Should Attend

On January 4, 2012, President Obama appointed Richard Cordray as the first Director of the Consumer Financial Protection Bureau (CFPB). Since that time, the CFPB has been involved in the whirlwind of regulatory, supervisory and enforcement activity. In addition to the CFPB, both state and other federal regulators are pursuing initiatives focused on consumer financial services.

This year's **Institute** will explore in detail the Bureau's activities as well as developments in consumer financial services throughout the country. As in the past, we will also cover significant developments in all aspects of consumer financial services litigation.

### What You Will Learn

- Explore the ways in which the Dodd-Frank Act and the CFPB's activities will affect your practice
- Get tips on responding to a CFPB investigation
- Study the latest regulatory and enforcement initiatives of federal and state regulators and state attorneys general and the ways in which Title X of the Dodd-Frank Act has impacted their authority
- Identify the regulatory and litigation priorities of consumer advocates in the coming year
- Get updates on the latest class actions and state attorneys general lawsuits against financial services companies
- Survey class certification and class action settlement developments

### Who Should Attend

Bankers, lenders and lessors involved with consumer financial services and the lawyers who defend or sue them; lawyers who counsel financial institutions, loan servicers, loan brokers, debt collectors and credit bureaus on litigation and compliance issues; lawyers who represent and advocate for consumers; and government lawyers and law professors who specialize in consumer law will benefit from attending this program.

### Co-Chairs

**Deepak Gupta**, Gupta Beck PLLC, Washington, D.C.

**Alan S. Kaplinsky**, Ballard Spahr LLP, Philadelphia

**John J. Roddy**, Bailey & Glasser LLP, Boston

**Julia B. Strickland**, Stroock & Stroock & Lavan LLP, Los Angeles

**Program Attorney: Stacey L. Greenblatt**

**New York City**, #42421 • **Cleveland Groupcast Location**, #44569 • **Mechanicsburg Groupcast Location**, #44115 • **Philadelphia Groupcast Location**, #44113 • **Pittsburgh Groupcast Location**, #44114 • **Chicago**, #42422

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #42423, \$199

## Recent Developments in Distressed Debt, Restructurings and Workouts 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,5,6</sup> January 25

### Why You Should Attend

Business people and professionals need to react quickly when dealing with distressed companies and defaults across the financial services, manufacturing, retail, airlines, automotive, real estate, hospitality and entertainment industries, etc. This program will address the issues relating to structuring, drafting and enforcing the rights of creditors and debtors, and parties to executory contracts, principally in out-of-court restructurings, exchange offers and in "premanaged" Chapter 11 bankruptcy filings. In addition, the program will cover issues in structured finance. Learn strategies to better protect creditors, including institutions, bondholders, hedge funds, and parties to executory contracts, and to maximize values and recoveries.

### What You Will Learn

- Current marketplace developments
- Drafting relevant documentation in exchange offers, workouts and restructurings
- Corporate governance and D&O issues in or near the zone of insolvency
- Enforcement of rights under financial products, including swaps, derivatives, and repurchase agreements — *Lehman*; *SemCrude*
- Structured and complex finance — current issues, including ramifications of *General Growth*, *Extended Stay*, and *Lehman*
- Intercreditor agreements and subordination — *Westpoint Stevens*, *Ion Media*, *Boston Generating*
- Negotiating restructuring agreements; important due diligence and Bankruptcy Code analysis
- Sales of distressed assets, "loan to own," bid procedures, and credit bidding
- Enforceability of lockups; valuation issues
- Negotiating, drafting, and litigating over "premanaged," but not "prepackaged," Chapter 11 plans and disclosure statements; new Rule 2019 ramifications; impact of *Stern v. Marshall*

### Who Should Attend

This program is designed for inside and outside counsel, turnaround and Chapter 11 professionals, and business people with at least some experience with defaults, structured finance, distressed debt, restructurings and workouts, mainstream Chapter 11 cases, and affected transactions and litigation.

### Chair

**Joseph Samet**, Baker & McKenzie LLP, New York City

**Program Attorney: Seema Lal Meehan**

**New York City**, #41813 • **Boston Groupcast Location**, #44424 • **Columbus Groupcast Location**, #44484 • **Mechanicsburg Groupcast Location**, #44073 • **Philadelphia Groupcast Location**, #44071 • **Pittsburgh Groupcast Location**, #44072

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41814, \$199

*"One of the best PLI programs I have ever seen. Great speakers, clear presentations — good for people of all levels of experience and excellent topic choices."*

— Douglas Lanzo, PPL Services Corp.

*"The speakers were clear and concise. The content was excellent."*

— Katherine Windler, Bryan Cave HRO LLP

## Bankruptcy & Reorganizations 2013: Current Developments

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2, 7, 8</sup> April 29-30

### Why You Should Attend

The credit markets continue to face challenges, and in today's weak economy, staying abreast of the current developments in restructuring, bankruptcy and reorganizations is essential. This advanced conference assembles a remarkable faculty of bankruptcy judges and leading practitioners who will provide you with a thorough analysis of hot topics, and recent decisions. A practical review of rules and trends that affect your practice on behalf of institutional creditors, bondholders, lenders, hedge funds, committees, debtors, vendors, labor, and parties to executory contracts and other transactions will also be addressed. Equip yourself with strategies you can use daily, and feel more confident in advising your clients in these evolving areas of law.

### What You Will Learn

- Current market developments
- Structured and complex finance developments — repos, swaps, forward contracts, derivatives, closeouts and netting; SPVs — see *General Growth* and *Lehman*
- The powers, fiduciary duties and potential liabilities of the DIP and boards, and creditors' committees; ethical issues
- Sales of assets free and clear under Sections 363 and 1129; bid procedures and protections — *Radlax*, *General Motors*, *Chrysler*, *Texas Rangers*, *Los Angeles Dodgers*
- New developments regarding unsecured and secured claims, and labor issues
- Defenses to preference and fraudulent conveyance attacks
- Executory contracts, licenses and leases — assumption, rejection and "ride through"
- Setoffs, intercreditor agreements, and subordination issues and cases
- New developments on plan proposals, contested disclosure statements and confirmation of a plan; valuation issues
- International and cross-border insolvencies, inbound and outbound — Chapters 11 and 15

### Special Feature

- Earn one full hour of Ethics credit!

### Who Should Attend

This program is designed for a wide range of bankruptcy, reorganization and other transactional practitioners, litigators, in-house counsel and others who are involved in restructurings and insolvency cases. They should have at least basic knowledge of defaults, the Bankruptcy Code, rules and procedures. This program will help transactional, litigation, and intellectual property lawyers prepare for and deal with defaults, restructurings, and sales of distressed assets.

### Chair

**Joseph Samet**, Baker & McKenzie LLP, New York City

**Program Attorney: Seema Lal Meehan**

**New York City**, #41825 • **Boston Groupcast Location**, #44425 • **Nashville Groupcast Location**, #45641 • **New Brunswick Groupcast Location**, #44129

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #41826, \$229

*"Very informative, and the lecturers had a great grasp of the subject."*

— 2012 Attendee

*"Excellent workshop. Very helpful in my practice."*

— 2012 Attendee

## Business As Unusual 2013: *Business Development in the "New Normal"*

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup>  
June 11, 1:30 – 5:00 p.m. ET

### Why You Should Attend

As the marketplace for legal services changes and shrinks, your strategies for sustainable client relationships and business development must adapt. Even competition to serve existing clients grows more fierce.

At the same time, many clients are reassessing what they want from their law firms and how they will define value in service delivery in this "New Normal."

One basic principle remains true: successful business development and longstanding relationships grow from great client-facing service, not from a playlist of business development tricks and tips. You and your firm need to think clearly about:

- How to assess what your clients want and need, and how to deliver it;
- How to define your value in delivering that service;
- What you wish to be known for; and
- How you will assure that your current client relationships remain strong and can help you develop new relationships going forward.

### What You Will Learn

- How to define a value proposition that distinguishes you, your practice, and your firm
- How to sustain current business and protect it from competitive threats
- How to create new business by better serving existing clients, who will offer you critical referrals and recommendations
- Which service delivery models improve current relationships and attract new clients interested in greater efficiency, cost control, and improved results
- Whether improved firm business models and internal supports can help lawyers generate new business — making superior service measurable
- What's next in lawyer training to better prepare lawyers to develop and sustain business in the "New Normal"

### Who Should Attend

Attorneys at all levels and in all areas of practice will benefit from this program.

### Chair

**Susan J. Hackett**, Legal Executive Leadership, LLC, Bethesda, Maryland

**Program Attorney: Laurie Gilbertson**

**New York City**, #43104

Program Fee: \$895

Privileged Member Fee: \$0\*

Course Handbook: #43105, \$95

*"Excellent program, speakers, and written materials."*

— 2012 Attendee

*"Very well done program; good speakers."*

— 2012 Attendee

*"Very useful."*

— 2012 Attendee

# Calendar of Events

## JANUARY

**2**  
**Drafting and Negotiating Corporate Agreements 2013**  
New York City; Atlanta, Cleveland, Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 2

**3-4**  
**IP Issues in Business Transactions 2013**  
New York City, Page 30

**7-8**  
**Understanding Financial Products 2013**  
New York City; Boston, Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 2

**9**  
**Secured Transactions 2013: What Lawyers Need to Know About UCC Article 9**  
New York City; Atlanta, Cleveland, Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 3

**9-13**  
**Patent Bar Review 2013**  
Washington, D.C., Page 37

**10**  
**Real Estate M&A and REIT Transactions 2013**  
New York City; Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 47

**Silicon Valley Corporate Law Update 2013: Start-Ups, Financings, IPOs**  
Palo Alto, Page 3

**11**  
**Ethics for the Negotiating Lawyer 2013**  
New York City; Atlanta and Nashville Groupcast Locations & Live Webcast, Page 50

**Presentation Skills for Attorneys 2013**  
New York City & Live Webcast, Page 57

**14**  
**Basic Negotiation Skills**  
San Francisco & Live Webcast, Page 52

**14-15**  
**Bridge-the-Gap I for Newly Admitted New York Litigators 2013**  
New York City, Page 48

**16**  
**Drafting and Negotiating Corporate Agreements 2013**  
San Francisco, Page 2

**Taxation of Financial Products and Transactions 2013**  
New York City; Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 23

**17-18**  
**Mergers & Acquisitions 2013: Trends and Developments**  
New York City; Boston, Cleveland and New Brunswick Groupcast Locations & Live Webcast, Page 4

**22**  
**Defending Privacy and Behavioral Advertising Class Action Suits 2013: What Every Litigator and In-House Lawyer Needs to Know**  
San Francisco & Live Webcast, Page 18

**Project Management for Lawyers 2013**  
New York City; Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 46

**23**  
**Securities Products of Insurance Companies in the Course of Regulatory Reform 2013**  
New York City; Columbus Groupcast Location & Live Webcast, Page 4

**24**  
**Advanced Disposition Techniques 2013**  
New York City; Cleveland and Nashville Groupcast Locations & Live Webcast, Page 18

**25**  
**Recent Developments in Distressed Debt, Restructurings and Workouts 2013**  
New York City; Boston, Columbus, Mechanicsburg, Philadelphia, Pittsburgh and Groupcast Locations & Live Webcast, Page 26

**28-29**  
**Broadband and Cable Industry Law 2013**  
New York City; Columbus, Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 41

**29**  
**Hedge Fund Compliance & Regulation 2013**  
New York City & Live Webcast, Page 5

**30**  
**Current Developments in Federal Civil Practice 2013**  
New York City; Atlanta, Cleveland, Mechanicsburg, Nashville, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 19

**30-31**  
**Advanced Licensing Agreements 2013**  
San Francisco & Live Webcast, Page 30

**31**  
**International Tax Issues 2013**  
New York City; Cleveland, Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 23

**January 31-February 1**  
**Twelfth Annual Institute on Securities Regulation in Europe: Overcoming Deal-Making Challenges in the Current Markets**  
London & Live Webcast, Page 5

## FEBRUARY

**1**  
**IP Enforcement and Litigation 2013: Criminal and Civil Update**  
New York City; Atlanta, Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 31

**4-5**  
**7th Annual Patent Law Institute**  
New York City, Page 38

**California Family Law Basics: Pro Bono Representation in Low-Income Family Law Cases**  
San Francisco & Live Webcast, Page 52

**6**  
**ERISA Fiduciary Investment Basics 2013**  
New York City; Atlanta, Boston and Cleveland Groupcast Locations & Live Webcast, Page 44

**Social Media 2013: Addressing Corporate Risks**  
San Francisco & Live Webcast, Page 31

**7**  
**Drafting and Negotiating Corporate Agreements 2013**  
Chicago, Page 2

**7-8**  
**15th Annual Real Estate Tax Forum**  
New York City; Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 24

**8**  
**Residential Foreclosure Actions in New York State 2013**  
New York City & Live Webcast, Page 52

**11**  
**Managing Wage & Hour Risks 2013**  
New York City; Atlanta, Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 42

**12**  
**Advising Nonprofit Organizations 2013**  
New York City & Live Webcast, Page 53

**Trade Secrets 2013: What Every IP Attorney Should Know**  
San Francisco & Live Webcast, Page 32

**13**  
**Corporate Governance – A Master Class 2013**  
New York City; Boston, Cleveland and Nashville Groupcast Locations & Live Webcast, Page 6

**13-17**  
**Patent Bar Review 2013**  
San Francisco, Page 37

**14-15**  
**Commercial Real Estate Financing 2013**  
New York City; Boston, Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 47

**19**  
**Bridge-the-Gap II: Ethics and Skills for Newly Admitted New York Attorneys 2013**  
New York City, Page 48

**20**  
**Broker-Dealer and Advisor Regulatory Compliance Forum 2013**  
New York City; Columbus Groupcast Location & Live Webcast, Page 16

**20**  
**Ethics for Corporate Lawyers: Multijurisdictional Practice and Other Current Issues 2013**  
New York City; Columbus and Nashville Groupcast Locations & Live Webcast, Page 50

**21**  
**Diversity & Inclusion in Law Practice 2013**  
New York City & Live Webcast, Page 52

**Spin-offs 2013**  
New York City; Atlanta, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 6

**22-23**  
**The SEC Speaks in 2013**  
Washington, D.C. & Live Webcast, Page 7

**25-26**  
**Consolidated Tax Return Regulations 2013**  
New York City; Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 24

**27**  
**Social Media 2013: Addressing Corporate Risks**  
New York City, Page 31

**28**  
**Venture Capital 2013: Nuts and Bolts**  
New York City; Boston, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 7

**February 28-March 1**  
**IP Issues in Business Transactions 2013**  
San Francisco & Live Webcast, Page 30

## MARCH

**1**  
**Nuts and Bolts of Tax Penalties 2013: A Primer on the Standards, Procedures and Defenses Relating to Civil and Criminal Tax Penalties**  
New York City; Atlanta, Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 25

**4**  
**Post-Grant USPTO Proceedings 2013: The New Patent Litigation**  
Chicago, Page 38

**4-6**  
**Counseling Clients in the Entertainment Industry 2013**  
New York City & Live Webcast, Page 33

**5**  
**Trends in Merger Litigation 2013: Corporate, Litigation, and Judicial Perspective**  
San Francisco & Live Webcast, Page 3

**7**  
**Representing the Pro Bono Client: Effective Written Advocacy**  
San Francisco & Live Webcast, Page 53

**7-8**  
**Investment Management Institute 2013**  
New York City; Boston and Cleveland Groupcast Locations & Live Webcast, Page 8

**8**  
**Ethics for Government Lawyers 2013**  
New York City; Atlanta and Columbus Groupcast Location & Live Webcast, Page 50

**Doing Deals in Latin America 2013**  
Miami, Page 8

**11**  
**Asset Based Financing Strategies 2013**  
New York City; Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 9

**12**  
**Hot Topics in Advertising Law 2013**  
New York City; Cleveland, Columbus, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 32

**Taking and Defending Depositions 2013**  
New York City; Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 19

**13**  
**Doing Deals 2013: The Art of M&A Transactional Practice**  
New York City; Atlanta, Boston, Cleveland, Mechanicsburg, Nashville, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 9

**California Eviction Defense: Protecting Low-Income Tenants**  
San Francisco & Live Webcast, Page 53

**13-17**  
**Patent Bar Review 2013**  
Chicago, Page 37

**14**  
**Basic Immigration Law 2013**  
New York City; Atlanta Groupcast Location & Live Webcast, Page 54

**15**  
**Securities Offerings 2013: A Public Offering: How It Is Done**  
New York City; Boston, Cleveland, Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Locations & Live Webcast, Page 10

**18**  
**Ethics for Transactional Lawyers 2013**  
New York City; Atlanta Groupcast Location & Live Webcast, Page 51

**Ethics in Social Media 2013**  
New York City & Live Webcast, Page 50

**18-19**  
**7th Annual Patent Law Institute**  
San Francisco & Live Webcast, Page 38

**19**  
**Federal Practice and Social Security Disability Appeals 2013**  
New York City & Live Webcast, Page 55

**Fundamental Concepts in Drafting Contracts: What Most Attorneys Fail to Consider 2013**  
New York City; Cleveland, Columbus and Nashville Groupcast Locations & Live Webcast, Page 10

**20**  
**Appellate Advocacy 2013**  
New York City; Nashville Groupcast Location & Live Webcast, Page 19

**How to Read Financial Statements 2013**  
New York City; Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations, Page 45

**21**  
**Social Media for Non-Profit and Public Interest Organizations**  
San Francisco & Live Webcast, Page 55

**21-22**  
**Advanced Licensing Agreements 2013**  
New York City, Page 30

**Commercial Real Estate Financing 2013**  
Chicago, Page 47

**26**  
**New York CPLR 2013**  
New York City & Live Webcast, Page 49

**27**  
**Post-Grant USPTO Proceedings 2013: The New Patent Litigation**  
New York City; Mechanicsburg, New Brunswick, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 38

**28**  
**The Ethics Game Show: Matrimonial and Family Law Edition 2013**  
New York City & Live Webcast, Page 51

## APRIL

**1**  
**Developments in Pharmaceutical and Biotech Patent Law 2013**  
New York City; Atlanta, Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 39

**2**  
**California Public Benefits**  
San Francisco & Live Webcast, Page 55

**Pension Plan Investments 2013: Current Perspectives**  
New York City; Columbus, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 44

**3**  
**Trial Evidence 2013: Advocacy, Analysis, Illustrations**  
New York City, Page 20

**4**  
**Government Investigations 2013: The Role of Electronic Information in Investigation and Response**  
New York City & Live Webcast, Page 18

**5**  
**Understanding Employment Law 2013**  
New York City & Live Webcast, Page 42

**8-9**  
**18th Annual Consumer Financial Service Institute**  
New York City; Cleveland, Mechanicsburg, Philadelphia and Pittsburgh Groupcast Locations & Live Webcast, Page 26

**9**  
**Venture Capital 2013: Nuts and Bolts**  
Silicon Valley, Page 7

**10**  
**How to Prepare an Initial Public Offering 2013**  
 New York City, Atlanta, Boston, Cleveland, Mechanicsburg,  
 Philadelphia and Pittsburgh Groupcast Locations & Live Webcast,  
 Page 11

**How to Read Financial Statements 2013**  
 Chicago, Page 45

**11**  
**IP Monetization 2013: Maximize the Value of  
 Your IP Assets**  
 San Francisco & Live Webcast, Page 34

**11-12**  
**Information Technology Law Institute 2013**  
 New York City, Page 33

**12**  
**Pennsylvania Bridge-the-Gap 2013**  
 Philadelphia, Page 49

**15**  
**Private Placements and Other Financing  
 Alternatives 2013**  
 New York City; Boston, Mechanicsburg, Philadelphia and  
 Pittsburgh Groupcast Locations & Live Webcast, Page 11

**Post-Grant USPTO Proceedings 2013:  
 The New Patent Litigation**  
 San Francisco, Page 38

**16**  
**13th Annual School Law Institute**  
 New York City & Live Webcast, Page 56

**17**  
**25th Annual Elder Law Institute**  
 New York City & Live Webcast, Page 56

**18**  
**Advanced Trademark Law Annual Review 2013**  
 New York City, Columbus and New Brunswick Groupcast  
 Locations & Live Webcast, Page 35

**18-19**  
**First Annual Institute on Corporate & Securities  
 Law in Hong Kong 2013**  
 Hong Kong, Page 12

**19**  
**Advanced Copyright Law Annual Review 2013**  
 New York City, Columbus and New Brunswick Groupcast  
 Locations & Live Webcast, Page 35

**22**  
**Fundamentals of Patent Litigation 2013**  
 New York City, Page 39

**23**  
**International Estate & Tax Planning 2013**  
 New York City, Cleveland Groupcast Location & Live Webcast,  
 Page 22

**24**  
**Fundamentals of Mutual Funds and  
 Exchange-Traded Funds 2013**  
 New York City, Boston Groupcast Location & Live Webcast,  
 Page 12

**Section 1983 Civil Rights Litigation**  
 San Francisco & Live Webcast, Page 56

**25**  
**Handling a Securities Case 2013: From  
 Investigation to Trial and Everything in Between**  
 New York City, Cleveland Groupcast Location & Live Webcast,  
 Page 20

**25-26**  
**Advanced Licensing Agreements 2013**  
 Chicago, Page 30

**26**  
**Enforcement 2013: Perspectives from  
 Government Agencies**  
 New York City, Cleveland and New Brunswick Groupcast  
 Locations & Live Webcast, Page 13

**29-30**  
**Bankruptcy & Reorganizations 2013:  
 Current Developments**  
 New York City, Boston, Nashville and New Brunswick Groupcast  
 Locations & Live Webcast, Page 27

**April 30-May 1**  
**Acquiring or Selling the Privately Held Company  
 2013**  
 San Francisco, Page 13

**April 30-May 2**  
**Tax Planning for Domestic & Foreign Partnerships,  
 LLCs, Joint Ventures & Other Strategic Alliances  
 2013**  
 Chicago, Page 25

## MAY

**1**  
**IP Monetization 2013: Maximize the Value of  
 Your IP Assets**  
 New York City, Page 34

**Ethics for Litigators 2013**  
 Chicago, Page 51

**Ethics for Transactional Lawyers 2013**  
 Chicago, Page 51

**Staying Out of Trouble: What Every Attorney Must  
 Know About Ethics 2013**  
 Chicago, Page 51

**2-3**  
**The Foreign Corrupt Practices Act and International  
 Anti-Corruption Developments 2013**  
 New York City; Mechanicsburg, Philadelphia and Pittsburgh  
 Groupcast Locations & Live Webcast, Page 17

**18th Annual Consumer Financial Services Institute**  
 Chicago, Page 26

**6-7**  
**Antitrust Institute 2013: Developments & Hot Topics**  
 New York City; Boston, Columbus, Mechanicsburg, Philadelphia  
 and Pittsburgh Groupcast Location & Live Webcast, Page 22

**8**  
**Leveraged Financing 2013**  
 New York City; Boston, Mechanicsburg, Philadelphia and  
 Pittsburgh Groupcast Locations & Live Webcast, Page 12

**Understanding Employment Law 2013**  
 Chicago, Page 42

**9-10**  
**Corporate Compliance and Ethics Institute 2013**  
 Chicago, Page 14

**10**  
**Cloud Computing 2013: Cut Through the Fluff &  
 Tackle the Critical Stuff**  
 New York City, Page 34

**13**  
**Illinois MCLE Marathon 2013**  
 Chicago, Page 49

**13-14**  
**Basics of Accounting for Lawyers 2013:  
 What Every Practising Lawyer Needs to Know**  
 New York City, Page 45

**14**  
**California Immigration Law: Special Issues Relating  
 to Domestic Violence & Housing**  
 San Francisco & Live Webcast, Page 54

**14-16**  
**Fundamentals of Patent Prosecutions 2013:  
 A Boot Camp for Claim Drafting &  
 Amendment Writing**  
 Chicago, Page 40

**15**  
**Global Trademark Search and Application  
 Workshop 2013**  
 San Francisco, Page 32

**15-19**  
**Patent Bar Review 2013**  
 New York City, Page 37

**16-17**  
**Information Technology Law Institute 2013**  
 San Francisco & Live Webcast, Page 33

**20**  
**Pretrial Practice 2013**  
 New York City; Atlanta, Cleveland, Columbus, Mechanicsburg,  
 Philadelphia and Pittsburgh Groupcast Locations & Live Webcast,  
 Page 21

**20-21**  
**Fourteenth Annual Institute on Privacy and Data  
 Security Law**  
 San Francisco & Live Webcast, Page 37

**21-22**  
**Acquiring or Selling the Privately Held Company  
 2013**  
 Chicago, Page 13

**21-23**  
**Tax Planning for Domestic & Foreign Partnerships,  
 LLCs, Joint Ventures & Other Strategic Alliances  
 2013**  
 New York City, Page 25

**28**  
**New Jersey Basic CLE Marathon 2013**  
 New York City & Live Webcast, Page 49

**29**  
**Delaware Law Developments 2013: What Business  
 Lawyers Need to Know**  
 New York City, Atlanta, Boston, Cleveland, Mechanicsburg,  
 New Brunswick, Philadelphia and Pittsburgh Groupcast Locations  
 & Live Webcast, Page 14

**How to Find and Handle Your First Pro Bono Case**  
 San Francisco & Live Webcast, Page 55

**30-31**  
**Corporate Compliance and Ethics Institute 2013**  
 New York City; Mechanicsburg, New Brunswick, Philadelphia and  
 Pittsburgh Groupcast Locations & Live Webcast, Page 14

**31**  
**Municipal Securities Activity by Broker-Dealers  
 and Advisers**  
 New York City; Mechanicsburg, Philadelphia and Pittsburgh  
 Groupcast Locations & Live Webcast, Page 16

## JUNE

**3**  
**Prior Art, Obviousness, and the America Invents  
 Act in 2013**  
 New York City, Page 40

**3-4**  
**Pocket MBA Summer 2013**  
 San Francisco & Live Webcast, Page 46

**4**  
**Negotiating Real Estate Deals 2013**  
 New York City & Live Webcast, Page 48

**4-8**  
**Patent Bar Review 2013**  
 Atlanta, Page 37

**5**  
**Global Capital Markets & the U.S. Securities Laws  
 2013: Raising Capital in an Evolving Regulatory  
 Environment**  
 New York City; Boston, Columbus, Mechanicsburg,  
 New Brunswick, Philadelphia and Pittsburgh Groupcast Locations  
 & Live Webcast, Page 15

**Fundamentals of Patent Litigation 2013**  
 San Francisco & Live Webcast, Page 39

**6-7**  
**Acquiring or Selling the Privately Held Company  
 2013**  
 New York City; Boston, Cleveland, Mechanicsburg,  
 New Brunswick, Philadelphia and Pittsburgh Groupcast Locations  
 & Live Webcast, Page 13

**7**  
**Protecting Domestic Violence Survivors and  
 Children in California: Pro Bono Representation in  
 Low-Income Domestic Violence Cases**  
 San Francisco & Live Webcast, Page 53

**10**  
**International Arbitration 2013**  
 New York City; Mechanicsburg, Philadelphia and Pittsburgh  
 Groupcast Locations & Live Webcast, Page 21

**Cloud Computing 2013: Cut Through the Fluff &  
 Tackle the Critical Stuff**  
 San Francisco & Live Webcast, Page 34

**10-11**  
**Antitrust Institute 2013: Developments & Hot Topics**  
 Chicago, Page 22

**11**  
**Business As Unusual 2013: Business Development  
 in the "New Normal"**  
 New York City & Live Webcast, Page 27

**International Employment Law 2013**  
 New York City; Atlanta, Mechanicsburg, Philadelphia and  
 Pittsburgh Groupcast Locations & Live Webcast, Page 43

**Internal Investigations 2013**  
 Chicago, Page 17

**11-13**  
**Tax Planning for Domestic & Foreign Partnerships,  
 LLCs, Joint Ventures & Other Strategic Alliances  
 2013**  
 San Francisco, Page 25

**12-14**  
**Fundamentals of Patent Prosecution 2013: A Boot  
 Camp for Claim Drafting & Amendment Writing**  
 New York City, Page 40

**13**  
**Understanding Copyright Law in the Data Era 2013**  
 Chicago, Page 36

**14**  
**Understanding Trademark Law in the Global  
 Marketplace 2013**  
 Chicago, Page 36

**17-18**  
**Fourteenth Annual Institute on Privacy and Data  
 Security Law**  
 New York City, Page 37

**18-22**  
**Patent Bar Review 2013**  
 San Francisco, Page 37

**20**  
**Employment Discrimination Law & Litigation 2013**  
 New York City; Atlanta, Cleveland, Mechanicsburg,  
 New Brunswick, Philadelphia and Pittsburgh Groupcast Locations  
 & Live Webcast, Page 43

**21**  
**Audit Committee Workshops and Financial  
 Reporting 2013**  
 New York City; Mechanicsburg, Philadelphia and Pittsburgh  
 Groupcast Locations & Live Webcast, Page 15

**24**  
**Fundamentals of Broker-Dealer Regulation 2013**  
 New York City; Boston, Mechanicsburg, New Brunswick,  
 Philadelphia and Pittsburgh Groupcast Locations & Live Webcast,  
 Page 16

**25**  
**Internal Investigations 2013**  
 New York City; Atlanta, Cleveland, Mechanicsburg, Philadelphia  
 and Pittsburgh Groupcast Locations & Live Webcast, Page 17

**26**  
**Ethics for Commercial Litigators 2013**  
 New York City; Atlanta Groupcast Location & Live Webcast,  
 Page 51

**27**  
**Expert Witness 2013**  
 New York City; Atlanta and Cleveland Groupcast Locations &  
 Live Webcast, Page 21

**M&A Litigation 2013**  
 New York City; Boston and Cleveland Groupcast Locations  
 & Live Webcast, Page 21

**28**  
**Understanding Patent Law 2013**  
 New York City; Atlanta, Mechanicsburg, New Brunswick,  
 Philadelphia and Pittsburgh Groupcast Locations & Live Webcast,  
 Page 41

## JULY

**8**  
**Understanding Copyright Law in the Data Era 2013**  
 San Francisco and Live Webcast, Page 36

**9**  
**Understanding Trademark Law in the Global  
 Marketplace 2013**  
 San Francisco and Live Webcast, Page 36

**10-12**  
**Fundamentals of Patent Prosecution 2013:  
 A Boot Camp for Claim Drafting &  
 Amendment Writing**  
 San Francisco, Page 40

**15**  
**Understanding Copyright Law in the Data Era 2013**  
 New York City, Page 36

**15-16**  
**Fourteenth Annual Institute on Privacy and Data  
 Security Law**  
 Chicago, Page 37

**16**  
**Understanding Trademark Law in the Global  
 Marketplace 2013**  
 New York City, Page 36

**18-19**  
**Basics of Accounting for Lawyers 2013:  
 What Every Practising Lawyer Needs to Know**  
 San Francisco & Live Webcast, Page 45

**22**  
**Prior Art, Obviousness, and the America Invents  
 Act in 2013**  
 San Francisco & Live Webcast, Page 40

**22-23**  
**Basics of Accounting for Lawyers 2013:  
 What Every Practising Lawyer Needs to Know**  
 Chicago, Page 45

## IP Issues in Business Transactions 2013†

New York City, January 3-4  
San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),  
February 28-March 1

### Why You Should Attend

This comprehensive program will provide an in-depth understanding of intellectual property issues that arise in corporate transactions, including the strategic role of intellectual property in a company and the many unique considerations that come into play. Learn how to assess intellectual property as a strategic asset and how to evaluate opportunities to monetize IP while avoiding costly missteps. Other essential topics addressed include IP portfolio review and management, licensing, valuation, and enforcement. An expert faculty with years of experience will also review joint development, bankruptcy, tax, and due diligence issues and provide practical guidance you can rely on daily. Covering issues that may arise across patent, trademark, and copyright law, this program is a must for all IP transactional attorneys.

### What You Will Learn

- Identifying the IP a business should own and how to monetize these assets
- Entering strategic alliances and engaging joint venture partners
- Administering and financing an effective enforcement program
- Strategies for licensing of intellectual property assets
- Due diligence tips and practice points
- Maximizing the value of intellectual property assets
- Licensing considerations in a bankruptcy context: learn from a mock advisory session
- The role of social media in transactions
- **New Topics!** Special issues for copyright and trademark attorneys

And so much more!

### Special Feature

- Earn one full hour of Ethics credit!

### Who Should Attend

This program is designed for corporate counsel, intellectual property attorneys, corporate attorneys, intellectual property asset managers, and others who need to know how to identify and address key intellectual property issues that arise in corporate transactions.

### Co-Chairs

**Karen N. Ballack**, Weil, Gotshal & Manges LLP, Redwood Shores, California  
(San Francisco only)

**Dr. Lothar Determann**, Baker & McKenzie LLP, San Francisco (San Francisco only)

**Eric A. Prager**, K&L Gates LLP, New York City (New York City only)

**Steven I. Weisburd**, Dickstein Shapiro LLP, New York City (New York City only)

**Program Attorney: Seema Lal Meehan**

New York City, #41806 • San Francisco, #41807

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41808, \$199

"This was a great 2-day seminar, carefully planned and executed."  
— 2012 Attendee

"This was the best CLE seminar I have ever attended."  
— 2012 Attendee

"Excellent program."  
— 2012 Attendee

## Advanced Licensing Agreements 2013

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), January 30-31  
New York City, March 21-22  
Chicago, April 25-26

### Why You Should Attend

Licensing transactions are more complex than ever. The constantly evolving legal, regulatory and technical landscape drives the need to stay current in all of these key areas. Whether utilized to develop technology, expand or create market opportunities, or generate returns from existing assets, managing complex licensing transactions requires a broad and varied toolkit. Additionally, whether licensing patents, copyrights, trade secrets or trademarks, the ability to structure, draft and negotiate complex license agreements is critical to a successful transaction. This program is designed to address some of the more complex and practical issues that arise in drafting and negotiating IP licenses.

### What You Will Learn

- Best practices for patent and technology licensing
- Pointers for strategic alliances and other joint development agreements
- Guidance on copyright, content, and trademark licensing
- Software licensing and open source issues
- Navigating issues in life sciences licensing
- Mastering effective negotiation strategies
- Treatment of IP licenses in bankruptcy
- Addressing international licensing issues
- Practice tips for rights of publicity licensing
- Accounting for litigation risks
- Special considerations raised by cloud computing

### Special Features

- **New:** Indemnification
- Breakouts to meet your practice needs
- In-depth panel discussion of a complex technology license
- In-depth mock negotiation of a complex content license
- Earn one hour of Ethics credit

### Who Should Attend

This advanced program is focused on those who already have experience in the substantive area of intellectual property law, and who devote a substantial amount of their practice to licensing.

### Co-Chairs

**Ira Jay Levy**, Goodwin Procter LLP, New York City

**Joseph Yang**, PatentEsque Law Group LLP, Menlo Park, California

**Program Attorney: Tamara C. Kiwi**

San Francisco, #41980 • New York City, #41981 • Chicago, #41982

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #41983, \$229

"That was one of the best and most informative programs I have seen!"  
— Natalie Bogdanos, Esq., Memorial Sloan-Kettering Cancer Center

"This course presents good value to a sole proprietor who needs to ramp up quickly in the specialty courses offered by PLI. The course was worth its price."  
— 2012 Attendee

"Very well done broad and deep coverage. Knowledgeable presenters."  
— Robert Kretzman, Revlon Consumer Products Corporation



## IP Enforcement and Litigation 2013:

### Civil and Criminal Update<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2, 4, 6</sup> February 1

#### Why You Should Attend

This program is designed to bring you up-to-date on both civil and criminal enforcement efforts of intellectual property. From the physical world to the Internet, brands are not only building their intellectual property, but are heavily protecting it. In today's billion dollar industry of infringement and piracy, it is critical to protect IP rights. This program will place you in a better position to think outside of the box when it comes to enforcement. The panels, comprised of in-house counsel, private firm practitioners and government agents, will guide you through the latest updates in each of their areas of expertise, as well as lay out creative and strategic methods of enforcement.

#### What You Will Learn

- Current government IP programs, initiatives and legislation
- Coordinating enforcement matters with various government officials
- Recent case law and legislative updates covering counterfeiting in the physical and online worlds
- ICANN and gTLDs: updates on the registration process, new guidelines and potential enforcement issues
- Analysis of a successful trademark dilution claim
- Tips on when, and how, to use ITC proceedings
- Fair Use Doctrine: when is it fair to use someone else's work?
- Grey market goods and the first sale doctrine
- When, how and if computer software code is copyrightable
- How in-house counsel build their brands and enforce against blatant infringements
- The importance of creating an enforcement program that works with your budget

#### Special Feature

- Earn one full hour of Ethics credit

#### Who Should Attend

IP attorneys, general practitioners, in-house counsel and others charged with either protecting IP against infringement and counterfeiting, or advising on enforcement strategies and best practices.

#### Co-Chair

**Brian W. Brokate**, Gibney, Anthony & Flaherty, LLP, New York City

**Kathleen E. McCarthy**, King & Spalding, New York City

**Program Attorney: Tamara C. Kiwi**

**New York City, #41998 • Atlanta Groupcast Location, #44483 • Cleveland Groupcast Location, #44609 • Mechanicsburg Groupcast Location, #44285 • Philadelphia Groupcast Location, #44283 • Pittsburgh Groupcast Location, #44284**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41999, \$199

"Excellent program."

– 2012 Attendee

"Interesting and engaging."

– Carol Lafond, Windels Marx Lane & Mittendorf LLP

## Social Media 2013: Addressing Corporate Risks<sup>†</sup>

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> February 6  
New York City, February 27

#### Why You Should Attend

Did you know that Facebook now has *one billion active users*? (By contrast, the entire population of the United States is 310 million people.) Or that Facebook accounts for over ten percent of all U.S. web traffic? And that *over 250 million photographs* are posted to Facebook each day? Or that Twitter users are expected to send *over 91 billion Tweets* during 2012? And that *over four billion videos* are viewed per day on YouTube?

Facebook, Twitter, LinkedIn, YouTube, Google+, Foursquare, Tumblr, Pinterest and other social media sites are transforming not only the daily lives of consumers, but also how companies interact with consumers. Indeed, even the largest, most conservative blue-chip corporations have begun to embrace social media; one study revealed that, of the Fortune Global 100, 77% had Twitter accounts; 61% had a presence on Facebook; and 57% had a YouTube channel; these numbers will only increase over time. Many marketing professionals view social media as the single greatest marketing tool to have emerged in this century.

However, along with the exciting new marketing opportunities presented by social media comes challenging new legal issues. In seeking to capitalize on the social media gold rush, is your company taking the time to identify and address the attendant legal risks? The good news is that, merely by undertaking simple, low-cost precautions, companies seeking to use social media can significantly reduce their potential liability exposure.

Please join us as leading practitioners and industry experts explore the cutting-edge legal concerns emerging from social media, and provide practical solutions and real-world insights to assist you in tackling these concerns.

#### What You Will Learn

- Social media: how it works, and why it is transforming the business world
- Drafting and updating social media policies
- User-generated content and related IP concerns
- Ensuring protection under the CDA's Safe Harbor
- Minimizing risks relating to mobile apps
- Online marketing: new opportunities, new risks
- Privacy law considerations
- Practical tips for handling real-world issues

#### Special Feature

- In-house panel to address hot issues and provide creative solutions

#### Who Should Attend

In-house counsel and outside counsel, and business professionals who need to be on the cutting-edge of the legal issues surrounding uses of new social media.

#### Chair

**John F. Delaney**, Morrison & Foerster LLP, New York City

**Program Attorney: Tamara C. Kiwi**

**San Francisco, #41969 • New York City, #41970** — Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: # 41971, \$199

"Very strong content, very substantive."

– Mark McGowan, Formerly General Counsel, PepsiCo, Chicago

"Excellent and timely program."

– Jennifer Walsh Clark, McNees Wallace & Nurick LLC

"Extremely useful, relevant, cutting edge, up to date, good presenters who are actually on the front lines of social media legal aspects."

– Lawrence Levinson, Troutman Sanders LLP

## Trade Secrets 2013: What Every IP Attorney Should Know

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> February 12

### Why You Should Attend

The “Big Three” categories of intellectual property are patents, copyrights and trademarks, but just as valuable is the fourth category of trade secrets. If you work at a technology company or other company that creates or works with industry trade secrets – or if you counsel such a company – this course will teach you what you need to know to protect your valuable assets.

### What You Will Learn

- Recent legal developments and practice tips
- How to identify, evaluate and secure your client’s trade secrets
- Critical differences between analyzing trade secrets and patents
- How to draft confidentiality agreements to avoid misappropriation claims
- What to expect in litigation and how to assess the cost
- Litigation strategies from attorneys in the trenches

### Who Should Attend

This seminar is geared to those who are responsible for counseling clients on intellectual property issues in research and development, business transactions, and litigation. The course will benefit intellectual property lawyers, corporate counsel, and others involved in identifying, evaluating, and managing intellectual property.

### Chair

**P. Anthony Sammi**, Skadden, Arps, Slate, Meagher & Flom LLP, New York City

**Program Attorney: John M. Mola**

**San Francisco, #44527**

Program Fee: \$1,495

Privileged Member Fee: \$0\*

Course Handbook: #44528, \$199

## Counseling Clients in the Entertainment Industry 2013<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> March 4-6

### Why You Should Attend

Experienced entertainment attorneys and business executives will discuss legal, financial, business, and ethical issues in the practice of entertainment law, with a focus on new methods of delivery.

#### Day 1 — Overview of Entertainment Law Issues; Television, Video & User-Generated Content; Videogames & Computer Entertainment

The morning session will address high-level issues in entertainment industry transactions and will cover legal and business issues and emerging trends in the television and video industries, including recent developments involving online video and user-generated content. The afternoon session will sort out the parties to game development deals and their respective interests, take a look at key negotiating issues from both sides of the table, and conclude with a mock negotiation of a development deal between a game developer and game publisher.

#### Day 1 Evening Session — Building an Entertainment Law Practice; Ethics

The evening session will feature a panel addressing how to develop and grow an entertainment law practice. Thereafter, ethical considerations in the practice of entertainment law will be examined (one full hour Ethics credit).

#### Day 2 — Sound Recordings; Music Publishing

The morning will be geared toward a basic understanding of an artist-record company agreement with a mock negotiation as the format, and will address current issues and trends in the record industry, including digital distribution of sound recordings. The afternoon session will provide a basic understanding of music publishing terms and concepts and will include a mock negotiation of an exclusive songwriter agreement.

#### Day 3 — Book Publishing; Current Developments in Entertainment and Sports Litigation; Film

The morning will provide an overview of book publishing agreements and current developments in the publishing industry, followed by trends and hot topics in sports, entertainment and Internet litigation. The afternoon will provide a basic understanding of motion picture terms and concepts, plus advanced film issues involving financing, production and distribution.

### Special Feature

- Network at the cocktail reception on the evening of Day 1, sponsored by SESAC.

### Co-Chairs

**Kenneth M. Kaufman**, Manatt, Phelps & Phillips, LLP, Washington, D.C.

**Howard Siegel**, Pryor Cashman LLP, New York City

**Program Attorney: Tamara C. Kiwi**

**Day 1, #42021 — Program Fee: \$895; Day 2, #42037 — Program Fee: \$895;**

**Day 3, #42042 — Program Fee: \$895**

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #42026, \$229

**Attend All Three Days and Save \$790!**

**Program Fee: \$1,895**

**Privileged Member Fee: \$0\***

**Register online at [www.pli.edu](http://www.pli.edu) or call PLI’s Customer Service Department at (800) 260-4754**

*“A great program.”*

– Camille Miller, Cozen O’Connor

*“I was thoroughly impressed with the caliber of presenters. I felt fortunate to be learning from the best in the industry!”*

– 2012 Attendee

*“Informative and thorough.”*

– 2012 Attendee

### New Program — Save the Date!

## Global Trademark Search and Application Workshop 2013

San Francisco, May 15

**Program Attorney: Seema Lal Meehan**

**San Francisco, #45216 — Program Fee: \$595**

Privileged Member Fee: \$0\*

Course Handbook: #45217, \$95

Visit [www.pli.edu](http://www.pli.edu) for more details!

## Hot Topics in Advertising Law 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>4, 5, 6</sup> March 12

### Why You Should Attend

Companies are fighting harder than ever for market share in a fast-changing landscape increasingly dominated by social networks and other new media outlets, and under the watchful eyes of competitors and regulators determined to prevent unfair and deceptive advertising. This advanced-level program will provide you with the practical skills you need to navigate the minefields in this landscape. Led by an all-star faculty of experts, this program has been completely revised for 2013.

### What You Will Learn

- Pinterest and other new fronts in the social media revolution; lessons for clearing and conducting your client's next advertising campaign
- Dos and don'ts of "crowdsourced" advertising
- The challenges that social media analytics will raise
- Enforcement priorities: will the FTC continue its crackdown on national advertisers? Where will the NAD choose to focus its monitoring program? What's next for regulation of advertising to children?
- A view from the bench on advertising litigation in federal court

### Who Should Attend

Firm attorneys, in-house counsel, marketing executives, and allied professionals who practice in the fields of advertising, media, communications, trademark, and consumer protection law will benefit from this program.

### Co-Chairs

**Jeremy Feigelson**, Debevoise & Plimpton LLP, New York City  
**Randi W. Singer**, Weil Gotshal Manges LLP, New York City

**Program Attorney: Seema Lal Meehan**

**New York City, #41819 • Cleveland Groupcast Location, #44526 • Columbus Groupcast Location, #44487 • Mechanicsburg Groupcast Location, #44079 • Philadelphia Groupcast Location, #44077 • Pittsburgh Groupcast Location, #44078**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41820, \$199

*"Easily one of the best and most substantive sessions I've attended."*

– 2012 Attendee

*"Good program and great materials — helpful to my advertising and marketing law practice."*

– 2012 Attendee

*"The quality of the panelists was very strong."*

– 2012 Attendee

*"I really enjoyed this program."*

– 2012 Attendee

### Register/Order Today!

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## Information Technology Law Institute 2013

New York City, April 11-12  
San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> May 16-17

### Why You Should Attend

Virtually every American business has turned to technology to improve efficiency and deliver new, Internet-based services or information. The fastest growing companies in our troubled economy are the technology innovators. Every lawyer in this rapidly changing economy must understand the legal issues raised by technology. However, when technological changes outpace the law, lawyers are forced to apply decades old laws to ideas and inventions that weren't even conceivable when such laws were enacted. Practitioners must understand and appreciate the intersection of these two seemingly divergent forces in order to advise clients on these issues.

This is a program for those who are called upon to lead their clients through the legal and practical minefields of cutting-edge technology issues. It will give you the information necessary to keep up with the evolving landscape.

### What You Will Learn

- How online learning may disrupt the structure of universities and make the classroom a source of Internet content
- How Google, Facebook and other social networks have become development platforms for advertising and new services
- Critical issues in data security when using cloud computing services
- The changing organization of book publishing and how deals are now structured
- Legislative changes and recent cases concerning e-discovery
- How hackers attack corporate computer systems and how to protect against them

### Special Feature

- Ethical issues concerning PDAs, tablet computers and remote computing (one hour Ethics credit)

### Who Should Attend

This program is designed for technology and IP lawyers, in-house counsel and outside counsel, and all lawyers who need to be on the cutting-edge of legal changes in IT law. Business professionals, computer professionals and information managers who need to keep up-to-date with the dramatic changes in this area will also find this program valuable.

### Co-Chairs

**Peter Brown**, Baker & Hostetler LLP, New York City

**Marc S. Roth**, Manatt, Phelps & Phillips, LLP, New York City

**Program Attorney: Tamara C. Kiwi**

**New York City, #42097 • San Francisco, #42098**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42099, \$199

*"Very nice presentations and content."*

– Christina Gensler, Caterpillar Inc.

*"Great new ideas. Thanks."*

– Robert Kramer, McKool Smith Hennigan PC

*"This was a very valuable and expansive seminar."*

– Carlos Mino, Associate, Bingham McCutchen LLP

## IP Monetization 2013: Maximize the Value of Your IP Assets

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), April 11  
New York City, May 1

### Why You Should Attend

Companies and investors have awoken to the economic value of intellectual property ("IP"). C-suite executives, as well as activist shareholders, are now regularly discussing, evaluating and driving patent and other IP monetization strategies, driven by the continuing announcements of major patent sale transactions at significant valuations, and other recent developments.

The IP monetization marketplace is experiencing (i) the use of patent sales as a key value realization mechanism for companies, (ii) increased activity internationally, (iii) increased financial engineering of royalties and other IP revenue streams, (iv) a continued flow of important court decisions and other major developments in IP law that impact IP value as well as monetization strategies, and (v) the deployment of new revenue-generating models to unlock the full economic value of IP. The result is a dynamic and growing IP monetization marketplace.

**IP Monetization 2013** is designed to help both those new to, and those already involved in, IP monetization get up-to-date on this exciting and fast-moving topic that is of rapidly increasing importance to companies and investors alike.

At **IP Monetization 2013**, leading players from operating companies, investment firms and consulting firms will explain the latest IP monetization techniques and business models, review key trends and developments, and discuss and analyze important recent transactions, as well as other market developments. Additionally, attendees will receive valuable practical insights from both in-house and IP marketplace participants who will discuss their IP monetization experiences and strategies.

### What You Will Learn

- The latest regarding IP monetization techniques and business models
- The current state of the IP monetization marketplace, including emerging strategies and techniques employed by market players, important new businesses and services that have launched, and an in-depth look at the most critical developments and trends in IP monetization
- The latest developments relating to IP valuation, IP litigation financing and other topics of significant importance to IP monetization
- Key guidance for successful IP monetization programs from top experts with significant experience in executing such programs
- The impact of recent Supreme Court and Federal Circuit decisions, as well as legislation, affecting IP monetization strategies
- Valuable insights and tips from across the entire spectrum of IP monetization players, including in-house lawyers and IP managers, IP investors and aggregators, and brokers, consultants and other intermediaries

### Who Should Attend

In-house corporate, financing and IP counsel; outside corporate and IP counsel; knowledge managers; financing professionals; and practitioners who need to learn or get up to speed on the latest developments in IP monetization.

### Chair

**Jose A. Esteves**, Skadden, Arps, Slate, Meagher & Flom LLP, New York City

**Program Attorney: John M. Mola**

**San Francisco**, #41949 • **New York City**, #41950 — Program Fee \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41951, \$199

*"The program was very informative."*

— David P. Lhota, Partner, Malin Haley DiMaggio Bowen & Lhota, P.A., Fort Lauderdale, Florida

## Cloud Computing 2013: Cut Through the Fluff & Tackle the Critical Stuff†

New York City, May 10  
San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), June 10

### Why You Should Attend

Corporations, government organizations and millions of consumers are shifting massive quantities of data and their software applications to cloud computing facilities. Cloud computing provides flexibility, enhanced access to software functionality and potential cost savings, but can inject potential new risks. Negotiating contracts for cloud computing services presents new challenges and it can be difficult to formulate a clear understanding of the inherent new hazards. This program will provide practical advice on key terms for cloud computing contracts, help you define the vendors' obligations for cloud computing facilities, offer strategies in protecting personal and corporate data, and assist in planning for transfers of data between cloud computing vendors. This is an opportunity to hear industry experts who will help you understand and prepare for the massive changes inherent in the shift to cloud computing.

### What You Will Learn

- How cloud computing technology works and the inherent operational risks
- The new business models in purchasing software as a service and storage as a scalable resource
- How data security may be enhanced, or hampered by, using cloud computing
- Critical factors courts will consider as to jurisdiction when a business using cloud computing is sued
- Practical and contractual remedies to secure corporate assets and IP
- Why many cloud computing vendors are less flexible in contract negotiations
- Practical concerns raised by the flood of e-discovery demands for cloud resources
- Navigating export controls and trade sanctions risks and responsibilities

### Special Features

- Instructive mock negotiation
- One full hour Ethics credit

### Who Should Attend

Technology and IP lawyers, in-house counsel and outside counsel, and all lawyers who need to be on the cutting-edge of legal changes in IT law. Business professionals, computer professionals, and information managers who need to keep up-to-date with the dramatic changes in this area will also find this program valuable.

### Co-Chairs

**Janine Anthony Bowen**, Jack Attorneys & Advisors, Atlanta

**Tanya L. Forsheit**, InfoLawGroup LLP, Los Angeles (*San Francisco only*)

**John P. Hutchins**, Troutman Sanders LLP, Atlanta

**Program Attorney: Tamara C. Kiwi**

**New York City**, #42131 • **San Francisco**, #42132 — Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42133, \$199

*"Some extraordinarily knowledgeable and articulate presenters!"*

— Joseph Schmidt, Dover Corporation

*"A truly important topic that all lawyers will need to think carefully about. A very informative seminar."*

— Duane Hough, Mayer Brown LLP

*"I thought this was really an excellent program. Kudos to the Chairs. . . . I've been waiting on a really good Cloud Computing seminar and this really fit the bill. Really excellent presenters."*

— Angelique Electra, Vonage

## Advanced Trademark Law Annual Review 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>5,8</sup> April 18

### Why You Should Attend

Up-to-date knowledge of current trends and case law involving trademarks is essential for corporate and law firm attorneys who specialize in, or often find themselves involved in, this critical area of intellectual property. The 2013 **Advanced Trademark Law Annual Review** brings together an outstanding faculty of practitioners and industry experts who will provide up-to-date developments in trademark law and practice. This seminar is also noted for presenting topics that emphasize practical skills.

### What You Will Learn

- Overview of important 2012-2013 Federal Court and TTAB trademark decisions
- Is time of the essence? Laches in trademark actions
- Insurance coverage in trademark litigation
- Advanced trademark prosecution
- Can a trademark have two owners? Ownership and title issues in trademark litigation and other proceedings
- The new gTLDs are here: practical steps trademark owners should take to protect their marks
- The intersection of class actions and trademarks: what to do when your trademark is attacked from all sides
- Contributory trademark infringement

### Special Feature

- One hour of Ethics credit

### Who Should Attend

Lawyers experienced in the field of trademark law who need to stay abreast of current developments in this field.

### Co-Chairs

**Kieran G. Doyle**, Cowan, Liebowitz & Latman, P.C., New York City  
**Sheldon H. Klein**, Gray Plant Mooty, Washington, D.C.

**Program Attorney: Tamara C. Kiwi**

**New York City, #42112 • Columbus Groupcast Location, #44522 • New Brunswick Groupcast Location, #44286**

Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #42113, \$199

*"This course was extremely informative."*

– Diane Sunnen, Duane Morris LLP

*"Great program."*

– Diane Elder, Foley & Lardner LLP

## Advanced Copyright Law Annual Review 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>5,8</sup> April 19

### Why You Should Attend

Copyright law has become an increasingly complex area in the face of new technologies and new ways of doing business. To help you keep up-to-date and provide the sophisticated, pragmatic legal advice your clients expect, PLI has brought together a group of leading experts on copyright law. The speakers at this advanced seminar will address critical issues in copyright law, drawing on their extensive experience and judgment.

Current issues will be examined in the context of developed law and proposals and prospects for future change. Important litigation and licensing issues will be reviewed, as well as the impact of new technology, fair use developments, and other major issues. The faculty will invite and answer questions to be sure those attending the program receive information relevant to their practice.

### What You Will Learn

- Fair use: can the riddle be solved?
- *Kirtsaeng v. Wiley*: will the Supreme Court resolve the first sale doctrine?
- Has copyright law become "contractualized"?
- Can copyright remedies — profits, actual damages, statutory damages — be aligned with liability?
- What reforms does the Copyright Act need for the years ahead?
- Does the DMCA need retooling?
- What are the hot issues in music?
- How have digital rights affected licensing and litigation?
- What are the latest litigation developments?
- What are the key international trends?

### Who Should Attend

Experienced practitioners in the field of copyright law who need to know the latest developments in this field.

### Chair

**Richard Dannay**, Cowan, Liebowitz & Latman, P.C., New York City

**Program Attorney: Tamara C. Kiwi**

**New York City, #42125 • Columbus Groupcast Location, #44523 • New Brunswick Groupcast Location, #44287**

Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #42126, \$199

*"This is an outstanding program!"*

– W. Wilder Knight II, Pryor Cashman LLP

*"Anyone interested in practicing copyright law should make sure they see this program."*

– Michael Femal, Much Shelist Denenberg Ament and Rubenstein PC

*"Excellent presentation."*

– Steven Gustafson, Forum Partners

### Attend Both Programs and Save \$395

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Register online at [www.pli.edu](http://www.pli.edu) or  
call PLI's Customer Service Department at (800) 260-4754

## Understanding Copyright Law in the Data Era 2013<sup>†</sup>

Chicago, June 13  
San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), July 8  
New York City, July 15

### Why You Should Attend

Copyright law continues to be an unpredictable and dynamic practice area. Attend this program to build the foundation needed to understand this area of law while exploring recent cases and developments. Examine the rights copyright protection confers, and hear how to protect those rights. Explore how the Internet continues to redefine critical concepts in the field, and learn how to tackle these challenges in daily practice. While you might feel like a novice at 9:00 a.m., by 5:00 p.m., you'll be able to call yourself an expert!

### What You Will Learn

The program will cover these and many more topics:

- Fundamental tenets of copyright law: copyrightability, protectable subject matter and associated rights
- How copyright principles apply online
- Fair use and common fair use misconceptions
- Cutting-edge issues and the latest cases in copyright law
- Enforcement strategies and copyright litigation, including important defense strategies
- Update on DMCA issues

### Who Should Attend

This seminar is designed as an introduction for attorneys and legal department professionals with limited experience in copyright law, and as a review and update for those who need to reacquaint themselves with intellectual property practice and procedure.

### Co-Chairs

**Robert W. Clarida**, Reitler, Kailas & Rosenblatt LLC, New York City (*New York City only*)

**E. Leonard Rubin**, Querrey & Harrow, Ltd., Adjunct Faculty, University of Illinois & John Marshall Law School, Chicago (*Chicago only*)

**Katherine C. Spelman**, Cobalt LLP, Berkeley, California (*San Francisco only*)

**Program Attorney: Seema Lal Meehan**

Chicago, #41855 • San Francisco, #41856 • New York City, #41857

Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #41858, \$199

"Excellent speakers!"

— Jany Tsai, Standard & Poor's

## Understanding Trademark Law in the Global Marketplace 2013<sup>†</sup>

Chicago, June 14  
San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), July 9  
New York City, July 16

### Why You Should Attend

Whether you are just starting out, need a refresher, or have just learned how exciting a career in trademark law can be, this program is for you. Forget all the trademark books and articles, and attend this program instead to learn all the fundamentals while exploring the cutting-edge issues that are changing the face of this practice area.

This program is built on a rock-solid foundation of trademark law experience. The speakers come with dozens of years in the field, and they will share that experience with you by answering your questions, both during their presentations and informally afterwards.

Faculty members have protected famous brand names in federal court, written articles and treatises on trademarks, and managed portfolios containing some of the nation's best-known trademarks. They will cover the basics, ranging from federal registration to cease and desist letters, as well as the hottest topics that face the practice area today.

### What You Will Learn

- Key principles of trademark law and unfair competition: terminology, the federal Lanham Act, and the underlying policies that support strong trademark protection
- Practical tips: searching and clearing marks and applying for federal registration
- Registration issues, both domestic and international
- Hot topics and a review of the latest significant cases
- Domain name issues and UDRP
- Trademark infringement actions, strategies, and remedies, as well as a review of litigation alternatives

### Who Should Attend

The program is designed for anyone with a serious interest in creating or enhancing trademark know-how. It is designed as an introduction for attorneys with limited experience in trademark law, and as a review and update for those who need to reacquaint themselves with intellectual property practice and procedure.

### Co-Chairs

**Lynn S. Fruchter**, Cowan, Liebowitz & Latman, P.C., New York City (*New York City only*)

**Jeffery A. Handelman**, Brinks Hofer Gilson & Lione, Chicago (*Chicago only*)

**Anne Hiarig Hocking**, Hiarig + Smith, LLP, San Rafael, California (*San Francisco only*)

**Program Attorney: Seema Lal Meehan**

Chicago, #41863 • San Francisco, #41864 • New York City, #41865

Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #41866, \$199

"Very compelling seminar, even as a non-attorney — the program and materials were accessible but in-depth, and the speakers' knowledge and presentation skills made for an engaging, educational experience."

— Paul Zastrow, Corporate Brand Manager, Rockwell Collins

### Attend Both Programs and Save \$395

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Register online at [www.pli.edu](http://www.pli.edu) or  
call PLI's Customer Service Department at (800) 260-4754

## Fourteenth Annual Institute on Privacy and Data Security Law

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), May 20-21

New York City, June 17-18

Chicago, July 15-16

### Why You Should Attend

This program focuses on critical issues of information privacy, security and data protection faced by all companies. The Internet and other evolving information technologies, wired and wireless, have prompted the development of powerful tools for the collection, processing, storage and use of personal information. These trends create numerous issues regarding limitations on corporate rights to use that information and obligations to protect it from a variety of new risks and vulnerabilities. Legislators, regulators and the courts are rapidly developing new law and compliance obligations to address the privacy and security implications of the information economy. This annual conference focuses on these developments with the goal of keeping attorneys and other privacy professionals informed and up-to-date in this complex and dynamic area of laws and regulations.

### What You Will Learn

- The latest federal and state legislation, regulations and decisions regarding privacy and security
- Foreign developments in data protection law and their impact on U.S. companies
- The current enforcement priorities of the FTC and the state attorneys general
- Information privacy and security issues raised by technology trends, such as cloud computing, social networking, and texting
- Best practices in managing security breach risks
- The latest legislative developments pertaining to information security requirements
- Ethical and privilege issues for lawyers in using information technology
- Evolving online data collection and marketing techniques and their impact on privacy law

### Special Features

- Panel of FTC and state attorney general representatives
- Earn one hour of CLE Ethics credit
- Earn Continuing Privacy Education credit

### Co-Chairs

**Francoise Gilbert**, IT Law Group, Palo Alto (*San Francisco and Chicago only*)

**John B. Kennedy**, Wiggin and Dana LLP, Stamford, Connecticut (*New York City only*)

**Thomas J. Smedinghoff**, Edwards Wildman Palmer LLP, Chicago (*Chicago only*)

**Lisa J. Sotto**, Hunton & Williams LLP, New York City (*New York City only*)

**Program Attorney: Lauren E. Nocht**

San Francisco, #41433 • New York City, #41434 • Chicago, #41435

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #41432, \$229

*"This was my introduction into Data Privacy. I thought it was very good overall. While some of the topics weren't relevant to the work I do, I thought the course was interesting and well put together."*

— Christine Brown, Chiquita Brands International

*"Fantastic CLE."*

— Seann W. Hallisky, T-Mobile USA, Inc.

## Patent Bar Review 2013

Homestudy online 24/7 for all takers!

Washington, D.C., January 9-13

San Francisco, February 13-17

Chicago, March 13-17

New York City, May 15-19

Atlanta, June 4-8

San Francisco, June 18-22

The nation's leading **Patent Bar Review** for over half a century . . .

### Chaired by John M. White

The Patent Bar Exam has been updated . . . and so has PLI's **Patent Bar Review** course. We have live locations and an online course available 24/7 to everyone. Check [www.patentbarreview.com](http://www.patentbarreview.com) for details on our live and homestudy courses.

### Why You Should Attend

The America Invents Act is now being added to the PTO Exam in phases. So, more than ever, you need PLI, with its years of devotion to this Exam, and a staff dedicated to keeping up-to-date with the latest wrinkles. Everything in PLI's Exam-focused **Patent Bar Review** — the interactive testing software, the course materials, the lectures — is designed to help you pass the Exam.

### Get Outstanding Course Materials

- **PatWare** — Our exclusive interactive testing software has been updated and connected to the Web so that you can get instant comparative feedback on your progress toward passing the Exam. PatWare enables you to practice in all areas of the MPEP tested on the Exam, or focus on specific chapters, customize practice exams quickly and easily, get MPEP references for all answers, and monitor your progress by chapter. It contains not only the old actual Exam questions, but newer questions written by our faculty to mimic newer questions on the Exam, often based on up-to-the-minute feedback from our many takers.
- **Exam-Focus Study Guide** — Gives you Exam tips and suggested study approaches for every section of the MPEP tested on the Exam, including weighted coverage of material according to its importance. Includes all materials currently being tested on the Exam.
- **Key Word Glossary** — Familiarize yourself with the jargon-driven environment of patent preparation and prosecution.
- **Learn-by-Doing Exercises and Practice Exam Materials** — Strengthen your understanding of the material and test-taking strategies, including time management.

### Chair and Principal Lecturer

**John M. White**, PLI's Director of Patent Professional Development; Former Patent Examiner and Special Assistant to the Commissioner of Patents and Trademarks; Adjunct Professor, University of Virginia School of Law

**Program Attorney: Mark D. Dighton**

To register for **PLI's Patent Bar Review**, call (888) 296-5973, or visit [www.patentbarreview.com](http://www.patentbarreview.com)

Washington, D.C., #42503 • San Francisco (February), #45077 • Chicago, #42504  
• New York City, #42505 • Atlanta, #42506 • San Francisco (June), #42507

Live or Homestudy Course — Program Fee: \$2,795. Includes Course Materials and Online Course. Students and unemployed persons receive a substantial discount.

*"The PLI Patent Bar preparation course was essential to my passing the patent bar on the first go. I took the patent bar while working full time and going to law school in the evening and I could not have done it without PLI. . . . I believe that PLI was definitely worth the investment."*

— Pratik Jhanb, Exec. Director, IP Law Society, University of Nevada, Las Vegas, William S. Boyd School of Law; passed 2012

## 7th Annual Patent Law Institute

New York City, February 4-5

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> March 18-19

### Why You Should Attend

The **Institute** is designed to be of ultimate practice value to all three subgroups in the patent law community: patent prosecutors, patent litigators, and strategic/transactional lawyers. You design the two-day schedule that best meets your professional needs.

Do not miss this unique opportunity to sharpen your practice skills and to network with federal judges, USPTO officials, in-house counsel and outstanding outside patent lawyers.

### What You Will Learn

Plenary sessions include:

- Keynote Address by **Hon. Margaret A. (Peggy) Focarino**
- A dialogue with prominent members of the bench and bar, including former Federal Circuit Chief Judge Paul Michel
- Key buyers, sellers and brokers of patent assets divulge inner workings of the patent marketplace
- The practice impact of the America Invents Act, and recent Supreme Court and Federal Circuit decisions
- Corporate counsel discuss critical issues that keep them awake at night

Plus customize your **Institute** by choosing from fifteen breakout sessions!

**Prosecution Breakout Track:** Three sessions focused on the avalanche of USPTO rules implementing the America Invents Act (AIA) and other important PTO actions; two sessions focused on the AIA and chemical and biotechnical patent prosecution. This year, and until further notice, the USPTO is all about AIA implementation. You can expect many on-the-fly adjustments as to AIA implementation, so this is your chance to be current across the board.

**Litigation Breakout Track:** Containing patent litigation costs; developments in pharma and biotech patent litigation; advice from the bench; litigating against non-practicing entities; and developments in patent damages.

**Strategic/Transactional Breakout Track:** Hear about key issues concerning patent standards and “essential patents”; patent-eligible subject matter in view of *Prometheus* and its progeny; joint infringement from attorneys involved in *Akamai* and other key decisions; and hot tech transfer topics affecting your practice.

### Special Feature

- Earn one hour of legal Ethics credit!

### Who Should Attend

Patent litigators, patent prosecutors and patent transactional lawyers, both in-house and outside counsel, should not miss PLI's **Patent Law Institute**. In just two days, you will hear all of the recent developments you need to know and learn how to adjust your practice to the new environment.

### Co-Chairs

**Scott M. Alter**, Faegre Baker Daniels LLP, Denver

**Douglas R. Nemecek**, Skadden, Arps, Slate, Meagher & Flom LLP, New York City

**John M. White**, Director, Patent Professional Development, Practising Law Institute, Waterford, Virginia; Berenato & White, Bethesda, Maryland

**Program Attorney: John M. Mola**

New York City, #41877 • San Francisco, #41878 — Program Fee: \$1,795

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #41879, \$229

*“Overall the program was excellent and informative.”*

— Jennifer L. Best-Martin, Associate, Wilson Sonsini Goodrich & Rosati, San Diego

## Post-Grant USPTO Proceedings 2013:

### The New Patent Litigation

Chicago, March 4

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>6,8</sup> March 27

San Francisco, April 15

Austin, April 29

### Why You Should Attend

Post-grant patent review proceedings were pursued in record numbers at the USPTO in 2012. The substantial costs and uncertainty of patent litigation require the development of alternative case management strategies, which at least require consideration of challenging patents at the USPTO. To this end, patent reexamination in particular has exploded in popularity as a viable alternative to costly litigation or parallel path to enhance litigation positions. The America Invents Act (AIA) introduced entirely new options such as Post-Grant Review, *Inter Partes* Review (which replaced *inter partes* patent reexamination), Derivation Proceedings, and a special post-grant review for Covered Business Method patents. Going forward, it is anticipated that the USPTO will become an even more prominent battleground for patent disputes.

The program is taught by a faculty of judges, preeminent lawyers, and industry leaders who have earned national reputations in patent litigation and in post-grant proceedings at the USPTO.

### What You Will Learn

The program focuses on the role of post-grant USPTO proceedings as component of a litigation strategy, including pretrial and post-trial options. Although the course will focus on strategic considerations, common procedural traps for the unwary will be identified. The relative advantages and disadvantages of the various proceedings are explained from the perspectives of both the Patentee and Third Party. Perspectives of the judiciary are presented, including case studies of well-known disputes. Insight to the organization, operation and procedures of the USPTO's Patent Trial and Appeal Board and Central Reexamination Unit are discussed. Ethical considerations of post-grant practice are discussed.

### Special Feature

- Earn one hour of Ethics credit!

### Who Should Attend

Patent owners and investors involved in patent litigation or considering the initiation of patent litigation; corporate counsel responsible for managing a patent portfolio and responding to third-party inquiries; patent litigators advising clients in disputes that involve or may lead to litigation; and patent professionals representing others before the USPTO in the areas of reexamination and reissue.

### Co-Chairs

**Greg H. Gardella**, Oblon, Spivak, McClelland, Maier & Neustadt, L.L.P., Alexandria, Virginia

**Scott A. McKeown**, Oblon, Spivak, McClelland, Maier & Neustadt, L.L.P., Alexandria, Virginia

**Program Attorney: John M. Mola**

Chicago, #44151 • New York City, #42142 • Mechanicsburg Groupcast Location, #44137 • New Brunswick Groupcast Location, #44149 • Philadelphia Groupcast Location, #44135 • Pittsburgh Groupcast Location, #44136 • San Francisco, #42143 • Austin, #44917

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #42144, \$199



## Developments in Pharmaceutical and Biotech Patent Law 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2, 4, 6</sup> April 1

### Why You Should Attend

Pharmaceutical and biotech patent law is an important and rapidly changing practice area, and the program is designed to give you the information you need to maintain your practice edge, concentrating on new developments from 2012 and placing them in the contexts of constantly evolving areas of the law.

Technological innovation, Federal Circuit appellate oversight, and Supreme Court decisions continue to drive significant changes in the law. Several different perspectives on many of the most pressing issues will be offered from experienced practitioners.

Do not miss this opportunity to fully understand the impact of new appellate decisions on your pharmaceutical and biotechnology patent practice.

### What You Will Learn

- The PTO's rules for implementing the new procedures of the America Invents Act
- Top pharmaceutical and biotech decisions from 2012
- Biosimilars: the approval process, data exclusivity and patent litigation
- Recent Supreme Court decisions, and the Court's continued focus on patent law
- Continued developments in the law of written description as applied to pharmaceutical and biotech patents
- Evolution of the Federal Circuit's approach to claim construction and what it means in pharmaceutical and biotech cases
- Section 101 developments on patentable subject matter
- Litigating patent cases — a view from the federal bench

### Who Should Attend

Attorneys, whether in-house counsel or practicing at law firms, who are responsible for pharmaceutical and biotech patent prosecution, patent litigation, and patent transactions and strategies, will benefit from attending this program.

### Co-Chairs

**David K. Barr**, Kaye Scholer LLP, New York City; Co-Author, *Pharmaceutical and Biotech Patent Law* (PLI)

**Daniel L. Reisner**, Kaye Scholer LLP, New York City; Co-Author, *Pharmaceutical and Biotech Patent Law* (PLI)

**Program Attorney: John M. Mola**

**New York City, #41956 • Atlanta Groupcast Location, #44382 • Cleveland Groupcast Location, #44552 • Mechanicsburg Groupcast Location, #44145 • Philadelphia Groupcast Location, #44143 • Pittsburgh Groupcast Location, #44144**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41957, \$199

"Good[,] broad CLE on recent IP case law and developments for IP practitioners."

– Kyle Vos Strache, Associate, Cozen O'Connor, Philadelphia

"A really excellent overview of IP developments over the past year . . ."

– Emily Miao, Ph.D., Partner, McDonnell Boehnen Hulbert & Berghoff LLP, Chicago

## Fundamentals of Patent Litigation 2013

New York City, April 22

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> June 5

### Why You Should Attend

If you are a litigator and have always wondered how patent litigation differs from your practice, this program is for you. Or maybe you have considered pursuing patent litigation but first wanted to find out how it differs from other types of commercial litigation? This program will provide you with all the answers, exploring what makes patent litigation different from other types of litigation, from the Rule 11 pre-filing investigation through the appeal to the Federal Circuit. Attendees will learn important practical details, including who to sue and what to put in the complaint. Learn what discovery is needed in a patent case, and how discovery differs from other civil litigation. Disclosures of infringement and invalidity contentions, and the claim construction process at and leading up to the *Markman* hearing will also be examined. Find out what is needed to prove infringement and how a patent may be invalidated by prior art or rendered unenforceable by inequitable conduct. Hear what can be expected at trial and what remedies are available. We will also discuss alternative forums, including the International Trade Commission, and review appeals to the Federal Circuit, and how it and the Supreme Court are reshaping patent law and patent litigation.

### What You Will Learn

- How the America Invents Act ("AIA") will affect patent litigation
- Determining who to sue
- Whether to send a notice letter and what can go wrong if you do
- What to do if your client receives a notice letter
- The forums available for suing for patent infringement
- What needs to be done before filing a complaint
- What needs to be in a complaint, and answer, and when to counterclaim
- What discovery you need to take
- How claim terms are construed and the process courts use to do it
- How a patent case is tried and who, judge or jury, decides what
- What remedies are available and likely to be awarded
- What issues are likely to be appealed
- Appeals in the Federal Circuit
- How long all this usually takes and what it is likely to cost

### Who Should Attend

Attorneys who want to understand what happens if their companies become involved in patent litigation, litigators who are considering broadening their practice to include patent litigation, and corporate and licensing lawyers who want additional expertise when advising their clients on patent-related matters.

### Co-Chairs

**Ian N. Feinberg**, Feinberg Day Alberti & Thompson LLP, Palo Alto

**Gary M. Hnath**, Mayer Brown LLP, Washington, D.C.

**Program Attorney: Seema Lal Meehan**

**New York City, #41835 • San Francisco, #41836**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41833, \$199

"Very good, dynamic speakers who are knowledgeable."

– Diana Hsu, Assistant General Counsel – Litigation, Sears Holdings Corporation

"This was an excellent overview of the ITC."

– Judge Ada Brown, McKool Smith

## Fundamentals of Patent Prosecution 2013: A Boot Camp for Claim Drafting & Amendment Writing<sup>†</sup>

Chicago, May 14-16  
New York City, June 12-14  
San Francisco, July 10-12

### Why You Should Attend

This program focuses on teaching the basics of claim drafting, and patent application preparation and prosecution, as well as a review of recent developments in the law. A litigator's perspective is also presented to show how drafting and prosecution can influence the development, and often the outcome, of subsequent patent litigation. The clinics offer unique hands-on mentoring.

### What You Will Learn

This three-day program will feature lectures each morning followed by small clinic sessions in the afternoon. Both the lecture sessions and the clinics will follow the patent application process — from invention disclosure and patent preparation (Day 1), through prosecution and issuance (Day 2) to litigation/opinion drafting (Day 3).

The lectures are designed to provide a review of the patent preparation and prosecution process and explain:

- How to decide what elements of the invention should be included in the patent
- How to prosecute an application to result in allowance of an enforceable patent
- How to interview an Examiner
- How to use reissues, reexamination supplemental examinations and other post-issuance proceedings
- How to anticipate patent litigation issues during the patent prosecution process
- How to approach patent opinion drafting

### Special Features

- Morning lectures on critical patent application topics
- One-of-a-kind, small group clinics with experienced patent prosecutors to develop and polish patent writing skills

### Who Should Attend

Patent attorneys, patent agents, technical advisers and patent liaisons with either no or very little patent prosecution experience will benefit from this program.

### Co-Chairs

**Jonathan Berschadsky**, Fitzpatrick, Cella, Harper & Scinto, New York City  
(New York City only)

**Angelo J. Bufalino**, Vedder Price P.C., Chicago (Chicago only)

**Jennifer R. Bush**, General Counsel, Apercen Partners LLC, Palo Alto (San Francisco only)

**Wendy A. Choi**, Kilpatrick Townsend & Stockton LLP, Atlanta (San Francisco only)

**Adda C. Gogoris**, Merchant & Gould P.C., New York City (New York City only)

**Richard T. McCaulley, Jr.**, Ropes & Gray LLP, Chicago (Chicago only)

**Michael A. Molano**, Mayer Brown LLP, Palo Alto (San Francisco only)

**Kevin E. Noonan, Ph.D.**, McDonnell Boehnen Hulbert & Berghoff LLP, Chicago  
(Chicago only)

**Louis S. Sorell**, Patent Counsel, Google Inc., New York City (New York City only)

### Program Attorney: John M. Mola

Chicago, #41884 • New York City, #41885 • San Francisco, #41886

Program Fee: \$1,795

Privileged Member Fee: \$0\*

Course Handbook: #41887, \$199

## Prior Art, Obviousness, and the America Invents Act in 2013

New York City, June 3

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), July 22

### Why You Should Attend

Patent reform has arrived: what will be its impact on those touchstones of patentability, prior art and obviousness? 102 was already a complicated concept for patent practitioners, having undergone evolving interpretations in the PTO and CAFC. How will the AIA now complicate matters further? How does the concept of "prior art" and circumstance collide in the 21st century? How does prior art on the web impact the practice? What is truly enabled? This program will allow you to obtain an essential working understanding of this complicated statute, including recent re-interpretations, and case law, and to explore the statutory revisions. Meanwhile, obviousness, the most common reason any application is rejected or patent held invalid, is changing as a result of *KSR*. Explore 103 from inside and outside the PTO as both the CAFC and PTO try to shoehorn their past decisions into a *KSR* pigeonhole!

### What You Will Learn

- Publication/Accessibility — on the web, on the shelf, in the mail, "routine" practices
- The four steps of (d)
- Ex parte 102 (g): abandon, suppress, conceal, and notebooks
- Actual vs. constructive reduction to practice
- A close look at 102 (e)
- What issues are raised by successive common owner filings?
- The new AIA 102 and its dates. What is the new "grace period"?
- Is it truly a worldwide landscape of "filing date" prior art?
- A thorough review of the recent *KSR* "guidelines" and "timelines"
- Examine the impact of proper and improper benefit claims on the prior art date of a reference and the effective filing date of the application being examined
- How do you apply 103 post-*KSR* and the 2010 PTO Guidelines?

### Who Should Attend

The program is geared to patent lawyers who have some familiarity with 35 USC Sections 102/103 and regularly work with the statute in either litigation or patent prosecution. The course will advance the knowledge of all attendees from their respective starting points and provide new insights into the statute, recent amendments, and case law.

### Chair

**John M. White**, Director, Patent Professional Development, Practising Law Institute; Berenato & White, LLC, Charlottesville, Virginia

### Program Attorney: Seema Lal Meehan

New York City, #41848 • San Francisco, #41849

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41850, \$199

"Very impressed with the level of knowledge of the speakers."

— Jeremy Kriegel, Marshall, Gerstein & Borun LLP

"A very interesting program."

— Duane Hough, Mayer Brown LLP

"Excellent comparison of the AIA with existing law."

— Joseph E. Gortych, OPTICUS IP LAW PLLC

## Understanding Patent Law 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2, 6, 8</sup> June 28

### Why You Should Attend

As the America Invents Act begins to become part of current practice of patent law, you might not think it's possible to gain a solid understanding of this complicated field of law in one day. You would be wrong. Whether you are new to patent law or are trying to refresh your knowledge of this field, this program will cover all of the elements needed to get up to speed.

Designed for practitioners and non-patent practitioners alike, this program will cover all types of patent issues that might arise in the context of everyday practice and business management. The morning discussion of fundamental patent principles, including what is patentable and how to prosecute and protect patents, will establish an important foundation for the topics that follow throughout the afternoon. Patent opinions, patent licensing, and patent issues that arise in the context of transactions such as mergers and acquisitions will be covered. In addition, a broad overview of patent litigation, including coverage of recent case law, will be addressed. In-house counsel, general attorneys and business managers will learn to spot key patent issues that may face their clients and/or organizations and will learn what steps need to be taken next.

### What You Will Learn

- What are the parts of a patent application and what makes something patentable?
- Learn about the life cycle of a patent, from application-preparation through filing, prosecution, and issuance
- Examine the unique issues involved in patent infringement and litigation, including claim construction, defenses, and relevant timelines
- Explore IP issues that may arise in merger and acquisition transactions
- Gain practical tips for patent licensing scenarios

### Who Should Attend

This is a basic patent program to help in-house counsel whose responsibilities include managing patent portfolios, patent litigation and patent licensing, especially those of mid-size companies that don't have full-time IP counsel and whose General Counsel must handle these issues. It will be attractive to corporate attorneys and business managers who need a basic overview of patent law for issue spotting in contexts such as board meetings, executive briefings, etc. It will be of interest to those general practitioners who encounter patents in their practices and litigators seeking to get into patent litigation. Non-attorneys seeking an introduction to patents will also benefit.

### Chair

**Marta E. Gross**, Goodwin Procter LLP, New York City

**Program Attorney: Seema Lal Meehan**

**New York City**, #41871 • **Atlanta**, #44358 • **Mechanicsburg Groupcast Location**, #44118 • **New Brunswick Groupcast Location**, #44126 • **Philadelphia Groupcast Location**, #44116 • **Pittsburgh Groupcast Location**, #44117

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41872, \$199

## Broadband and Cable Industry Law 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>5, 6, 8</sup> January 28-29

### Why You Should Attend

Attend this renowned program, and hear cutting-edge analysis of federal initiatives and FCC regulations. Plus examine current case law, the latest technology forecasts, and market trends. Join the country's leading outside and in-house counsel representing cable operators, cable programmers, municipalities, and online service providers — and the regulators themselves — to gain an understanding of what has transpired in broadband and cable law over the past year and of where we might be heading.

### What You Will Learn

- Does the convergence of voice, video, and data made possible by IP technology warrant a new blueprint for communications regulation?
- Does it still make sense to divide the Act into separate "silos" for broadcast, voice and cable services?
- Will the FCC's net neutrality order survive appeal?
- Understanding cable's role in wireless: current FCC wireless proceedings, unlicensed spectrum, and WiFi technology and franchise or local authorization requirements
- What are the copyright implications of streaming video for online distribution of programming?
- What is the significance of the *ivi* and *Aereo* decisions?
- What are the latest regulatory developments affecting cable's voice business?
- Does the migration of set-top box functions to the cloud affect the risk of data breaches?
- Will the AllVid proposal promote video competition or just impose additional costs on consumers?
- Is the FCC implementing the CVAA in accordance with Congressional intent?

### Who Should Attend

Practitioners in the field of cable and telecommunications law, state and local regulators, and executives of MVPDs and companies supplying cable video programming and technology, cable Internet and voice technology.

### Co-Chairs

**Tara M. Corvo**, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C., Washington, D.C.

**Howard J. Symons**, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C., Washington, D.C.

**Program Attorney: Grace O'Hanlon**

**New York City**, #42053 • **Columbus Groupcast Location**, #44489 • **Mechanicsburg Groupcast Location**, #44184 • **New Brunswick Groupcast Location**, #44253 • **Philadelphia Groupcast Location**, #44182 • **Pittsburgh Groupcast Location**, #44183

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Two-Volume Course Handbook: #42054, \$229

*"The presentations were quite informative and interesting."*

— Daniel Agostini, NYC Human Resources Administration

*"Amazing program."*

— 2012 Attendee

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## Managing Wage & Hour Risks 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2, 6, 8</sup> February 11

### Why You Should Attend

Counsel as well as human resources and compliance personnel whose responsibilities include wage and hour matters must keep up-to-date on the latest developments, and understand and anticipate wage and hour risks so that these risks can be effectively managed through compliance programs and responses to early warning signs. At the same time, given the sensitivity of these issues, it is critical for counsel on both sides to master best practices for investigating and litigating wage and hour claims that may arise, and to understand the pros and cons of arbitrating such claims. This full-day program brings together nationally recognized employer and employee advocates, prominent in-house counsel, and government enforcement agency officials who will share their respective perspectives, insights and experiences.

### What You Will Learn

- Hear directly from the source about the United States Department of Labor's current enforcement priorities and the DOL's latest initiatives
- Evaluate the classification and compensation of employees armed with the latest developments under the federal and key state wage and hour laws
- Analyze the arbitrability of wage and hour claims and key provisions to insert or omit from arbitration agreements
- Understand the nuances of wage and hour class certification, and related discovery and investigations
- Explore from the wage and hour perspective the effects of social media in the workplace, including the impact of the NLRB's guidance on social media policies

### Special Features

- Earn one full hour of Ethics credit
- Hear the latest updates from senior level officials of the Department of Labor and National Labor Relations Board

### Who Should Attend

This program is designed for all practitioners who are involved in wage and hour issues, whether from the perspective of outside counsel or in-house counsel in the private and public sectors, labor union attorneys, representation of individuals or groups of employees, or human resources and corporate compliance executives and representatives. Litigators, government regulators and advisers, judges, arbitrators and mediators in the wage and hour area will also find this program particularly valuable.

### Co-Chairs

**Robert P. Davis**, Mayer Brown LLP, New York City

**Michele R. Fisher**, Nichols Kaster, PLLP, Minneapolis

**David S. Fortney**, Fortney & Scott, LLC, Washington, D.C.

**Program Attorney: Danielle T. Bersofsky**

**New York City**, #41642 • **Atlanta Groupcast Location**, #44335 • **Mechanicsburg**

**Groupcast Location**, #44263 • **New Brunswick Groupcast Location**, #44281

• **Philadelphia Groupcast Location**, #44264 • **Pittsburgh Groupcast Location**, #44265

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41643, \$199

*"Very strong presentation."*

— Jordan B. Schwartz, Epstein Becker & Green PC

*"The panel was exceptional and extremely well prepared."*

— Joseph F. Lightner, Assistant General Counsel, International Flavors & Fragrances Inc.

*"A very well put together program. I am not an employment and labor lawyer, but come across these issues all the time in the representation of my corporate clients, so while this is significantly more than I will need, it was very informative and helpful."*

— Michael E. Zeller, Moore & Van Allen PLLC

## Understanding Employment Law 2013<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> April 5  
Chicago, May 8

### Why You Should Attend

Whether you are new to the field, seeking a quick refresher, or if your law practice only touches upon employment law issues, this jam-packed employment law primer is designed for you. An expert faculty will lead you through the major regulations and case law governing the employer/employee relationship and offer practical pointers ranging from hiring to firing and everything in between. In addition, the program will address certain key concepts of the law under the National Labor Relations Act (NLRA).

### What You Will Learn

- Review the major employment law statutes and regulations (e.g., FLSA, ADA, ADEA, FMLA, WARN Act, OSHA, and GINA) and identify the agencies responsible for enforcing them; and enforcement trends
- Understand the common sources of discrimination in the workplace
- Learn how to define the employer/employee relationship: employees vs. independent contractors, temporary and leased employees; and explore joint employment issues
- Consider common wage/hour concerns
- Analyze the ADA/ADAAA and the accommodation process
- Get the latest guidance on leaves of absence, including FMLA, ADA, military and other leave requests
- Hear highlights of the law under the NLRA

### Special Feature

- Earn one full hour of Ethics credit analyzing ethical challenges associated with hiring and disciplining employees

### Who Should Attend

This program is designed for attorneys and human resources professionals at all levels, including those who are new to the employment law arena or seeking a refresher.

### Co-Chairs

**Willis J. Goldsmith**, Jones Day, New York City (*New York City only*)

**Michael J. Gray**, Jones Day, Chicago (*Chicago only*)

**Program Attorney: Danielle T. Bersofsky**

**New York City**, #41713 • **Chicago**, #44394

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41714, \$199

*"Concise and pertinent."*

— Douglas P. Catalano, Fulbright & Jaworski LLP

*"Extremely helpful material."*

— Donna R. Crosswhite, Senior Counsel, Sprint Nextel

*"Tremendous amount of good material covered by experts in a short time period."*

— Byron F. Bowman, Law Office of Byron F. Bowman

*"Very informative and helpful CLE. Great refresher on Employment law basics."*

— Keerthi D. Mundrati, Patton Boggs LLP

## International Employment Law 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,6</sup> June 11, 9:00 a.m. – 12:30 p.m. ET

### Why You Should Attend

Employment law is no longer a local issue. Multinational employers must grapple with often conflicting standards for hiring, retaining, disciplining, and terminating employees. The issues are all the more challenging today, as employment laws, corruption laws, and whistleblower laws, from the U.S. and overseas, impose standards of conduct across borders.

This program brings together highly experienced and sophisticated practitioners, in-house counsel, and senior human resources executives from around the world. They will present in a practical way how best to advise the multinational employer in these critical issues.

### What You Will Learn

- Analysis of different legal standards across borders for hiring and firing, including enforcement of restrictive covenants and confidentiality agreements
- Discrimination and retaliation laws worldwide
- Overseas union and works councils
- Best practices in avoiding criminal and civil liability, and dealing with the international whistleblower
- Cross-border data privacy update

### Special Feature

- Convenient half-day program format

### Who Should Attend

General counsel and outside counsel for U.S. and overseas-based multinationals, in-house international and labor counsel, and human resources executives.

### Chair

**Philip M. Berkowitz**, Littler Mendelson P.C., New York City

**Program Attorney: Danielle T. Bersofsky**

**New York City, #41734 • Atlanta Groupcast Location, #44349 • Mechanicsburg Groupcast Location, #44275 • Philadelphia Groupcast Location, #44276 • Pittsburgh Groupcast Location, #44277**

Program Fee: \$895

Privileged Member Fee: \$0\*

Course Handbook: #41735, \$199

*"Very helpful broad discussion of key issues."*

– Philip A. Skalski, Associate Corporate Counsel, Hudson Global, Inc., New York City

## Employment Discrimination Law & Litigation 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,4,6,8</sup> June 20

### Why You Should Attend

Any attorney or human resources professional who advises or represents employers, employees, labor unions or government, or who has judicial/arbitral/mediator responsibility, must keep abreast of changes in the employment discrimination arena, and must also be aware of cutting-edge developments on the litigation front.

This program, designed for employment law practitioners and human resources professionals at all levels, brings together prominent practitioners from the management and plaintiffs' bars, members of the judiciary, and representatives from the EEOC to analyze and provide practical guidance regarding the latest developments in the employment discrimination arena.

### What You Will Learn

- New laws and new rulings that can affect the advice you give, the strategies you choose, and the settlements you propose
- What judges think about lawyers' approaches to litigating employment discrimination claims
- Lesser known/emerging discrimination claims
- Discrimination trends and the experts' future predictions

### Special Features

- Earn up to one full hour of Ethics credit analyzing best methods for counseling clients bringing or facing employment discrimination claims
- SHRM credit also available

### Who Should Attend

This program is designed for legal and human resources professionals at all levels who seek an in-depth analysis and discussion of workplace discrimination claims, and the resolution of those claims, both inside and outside of the courtroom.

### Co-Chairs

**Theodore O. Rogers, Jr.**, Sullivan & Cromwell LLP, New York City

**Anne C. Vladeck**, Vladeck, Waldman, Elias & Engelhard, P.C., New York City

**Program Attorney: Danielle T. Bersofsky**

**New York City, #41769 • Atlanta Groupcast Location, #44350 • Cleveland Groupcast Location, #44554 • Mechanicsburg Groupcast Location, #44278 • New Brunswick Groupcast Location, #44282 • Philadelphia Groupcast Location, #44279 • Pittsburgh Groupcast Location, #44280**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #41770, \$199

*"This was such a great group of folks. Best Employment Discrimination program in 3 years. Very progressive with the quizzes — I liked that. It was more interactive."*

– Vivian Walton-Deroche, Bloomberg, New York City

## ERISA Fiduciary Investment Basics 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>2,3,4</sup> February 6

### Why You Should Attend

This course provides an introduction to the basics of ERISA fiduciary law using a case-study vehicle. At this year's program, you will learn about the principal issues in ERISA's regulation of plan investments through: (i) a case study of a hypothetical plan asset hedge fund exploring entry in the plan marketplace and a plan investor considering such an alternative investment; and (ii) an analysis of recent litigation involving defined contribution, principally 401(k), plans.

### What You Will Learn

- ERISA Basics: Terminology; Structure of ERISA and the Code; Fiduciary Standards; Prohibited Transactions and the Exemption Process; ERISA Liability
- ERISA Landscape Fundamentals for Financial Institutions and Advisers
- Financial Products and Prohibited Transaction Exemptions — Considerations and Sample Transactional Analysis
- Understanding 401(k) Fiduciary Fundamentals Through Case Law
- Checklist of ERISA Considerations in Making an Investment
- Ethical Considerations for the ERISA Practitioner

### Special Features

- Luncheon Presentation: Melanie Franco Nussdorf and Ivan Strasfeld
- Plus one full hour of Ethics credit: Advising the Chief Investment Officer

### Who Should Attend

Practitioners in the field (or who are considering entering the field) seeking a solid foundation in ERISA fiduciary investment rules, and to build on their level of expertise in the area, and to solidify their understanding of the regulatory framework.

### Co-Chairs

**Michael J. Albano**, Cleary Gottlieb Steen & Hamilton LLP, New York City  
**Howard Pianko**, Seyfarth Shaw LLP, New York City

**Program Attorney: Grace O'Hanlon**

**New York City, #42047 • Atlanta Groupcast Location, #44386 • Boston Groupcast Location, #44475 • Cleveland Groupcast Location, #44543**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42048, \$199

*"This was one of the best CLE courses I've ever attended. The structure was thoughtful, practical and fun."*

— 2012 Attendee

*"This program was very informative and VERY useful for my practice!"*

— 2012 Attendee

*"I loved the format, and I am not an ERISA attorney."*

— 2012 Attendee

## Pension Plan Investments 2013:

### Current Perspectives

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>5,6</sup> April 2

### Why You Should Attend

Experienced practitioners in the area of pension investment law, together with senior representatives of the Department of Labor, will give their perspectives, and illuminate issues, on current topics and recent developments. Continued statutory, regulatory and market changes ensure a full agenda of new developments to be debated and analyzed by the panelists. The Dodd-Frank financial reform legislation brought a new regulatory structure for pension investment activities in the derivatives markets that raises substantial uncertainties for a broad group of investment products, and compliance issues for plan fiduciaries. Keeping abreast of these developments, and staying current on new ERISA case law, enforcement actions and ordinary course investment practices, is critical.

### What You Will Learn

- Department of Labor perspectives on developments relating to prohibited transaction exemptions, and compliance and litigation priorities
- Legislative and regulatory developments, including developments concerning pension plan transactions in derivatives; fiduciary status; the provision of services; and reporting requirements
- Current investment fund issues, including structuring a plan asset hedge fund
- Conflicts and the use and utility of information barriers
- 401(k) plan investment and administration issues
- Core financial institution issues

### Who Should Attend

This program is intended for the experienced lawyer, seasoned practitioner, or plan investment professional that works with ERISA and would like to maintain their skills and keep abreast of new developments that apply to the investment of plan assets.

### Co-Chairs

**Arthur H. Kohn**, Cleary Gottlieb Steen & Hamilton LLP, New York City  
**Howard Pianko**, Seyfarth Shaw LLP, New York City

**Program Attorney: Grace O'Hanlon**

**New York City, #42019 • Columbus Groupcast Location, #44492 • Mechanicsburg Groupcast Location, #44227 • Philadelphia Groupcast Location, #44225 • Pittsburgh Groupcast Location, #44226**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42020, \$199

*"Very informative presentation."*

— 2012 Attendee

*"Very good."*

— 2012 Attendee

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MAIL in Registration Form on inside back cover.

## How to Read Financial Statements 2013<sup>†</sup>

**New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>4,6</sup> March 20, 9:00 a.m. – 12:30 p.m. ET  
Chicago, April 10, 1:30 – 5:00 p.m. CT**

### Why You Should Attend

Financial statements provide great insight into the financial activities of a corporation. For some corporations, these statements may be complex and can require extensive review. Attorneys are often involved in negotiating, structuring, or litigating matters where understanding a corporation's financial statements is an essential element of the overall engagement.

At this practical half-day event, a distinguished panel of experts will provide a primer for understanding and interpreting the three primary financial statements: balance sheet, income statement, and cash flow statement. Among other things, the panelists will discuss key elements that all attorneys should be aware of when encountering these financial statements in the course of common corporate transactions and in litigation.

### What You Will Learn

- How to read, understand, and analyze balance sheets, income statements, and cash flow statements:
  - Identify the asset, liability, and equity sections of a balance sheet
  - Learn how to calculate EBITDA and free cash flow
  - Understand the importance of operating cash flow
- Evaluate key ratio and income metrics, including EBITDA margins and leverage ratios
- Analyze financial metrics and qualitative factors that can be potential warning signs, where more in-depth investigations may be required

### Special Feature

- Convenient half-day program format
- Earn Skills credit

### Who Should Attend

Any attorney who works with financial information, whether in the course of corporate finance transactions, securities transactions, M&A and other corporate transactions, or in the context of litigation, will benefit from this program.

### Chair

**Chad Rucker**, Managing Director, Valuation Research Corporation, New York City

**Program Attorney: Danielle T. Bersofsky**

**New York City, #41689 • Chicago, #41690 • Cleveland Groupcast Location, #44553  
• Mechanicsburg Groupcast Location, #44269 • Philadelphia Groupcast Location,  
#44270 • Pittsburgh Groupcast Location, #44271**

Program Fee: \$895

Privileged Member Fee: \$0\*

Course Handbook: #41691, \$199

*"This was one of the best PLI programs I've watched, and one of the best CLE courses generally. I think financial statements is something that is rarely covered and this program does a great job breaking the information down."*

– Moreniké Williams, Allen & Overy LLP

## Basics of Accounting for Lawyers 2013: What Every Practicing Lawyer Needs to Know<sup>†</sup>

**New York City, May 13-14  
San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> July 18-19  
Chicago, July 22-23**

### Why You Should Attend

Accounting is a language of business. Because attorneys encounter accounting information in a wide range of legal issues, it is critical for lawyers to understand financial statements and core accounting concepts. This practical course, specifically designed for the non-accountant attorney, will provide an understanding of financial statements and the key principles of accounting, using real-life examples of accounting issues that attorneys commonly face. Whether you are in-house or external counsel, **Basics of Accounting for Lawyers 2013** will help you to help your company or clients.

**Basics of Accounting for Lawyers** will also offer insight into the effective use of financial experts, accounting and financial issues where attorneys can put themselves at risk, and current hot topics in accounting and business.

### What You Will Learn

- Understanding Generally Accepted Accounting Principles (GAAP)
- Generally Accepted Auditing Standards (GAAS)
- The Accounting Cycle
- How to read:
  - The Balance Sheet
  - The Income Statement
  - The Statement of Cash Flows
  - The Notes to the Financial Statements
- How lawyers can effectively use accountants as experts
- Recent regulatory changes and views from those impacted or involved in the changes
- Awareness of different accounting and reporting frameworks and requirements
- Ethical issues for attorneys and accountants

### Who Should Attend

This program will benefit all attorneys and paralegals, both in-house and external, who work with financial information related to ongoing business activities, litigation, and transactional work.

### Co-Chairs

**Curtis Burr**, Burr Pilger Mayer, Inc., San Francisco (*San Francisco only*)

**Lawrence M. Cirelli**, Hanson Bridgett LLP, San Francisco (*San Francisco only*)

**Chetan Joshi**, Co-Founder and Managing Director, Clarity Advisory Group, LLC, Chicago (*Chicago only*)

**John J. Molenda**, Mayer Brown LLP, New York City (*New York City only*)

**Brian A. Smith**, Freeborn & Peters LLP, Chicago (*Chicago only*)

**Colleen Vallen**, ParenteBeard, LLC, Philadelphia (*New York City only*)

**Program Attorney: Janet L. Siegel**

**New York City, #42796 • San Francisco, #42797 • Chicago, #42798**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #42799, \$199

*"Very informative program and excellent speakers. I would attend again."*

– James Humphrey, Polsinelli Shughart PC

## Pocket MBA Summer 2013<sup>†</sup>

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> June 3-4

### Why You Should Attend

An understanding of key financial, accounting and economic concepts, principles and terminology will contribute to your ability to interact with and advise your clients with their critical issues. The ability to identify and appropriately use financial and accounting information is relevant to a wide range of legal and regulatory matters for both external and in-house attorneys. Litigators and transactional attorneys alike will benefit from this practical course designed specifically for non-accountant attorneys and allied professionals and taught by members of the nation's top accounting, tax and advisory firms, major alternative asset managers and investment banks, and leading law firms.

### What You Will Learn

- Review and refine your knowledge and understanding of foundational finance, accounting, and economics terminology and principles
- Enhance your ability to “navigate” and understand the basic financial statements
- Become familiar with valuation application and methodologies
- Learn the potential indicators of corporate stress and distress
- Examine key corporate finance concepts, including financial ratios and analysis
- Expand your perspective on international accounting and finance considerations
- Gain insights from a legal perspective on the use of valuations, common claims and defenses in M&A litigation, and how accounting issues, valuations and M&A deal terms, such as earn-out provisions, are interpreted by the courts

### Special Features

- Earn Ethics and Professional Skills credit
- Case studies and practical examples throughout
- Designed specifically for non-accountant attorneys and allied professionals

### Who Should Attend

Attorneys and allied professionals who work with financial information or business transactions, whether in the course of litigation, M&A or financing transactions, or as in-house counsel, will all benefit from this program.

### Co-Chairs

**Kirsten S. Aunapu**, Partner, National Office Accounting Consultation, Deloitte & Touche LLP, San Francisco

**Eric B. Sloan**, U.S. and Global Managing Principal, M&A Services, Deloitte Tax LLP, New York City

**Raj Tanden**, Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C., Los Angeles

**Program Attorney: Danielle T. Bersofsky**

San Francisco, #41743

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Course Handbook: #41744, \$199

*“This was really outstanding. Am recommending it to associates in our group who have opinion-heavy practices.”*

— Nathaniel Carden, Skadden, Arps, Slate, Meagher & Flom LLP, Chicago

## Project Management for Lawyers 2013

In Cooperation with LawVision

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> and  
Groupcast Locations,<sup>4,6</sup> January 22

### Why You Should Attend

Legal project management is quickly becoming a critical way of doing business in law firms and legal departments. Lawyers are learning to implement project management principles in order to better plan, organize, and supervise projects while enhancing client service and relationships, minimizing risk and enhancing profitability and the management of legal costs. In just a few years, legal organizations have moved from questioning the need for project management principles in their work to applying it to many aspects of how they manage their work.

This program will take the foundational elements covered in the past two years' programs and show how they can apply to your law firm or legal department — with the examples of organizations who are using legal project management to transform themselves. You will learn the latest developments in project management in the legal field, with lessons learned from law firms and legal departments about how to apply these techniques to improve efficiency, lower project costs, and increase overall results.

### What You Will Learn

- Keys to successful implementation of legal project management principles
- Experiences of legal organizations in getting buy-in, embarking on pilot projects, developing new metrics for success, and using project managers
- How to build more accurate budgets using project management tools and processes

### Who Should Attend

This program is designed for lawyers and other legal professionals who want to improve their understanding of approaches in project management in order to get initiatives implemented.

### Co-Chairs

**Susan Raridon Lambreth**, LawVision Group, Nashville

**P. Michael Walker**, DuPont Legal, Wilmington, Delaware

**Program Attorney: Laurie Gilbertson**

New York City, #43061 • Cleveland Groupcast Location, #44555 • Mechanicsburg Groupcast Location, #44085 • Philadelphia Groupcast Location, #44083 • Pittsburgh Groupcast Location, #44084

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook: #43062, \$95

*“Great program. Looking forward to 2013 (keeps us on track).”*

— 2012 Attendee

*“Thank you. Speakers were knowledgeable, prepared and enthusiastic. Panel topics were relevant.”*

— 2012 Attendee

*“Very good program.”*

— 2012 Attendee

*“Very helpful panel discussions and examples.”*

— 2012 Attendee



## Real Estate M&A and REIT Transactions 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>6,8</sup> January 10

### Why You Should Attend

The REIT and commercial real estate sectors have emerged from the financial crisis, poised for a new phase of consolidation and M&A. REIT and real estate M&A volumes during the first half of 2012 were up sharply as compared to the prior two years, with a number of large and very complex transactions successfully completed. Many REITs have shored up their balance sheets, regained the confidence of investors, and built up cash stockpiles and access to capital required to grow through acquisitions. At the same time, the global capital markets remain volatile, concerns about the pace of recovery persist, and pools of over-levered assets continue to wind their way through restructuring and recapitalization transactions. This year's program will take an in-depth look at some of the transactions completed in 2012, and will explore the structures, legal frameworks and dynamics of the current environment. We will study the legal and financial strategies for restructuring real estate portfolios and companies in and out of bankruptcy; for successfully identifying and executing transactions; and for raising new capital, through equity offerings and other means.

### What You Will Learn

- How some key transactions completed in 2012 were structured, negotiated and closed
- How to reconcile the interests of the many constituencies in REIT M&A
- How to evaluate and address SEC developments relating to the REIT capital markets
- How to address complex tax issues that are critical to an understanding of REIT M&A transactions
- How to access REIT equity markets and what to expect during the registration process
- How to address ownership restrictions, UPREIT structures, cross-border complexities and antitrust concerns when buying or selling a REIT

### Who Should Attend

- REIT, real estate, corporate, and restructuring lawyers seeking to understand the new paradigms, and the peculiarities and complexities of REIT and REOC M&A, restructurings and recapitalizations
- REIT and REOC general counsel and transactional lawyers
- Analysts, bankers, executives and other professionals who need to understand the new world of real estate

### Co-Chairs

**Adam O. Emmerich**, Wachtell, Lipton, Rosen & Katz, New York City  
**J. Warren Gorrell, Jr.**, Hogan Lovells US LLP, Washington, D.C.

**Program Attorney: Meghan K. Carney**

**New York City, #42191 • Mechanicsburg Groupcast Location, #44027**  
**• New Brunswick Groupcast Location, #44128 • Philadelphia Groupcast Location, #44025 • Pittsburgh Groupcast Location, #44026**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook, #42192, \$199

## Commercial Real Estate Financing 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Locations,<sup>3,8</sup> February 14-15  
Chicago, March 21-22

### Why You Should Attend

This seminar will explore major issues and problems, and recent changes, in how lenders and borrowers negotiate commercial real estate loans in the still-lingering shadow of the recent financial crisis. Speakers will show how today's lower valuations and the renewed conservatism of lenders shape the terms, legal negotiations, and closing process of commercial real estate financing in 2013. This year's program will turn back toward the basics, such as loan document negotiations, rental income, leases, nondisturbance agreements, and title insurance. A faculty of seasoned practitioners will help you understand old principles that are new again, beef up your knowledge of how to structure and close real estate loans, and revisit legal principles for troubled loans that date back to law school or the last downturn. The speakers will explore categories of financing and categories of distress, and how borrowers and lenders might respond. And they'll offer some predictions about how commercial real estate financing might look in the next cycle, and lessons to be learned from today's transactions and continuing workouts.

### What You Will Learn

- Who's lending, and how?
- How a lender looks at a lease, and the relationship between tenant and lender
- Securitization today: state of the market and projections
- The art of getting a loan closed, and what to do next
- Role of the rating agencies
- Lender's due diligence and strategy for troubled loans
- Interest rate protection – swaps, caps and security issues they create
- Fannie and Freddie multifamily financing
- Workouts, defaults, and enforcement
- How ground leases can go wrong
- Analyze an ethics case study, and receive an hour of CLE Ethics credit

### Who Should Attend

Commercial real estate attorneys, executives, in-house counsel, investment bankers, asset managers and acquisition managers.

### Co-Chairs

**Joshua Stein**, Joshua Stein PLLC, New York City (*New York City only*)

**Everett S. Ward**, Quarles & Brady LLP, Chicago (*Chicago only*)

**Program Attorney: Meghan K. Carney**

**New York City, #42198 • Chicago, #42199 • Boston Groupcast Location, #44429**  
**• New Brunswick Groupcast Location, #44130**

Program Fee: \$1,695

Privileged Member Fee: \$0\*

Two-Volume Course Handbook #42200, \$229

*"Excellent organization of complex topics with great specificity — one of the best."*  
– 2012 Attendee

*"Best blend of points about documents and how provisions practically work."*  
– 2012 Attendee

*"All informative with good speakers and practical insight and tips."*  
– 2012 Attendee

## Negotiating Real Estate Deals 2013

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu), June 4

### Why You Should Attend

Many things have changed in the world of real estate: the structuring of transactions, availability of financing, availability of equity capital, bankruptcy remote structures, role of the bankruptcy process, joint venture considerations, workout pitfalls, carve-out guaranties and unanticipated judicial interpretations, global market gyrations, interest rate setting irregularities, evolving neighborhoods, mega-public/private projects, special servicer rights and objectives, and many others. This one-of-a-kind program will provide insights into the most effective ways to recognize and address these concerns. Many of the finest real estate lawyers in the country will be participating in this program to give you cutting-edge advice for a challenging marketplace.

### What You Will Learn

- Explore the best techniques for negotiating real estate transactions under current market conditions
- Who has the advantage in negotiating real estate contracts, and what are realistic expectations?
- How to deal with the “auction” process in or out of bankruptcy proceedings
- What are lenders prepared to negotiate in their loan agreement?
- What sponsors need to be wary of in signing “good guy” guaranties?
- What does and does not belong in a Pre-Negotiation Agreement?
- Practical considerations in loan defaults and foreclosures and their impact on achieving workout and restructuring objectives
- How do special servicers view their role in dealing with distressed real estate, and what can be accomplished?
- Critical aspects of negotiating joint venture agreements
- How has the leasing world changed?
- How has the financing world changed?
- How do these public/private mega-projects actually get done?

### Who Should Attend

Real estate attorneys, investment bankers who acquire and sell real estate, real estate executives, asset managers and acquisition managers, investment advisers, bankers and real estate advisers and consultants.

### Co-Chairs

**Jonathan L. Mechanic**, Fried, Frank, Harris, Shriver & Jacobson LLP, New York City  
**Martin D. Polevoy**, DLA Piper LLP (US), New York City

**Program Attorney: Meghan K. Carney**

**New York City, #42217**

Program Fee: \$1,595

Privileged Member Fee: \$0\*

Course Handbook #42218, \$199

*“One of the most informative CLEs that I have seen in my area of practice.”*

– 2012 Attendee

*“The best CLE I have done online. Each presentation was excellent, providing very useful and relevant information.”*

– 2012 Attendee

*“Interesting and informative . . . excellent instructors made the material instructive.”*

– 2012 Attendee

## Bridge-the-Gap I for Newly Admitted New York Litigators<sup>†</sup>

New York City, January 14-15

Day 1: 8:30 a.m. – 5:30 p.m.; Day 2: 9:00 a.m. – 4:30 p.m. ET

### Why You Should Attend

Newly admitted attorneys in New York State are required, during each of their first two years after admission to the Bar, to complete at least sixteen transitional CLE credit hours in ethics and professionalism, skills, and law practice management and/or areas of professional practice

By attending PLI’s **Bridge-the-Gap I for Newly Admitted New York Litigators**, you will satisfy all of your annual MCLE requirements for newly admitted attorneys while learning about important substantive law updates and improving your professional skills.

### What You Will Learn

- Ethics and professionalism issues in daily practice
- Legal writing, communication, and pretrial skills
- Substantive law updates important to your practice

### Who Should Attend

Litigators admitted to practice in New York State over the past two years who attend this program will fulfill their annual MCLE requirements.

**Program Attorney: Janet L. Siegel**

**New York City, #42815**

Program Fee: \$695

Privileged Member Fee: \$0\*

## Bridge-the-Gap II: Ethics and Skills for Newly Admitted New York Attorneys<sup>†</sup>

New York City, February 19, 9:00 a.m. – 5:45 p.m. ET

### Why You Should Attend

Attorneys admitted to practice in New York State over the past two years who attend this program will fulfill their annual MCLE requirements in ethics and professionalism and skills. They will not earn credit toward their professional practice or law practice management MCLE requirements.

### What You Will Learn

- Legal writing for transactional attorneys
- Public speaking — talking your way to the top of the profession
- Ethics — what every attorney must know when embarking upon a legal career

### Who Should Attend

Newly admitted attorneys in New York State who want to learn key lawyering skills, and who need to fulfill their annual MCLE requirements in ethics and professionalism and skills, but who want to fulfill their professional practice and law practice management MCLE requirements at other programs. This program is designed to be particularly beneficial for transactional attorneys.

**Program Attorney: Janet L. Siegel**

**New York City, #42769**

Program Fee: \$595

Privileged Member Fee: \$0\*

## Pennsylvania Bridge-the-Gap 2013<sup>†</sup>

Philadelphia, April 12, 3:00 – 7:00 p.m. ET

Newly admitted attorneys in Pennsylvania must complete four hours of CLE Bridge-the-Gap training prior to their first CLE requirement deadline.

In accordance with the Pennsylvania Bridge-the-Gap requirements, this four-hour program will include instruction and discussion about communications with clients and courts, practice management, fiduciary requirements, the Disciplinary Board, Lawyers' Resources, and Pennsylvania Continuing Legal Education.

### Co-Chairs

**Sheila E. Branyan**, Blank Rome LLP, Philadelphia

**Daniel E. Rhyhart**, Blank Rome LLP, Philadelphia

Philadelphia, #42800 — Program Fee: \$125

Privileged Member Fee: \$0\*

(There is no Course Handbook for this program)

## Illinois MCLE Marathon 2013

Chicago, May 13

### Why You Should Attend

PLI's **Illinois MCLE Marathon** is specifically designed to help attorneys practicing in Illinois meet their MCLE requirements, as well as learn about best practices and new and emerging issues. If your last name begins with letters N-Z and you were admitted to the Illinois bar before July 1, 2010, your MCLE compliance deadline of June 30, 2013 is fast approaching. For this N-Z reporting period, attorneys need 30 hours of MCLE credit, including at least six hours approved for professional responsibility.

If your last name begins with letters A-M and you were admitted to the Illinois bar before July 1, 2011, you can get a "head-start" on your MCLE credits for your next compliance reporting deadline of June 30, 2014.

Led by a faculty of outstanding Illinois lawyers, PLI's **Illinois MCLE Marathon** will provide you four MCLE credit hours in professionalism and legal ethics and two additional general MCLE credits.

### What You Will Learn

At this lively and informative program, an expert faculty will discuss and analyze ongoing concerns, new developments, and emerging issues in:

- **Professionalism and Legal Ethics:** The Illinois Rules of Professional Conduct, emerging ethical issues for inside counsel, the intersection of disciplinary violations and civil liability, attorney-client privilege, and criminal investigations
- **General Practice:** How to best manage discovery, as seen from the bench; business and commercial Supreme Court decisions with implications for your business clients

### Who Should Attend

All litigators and transactional attorneys who need to fulfill their Illinois Minimum Continuing Education Requirements.

### Co-Chairs

**Harold C. Hirshman**, SNR Denton US LLP, Chicago

**Eric H. Sussman**, Kaye Scholer LLP, Chicago

**Program Attorney for both programs in this column: Janet L. Siegel**

Chicago, #42794 — Program Fee: \$495

Privileged Member Fee: \$0\*

Course Handbook: #42795, \$95

## New Jersey Basic CLE Marathon 2013

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> May 28

### Why You Should Attend

Satisfy part of the newly instated mandatory continuing legal education requirements in New Jersey. In accordance with New Jersey's requirements, this one-day program will include New Jersey-specific instruction and discussion on topics authorized by the Supreme Court of New Jersey Board of Continuing Legal Education.

### What You Will Learn

Trial preparation • Law office management • Landlord/tenant practice  
• Trust and business accounting • Ethics and professionalism

### Who Should Attend

All newly admitted attorneys in the state of New Jersey will benefit from attending this program in person ("live") or via the web ("alternative verifiable learning format"), keeping in mind that only 12 of the 24 credits required every two years can be fulfilled by alternative verifiable learning formats.

### Chair

**Lan Hoang**, Baker & Hostetler LLP, New York City

New York City, #42801 — Program Fee: \$395

Privileged Member Fee: \$0\*

Course Handbook: #42802, \$95

## New York CPLR 2013<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup>  
March 26, 9:00 a.m. – 1:00 p.m. ET

### Why You Should Attend

Every year, the New York Courts interpret, and re-interpret, the important procedural rules that govern litigation in New York State. It is vitally important for New York practitioners to stay abreast of developments in the law of statute of limitations and other New York practice rules. Each year finds changes in the case law, and occasional statutory amendments, that any lawyer litigating in the State Courts must be aware of in order to practice effectively.

### What You Will Learn

Significant case law on the statute of limitations, including malpractice issues and product liability • New cases — including two important U.S. Supreme Court decisions — on jurisdiction • Current disclosure issues — including important new decisions on electronic discovery • Recent cases on substitution, intervention and class actions • Case law on motion practice  
• An update — including a recent Court of Appeals decision and two CPLR amendments — on the law of pleadings

### Who Should Attend

This program is for attorneys who litigate in the State Courts of New York, and managing attorneys. It is also valuable for in-house counsel who have responsibility to make decisions about litigation, or to liaison with outside litigation counsel.

### Chair

**Burton N. Lipshie**, Stroock & Stroock & Lavan LLP, New York City

**Program Attorney for both programs in this column: Janet L. Siegel**

New York City, #42763 — Program Fee: \$395

Privileged Member Fee: \$0\*

Course Handbook: #42764, \$95

## Ethics for the Negotiating Lawyer 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> Groupcast Locations,<sup>2,7</sup> January 11, 2:30 – 4:30 p.m. ET

### What You Will Learn

Ethics rules that govern behavior in negotiation, including:

- When is it permissible to communicate with adverse clients, either directly or indirectly?
- What exposure does counsel have for participating in the negotiation and execution of contracts containing express or implied misrepresentations?
- Protecting sensitive information and responding to opponent’s probes for sensitive information
- Cross-border negotiation rules

**Earn two full hours of Ethics credit!**

### Chair

David Rabinowitz, Moses & Singer LLP, New York City

Program Attorney: Grace O’Hanlon

New York City, #42078 • Atlanta Groupcast Location, #44385 • Nashville Groupcast Location, #44696 — Program Fee: \$395

Privileged Member Fee: \$0\*

Course Handbook: #34776, \$199

## Ethics for Corporate Lawyers: Multijurisdictional Practice and Other Current Issues 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>5,7</sup> February 20, 3:00 – 5:00 p.m. ET

### What You Will Learn

New developments in multijurisdictional practice issues (including the interplay and disparity between various state ethics rules, different enforcement regimes, and U.S. rules vs. international rules) • Current issues relating to multiple representation • Virtual law offices, ethical screens, and outsourcing

- Recent developments involving conflict of interest
- Whistleblower remedies for corporate counsel
- Dangers to corporate counsel in civil discovery
- New developments in confidentiality, the attorney-client privilege, and the attorney work-product doctrine (including disclosure obligations to third parties, the status of government pressure to waive, selective waiver, and inadvertent waiver)
- Lawyers’ exposure to civil liability

**Earn two full hours of Ethics credit!**

### Chair

C. Evan Stewart, Zuckerman Spaeder LLP, New York City

Program Attorney: Janet L. Siegel

New York City, #42741 • Columbus Groupcast Location, #44474 • Nashville Groupcast Location, #44593 — Program Fee: \$395

Privileged Member Fee: \$0\*

Course Handbook: #34776, \$199

*“Very interesting program!”*

— Robert Zocca, Johnson & Johnson

## Ethics for Government Lawyers 2013

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and Groupcast Locations,<sup>2,5</sup> March 8, 2:00 – 4:00 p.m. ET

### What You Will Learn

The scope and application of the attorney-client privilege in the public sector

- Ethics rules that apply to government lawyers
- Understanding who the client is
- The interaction between ethics rules and other regulations that affect government lawyers
- Transitioning between the private and public sectors

**Earn two full hours of Ethics credit!**

### Chair

Nicole Hyland, Frankfurt Kurnit Klein & Selz PC, New York City

Program Attorney: Grace O’Hanlon

New York City, #42084 • Atlanta Groupcast Location, #44387 • Columbus Groupcast Location, #44490 — Program Fee: \$395

Privileged Member Fee: \$0\*

Course Handbook: #42085, \$199

## Ethics in Social Media 2013

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> March 18, 9:00 a.m. – 12:30 p.m. ET

### Why You Should Attend

Ethics permeates all areas of today’s legal practice. With the proliferation of social media, what types of personal information are companies permitted to access without the consent of their employees or applicants? How is privacy and security addressed? The New York City Bar Association, the New York State Bar Association and the New York County Lawyers’ Association have all issued ethics opinions on “pretexting” and “social engineering” to obtain access to a user’s social network profile. In the everyday practice for inside counsel, what is protected by the attorney-client privilege? How do lawyers safeguard the attorney-client privilege when blogging? Can and should employers demand the online passwords of prospective employees? What about the online passwords of prospective jurors? This program will address these and many more ethical dilemmas.

### What You Will Learn

Privacy and security issues • Corporate approach to social media issues

- Negotiation of contracts
- Recent opinions from NYCBA, NYSBA and NYCLA
- Discoverable information
- Ethics in e-discovery
- Maintaining attorney-client privilege

### Chair

Richard Raysman, Holland & Knight LLP, New York City

Program Attorney: Seema Lal Meehan

New York City, #44155 — Program Fee: \$695

Privileged Member Fee: \$0\*

Course Handbook: #44156, \$199

## Ethics for Transactional Lawyers 2013<sup>†</sup>

**New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Location,<sup>2</sup> March 18, 2:00 – 4:00 p.m. ET  
Chicago, May 1, 12:00 – 2:00 p.m. CT**

### What You Will Learn

Who the client is — organizations, not officers • When to report wrongdoing: internally (up the corporate ladder and to the Board) and externally (to regulators) • SEC professional responsibility rules for issuer's counsel • Conflicts waivers • Internal investigations • SEC and CFTC whistleblower provisions: policy and ethical considerations

**Earn two full hours of Ethics credit!**

### Faculty

**Michael S. Sackheim**, Sidley Austin LLP, New York City  
**Howard Schneider**, Managing Director, Navigant Economics, New York City  
**New York City, #42090 • Atlanta Groupcast Location, #44388 • Chicago, #43453**  
Program Fee: \$395;  
Course Handbook: #42085, \$199 (New York City); #43410, \$199 (Chicago)

## The Ethics Game Show: Matrimonial and Family Law Edition 2013<sup>†</sup>

**New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup>  
March 28, 2:30 – 4:30 p.m. ET**

The field of matrimonial law is fraught with ethical pitfalls, and understanding potential dangers is essential to practicing effectively. Matrimonial attorneys must deal with a wide range of highly sensitive and personal matters, and must be particularly mindful of ethical obligations to clients, courts and third parties. This is undoubtedly why matrimonial cases have provided some of the most memorable ethics teaching moments.

Join us to match wits with our all-star panel as you play the **Ethics Game Show: Matrimonial Edition**. Chair Jeremy R. Feinberg and our expert faculty will review hypotheticals culled from some of the most outlandish matrimonial cases recently reported. What did those attorneys do? What would you do? What do the experts say you should do? Test your knowledge of the pertinent ethical rules as you match wits with our expert faculty, and contestants.

Hear about: Confidentiality • Candor to the Court • Inadvertent disclosure • Third-party communications

**Earn two full hours of Ethics credit!**

### Chair

**Jeremy R. Feinberg**, Statewide Special Counsel for Ethics, New York State Office of Court Administration, New York City  
**New York City, #42059** — Program Fee: \$395; Course Handbook: #42085, \$199

## Staying Out of Trouble: What Every Attorney Must Know About Ethics 2013

**Chicago, May 1, 3:00 – 5:00 CT**

### What You Will Learn

How to improve the professionalism of your office and avoid ethical problems • Important recent developments and decisions and their importance to your practice • Emerging malpractice risks

**Earn two full hours of Ethics credit!**

**Program Attorney for all programs in this column: Grace O'Hanlon**

**Chicago, #43409** — Program Fee: \$395; Course Handbook: #43410, \$199

## Ethics for Litigators 2013<sup>†</sup>

**Chicago, May 1, 9:00 – 11:00 a.m. CT**

At this two-hour program, a panel of litigators and ethics experts will review and offer practical solutions to important ethics issues arising in these contexts:

- The ethics of witness preparation • Litigation and the use of social media
- Ethical issues regarding joint defense agreements • Access to client files

### Who Should Attend

All litigators, whether practicing in private practice, in-house in corporate law departments, or in nonprofit/legal services organizations will learn about important developments in ethics and professional responsibility, and earn two hours of Ethics credits for MCLE.

### Chair

**Terri L. Mascherin**, Jenner & Block LLP, Chicago

**Program Attorney: Janet L. Siegel**

**Chicago, #42826**  
Program Fee: \$395  
Course Handbook: #43410, \$199

## Ethics for Commercial Litigators 2013<sup>†</sup>

**New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Location,<sup>2</sup> June 26, 9:00 – 11:00 a.m. ET**

### What You Will Learn

New developments in confidentiality, the attorney-client privilege, and the attorney work-product doctrine (including disclosure obligations to third parties, the status of government pressure to waive, congressional legislation, selective waiver and inadvertent waiver)

- Lawyer's exposure to civil liability • Whistleblower remedies for lawyers
- Recent developments impacting the "no-contact" rules and lawyer "dissemblance" • Recent cases involving conflicts of interest • Current issues relating to multiple representation • Dangers to lawyers arising out of parallel investigations • Dangers to lawyers in the heightened regulatory environment
- Current issues in electronic discovery

**Earn two full hours of Ethics credit!**

### Chair

**C. Evan Stewart**, Zuckerman Spaeder LLP, New York City

**Program Attorney: Janet L. Siegel**

**New York City, #42803 • Atlanta Groupcast Location, #44309** — Program Fee: \$395  
Privileged Member Fee for all programs on this page: \$0\*  
Course Handbook: #42804, \$199

*"Simple and easy to understand. These speakers kept my interest."*  
— Lori Miller, Sears Holding Corporation

### PLI's Guarantee

It's simple. If you're not completely satisfied with the return on your investment from any PLI program, your money will be refunded in full.

## Basic Negotiation Skills 2013

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> January 14

**New Program!**

### Why You Should Attend

Negotiation is part of any lawyer's everyday life. You negotiate with colleagues, clients, and staff about an array of issues, ranging from simple project deadlines to complex contractual language. This program is designed to help you gain confidence in every negotiation you conduct.

### What You Will Learn

How to follow the six steps of a successful negotiation • Organizing a strategy before, during and after a negotiation • Creating and using currencies during a negotiation • Bargaining and offering concessions effectively • Preparing tactics and avoiding ploys during a negotiation

### Who Should Attend

This program will prove helpful for new attorneys, or those transitioning to a negotiation-heavy practice.

### Chair

**Doug MacKay**, Director, Exec | Comm LLC, San Francisco

**Program Attorney: Christina Thompson**

San Francisco, #42868 — Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #42873, \$199

## Diversity & Inclusion in Law Practice 2013<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> February 21, 1:45 – 5:15 p.m. ET

### What You Will Learn

The legal landscape: recent legal developments that impact diversity, including discussion of *Fisher v. Texas*, LGBT concerns and immigration issues • Inclusion strategies update: practical, effective approaches to creating a diverse organization; What's new in recruitment, retention and advancement programs • A real-world look at diversity in the current legal environment: what is the real status of diversity initiatives today? What do the actual metrics show? • The corporate perspective on diversity and inclusion: what are the expectations and requirements for outside counsel? How can in-house counsel promote diversity?

### Who Should Attend

All attorneys concerned about issues of inclusion in the workplace, including partners and associates, in-house counsel, diversity directors, and attorneys working in government or at nonprofit organizations.

### Co-Chairs

**Lorraine S. McGowen**, Partner and Chair of Diversity Initiatives, Orrick, Herrington & Sutcliffe LLP, New York City

**Anna L. Brown**, Special Attorney and Director of Diversity, Shearman & Sterling LLP, New York City

**Program Attorney: Janet L. Siegel**

New York City, #42819 — Program Fee: \$0

Privileged Member Fee: \$0\*

Course Handbook: #42820, \$0

## California Family Law Basics: Pro Bono Representation in Low-Income Family Law Cases

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> February 4-5

### Why You Should Attend

Millions of Californians are unrepresented in Family Court matters. Low-income clients are in desperate need of your pro bono help. Attend this free PLI program and volunteer with your local legal services agency to represent low-income Family Law litigants.

### What You Will Learn

Introduction to Family Law • Property issues • Obtaining child and spousal support orders • Family Law motions and trial practice • Obtaining final judgments: defaults, settlements, and contested orders

### Who Should Attend

Any California licensed attorney interested in providing pro bono assistance to low-income Family Law clients will benefit from attending this program.

### Co-Chairs

**Stephanie E. Bilinski**, Volunteer Legal Services Program, San Francisco

**Elizabeth Hom**, Volunteer Legal Services Corporation, Oakland, California

**Genevieve Richardson**, Bay Area Legal Aid, Oakland, California

**Program Attorney: Christina Thompson**

San Francisco, #43055 — Program Fee: \$0; Course Handbook: #43056, \$0

## Residential Foreclosure Actions in New York State 2013

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> February 8, 1:45 – 5:00 p.m. ET

**New Program!**

### Why You Should Attend

Since 2008 and the onset of the economic downturn, New York State and the nation have experienced a sharp increase in the number of residential foreclosures. The New York State Unified Court System and the State Legislature responded with a series of measures establishing a foreclosure settlement conference framework and procedures for ensuring that documents in foreclosure cases are free of deficiencies. At this program, you will hear from distinguished experts about these and other developments in the area of residential foreclosure actions in New York State.

### What You Will Learn

The current court process in foreclosure actions • How mortgages are currently held and the issues that have arisen surrounding Trusts and PSAs • The economics of mortgage servicing from the servicers' perspective • Foreclosures from the borrower's perspective; issues dealing with banks and servicers • How the national mortgage settlement affects cases in New York

### Chair

**Hon. Judy Harris Kluger**, Chief of Policy and Planning, New York State Unified Court System, New York City

**Program Attorney: Janet L. Siegel**

New York City, #42924 — Program Fee: \$0; Course Handbook: #42925, \$0

Privileged Member Fee for all programs in this column: \$0\*

## Advising Nonprofit Organizations 2013<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),  
February 12, 9:00 a.m. – 12:30 p.m. ET

### Why You Should Attend

The business of running a nonprofit organization has become increasingly complex, as nonprofits are under heightened scrutiny to account for their management and fiduciary practices. The repercussions from the economic crisis and the need to cope with ongoing financial uncertainty have also brought into focus new legal standards for proper investment conduct, while the changing technological landscape forces nonprofits to confront new legal issues related to innovative fundraising strategies, strategic alliances, and international grant-making, among other issues. As the environment in which nonprofit organizations operate becomes increasingly intricate, and attention to proper corporate governance becomes ever more important, attorneys who advise nonprofits and their boards of directors or are contemplating board service themselves must be aware of both the legal norms governing their conduct and the public perceptions of charitable activities.

### What You Will Learn

- Important distinctions between categories of federal exemptions
- Tax compliance issues and related operational guidelines, including lobbying guidelines for nonprofits
- Rules governing charitable solicitations, and cause-related marketing
- Principles of good governance for all types of organizations
- Duties of directors and officers
- Federal tax rules relating to fiduciary conduct
- The impact of the Sarbanes-Oxley Act on nonprofit governance
- Tips for avoiding potential traps for the unwary hidden in the law

### Who Should Attend

This program is for attorneys interested in learning more about nonprofit law, as well as those who concentrate on such issues as a substantial part of their practice. The program is also valuable for in-house counsel at nonprofit organizations and attorneys who serve on boards of directors.

### Chair

**Pamela A. Mann**, Mann Legal Group, LLC, New York City

**Program Attorney: Janet L. Siegel**

New York City, #42792 — Program Fee: \$595; Course Handbook: #42793, \$95

## Representing the Pro Bono Client: Effective Written Advocacy

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),  
March 7, 9:00 a.m. – 12:30 p.m. PT

### Why You Should Attend

Learn effective writing techniques to assist pro bono clients. Get the tools to help your pro bono clients assert their legal rights and win their cases!

### What You Will Learn

Drafting effective briefs • Complaint basics • Concise and persuasive writing

### Co-Chairs

**Robert P. Capistrano**, Bay Area Legal Aid, San Francisco

**Jocelyn Larkin**, Impact Fund, Berkeley, California

**Program Attorney: Christina Thompson**

San Francisco, #43290 — Program Fee: \$0; Course Handbook: #43291, \$0  
Privileged Member Fee for all programs on this page: \$0\*

## California Eviction Defense: Protecting Low-Income Tenants

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), March 13

### Why You Should Attend

In the current economic climate, an increasing number of low-income Californians are facing eviction. Unfortunately, many tenants are evicted without the benefit of legal counsel to guide them through the process or the representation necessary to vigorously defend against unlawful actions. As a result, families face the very real possibility of homelessness. This training is designed to help mitigate the crisis by providing attorneys with a basic understanding of eviction defense and housing law, and an opportunity to connect with nonprofit legal service agencies able to facilitate pro bono representation of low income families facing this predicament.

### What You Will Learn

Eviction process overview and basics • Affirmative defenses in Unlawful Detainer actions • Eviction defense after foreclosure • Evictions and terminations in subsidized housing • Evictions in rent controlled jurisdictions and mobile home parks • Fee Waivers, Requests for Jury Trials and Appellate Division Writs

### Who Should Attend

Attorneys interested in or currently assisting pro bono clients with eviction matters through representation or in clinical settings, law firm pro bono coordinators, managers and partners, law clinic students and faculty, and public interest and nonprofit organization attorneys and staff will benefit from attending this program.

### Chair

**S. Lynn Martinez**, Managing Attorney/Senior Litigator, Western Center on  
Law and Poverty, Los Angeles

San Francisco, #43296 — Program Fee: \$0; Course Handbook: #43297, \$0

## Protecting Domestic Violence Survivors and Children in California: Pro Bono Representation in Low-Income Domestic Violence Cases

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), June 7

### Why You Should Attend

Attend this program so that you can receive the basic domestic violence law training you need to represent low-income Californians with critical matters who are unrepresented. Learn how to obtain restraining orders and safe custody and visitation orders for domestic violence survivors in need.

### What You Will Learn

Domestic Violence 101: definitions, cycle of violence, working with survivors  
• Domestic Violence Prevention Act Restraining Orders: procedures, forms and relief • California custody and visitation law in domestic violence cases: creating safe and enforceable child custody and visitation orders • Role of Family Court Services and preparing clients for mediation

### Who Should Attend

Law firm pro bono coordinators and partners, corporate law department pro bono managers, judges and law clerks, and public interest and nonprofit organization attorneys and staff will benefit from attending this program.

### Chair

**Genevieve Richardson**, Director of Pro Bono Activities, Bay Area Legal Aid,  
Oakland, California

**Program Attorney for both programs in this column: Christina Thompson**

San Francisco, #43341 — Program Fee: \$0; Course Handbook: #43342, \$0

Register/Order Online at [www.pli.edu/AFH3](http://www.pli.edu/AFH3)

## Basic Immigration Law 2013<sup>†</sup>

New York City, Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> and  
Groupcast Location,<sup>2</sup> March 14

### Why You Should Attend

This program will explain the basic concepts of U.S. immigration law and procedure, and reflect current developments and trends, including developments relating to the new prosecutorial discretion policies. The program will also explore how you can help your client who is in removal under the latest prosecutorial discretion policy, as well as entrepreneurs under the latest administrative initiatives. You will receive a Course Handbook with articles by leading practitioners, and sample documents and forms to assist you in your practice.

### What You Will Learn

- An overview of U.S. immigration law, including current developments and trends
- The difference between nonimmigrant (temporary) and immigrant (permanent/green card) visas
- Employment-related visas and work authorization
- Family-sponsored visas
- Asylum and immigration benefits for crime victims
- Removal proceedings against immigrants
- Judicial review of immigration cases
- Naturalization
- Protecting an employer from sanctions
- Newest developments regarding same-sex married partners
- Unique ethical issues in immigration practice

### Who Should Attend

This program will be extremely useful to attorneys who are new to immigration practice, as well as those who need a refresher on immigration law or are involved in immigration policy. It will also be useful for attorneys in other practice areas who need to become familiar with immigration law in order to work with immigration counsel or undertake representation on their own.

### Chair

**Cyrus D. Mehta**, Cyrus D. Mehta & Associates, PLLC, New York City

**Program Attorney: Janet L. Siegel**

New York City, #42773 • Atlanta Groupcast Location, #44308

Program Fee: \$595

Privileged Member Fee for all programs on this page: \$0\*

Course Handbook: #42774, \$95

*"These panelists were outstanding!"*

— Mark Neville, Smith Gambrell & Russell LLP

## California Immigration Law: Special Issues Relating to Domestic Violence & Housing

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup> May 14

**New Program: Save the Date!**

**Program Attorney: Christina Thompson**

San Francisco, #43327 — Program Fee: \$0; Course Handbook: #43328, \$0

## Federal Practice and Social Security Disability Appeals 2013<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup>  
March 19, 2:00 – 5:15 p.m. ET

### Why You Should Attend

Disabled children and adults need your help! Learn federal practice as you learn how to represent disabled children and adults who need your assistance following denials of their claims by the Social Security Administration. After denial of an initial disability claim, claimants frequently find a possible appeal to be confusing, difficult, and even overwhelming. Many claimants cannot afford legal representation and must navigate the appeals process on their own.

By attending this free PLI program, you will learn about social security disability claims, and how to represent disabled children and adults in their appeals from denials of their claims by the Social Security Administration. You will also learn about federal practice, within the context of social security disability, which will have broader application to anyone practicing in the federal courts. Regardless of your area of practice, this program is a perfect vehicle for attorneys interested in learning more about federal practice and social security disability and getting involved in pro bono opportunities with legal service organizations.

### What You Will Learn

At this three-hour program, you will learn the basics of Social Security law and practice, in the context of federal practice, including how to gather and analyze medical evidence, the examination of parties and witnesses, drafting effective pre-hearing memoranda, and oral argument. Topics to be covered will include: Overview of social security benefits and the Administrative Law Judge Hearing

- Agency and federal court review in social security cases
- Working as pro bono counsel: successful pro bono models used by law firms and in-house legal departments; how individual attorneys can get involved; how legal services supports volunteer attorneys

### Who Should Attend

All attorneys (whether practicing in a law firm, in-house, or in solo practice) interested in learning about social security disability, expanding their knowledge of federal practice, and assisting disabled children and adults in their appeals.

### Chair

**Marie Richardson**, The Legal Aid Society, Civil Division, New York City

**Program Attorney: Janet L. Siegel**

New York City, #42821 — Program Fee: \$0; Course Handbook: #42822, \$0

## Social Media for Non-Profit and Public Interest Organizations

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>1</sup>  
March 21, 9:00 a.m. – 12:30 p.m. PT

### Why You Should Attend

With the growing focus on social media in the legal profession, smart non-profits are cultivating a robust social media presence. Learn how to stay on the forefront of new technology to grow your donor and volunteer base and expand your organization's footprint.

### What You Will Learn

- The basics: LinkedIn, Facebook, Twitter
- Best practices of blogging
- Cutting-edge technologies and what's to come

### Who Should Attend

Executive directors, development managers, volunteer coordinators, managing attorneys, and staff from non-profit and public interest organizations.

**Program Attorney: Christina Thompson**

San Francisco, #43045 — Program Fee: \$0; Course Handbook: #43050, \$0



## California Public Benefits

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> April 2

### Why You Should Attend

Many low-income clients have difficulty navigating the confusing and bureaucratic process for receiving public benefits. Without legal assistance and advocacy, large numbers of clients go without the help they are entitled to, which can often lead to unnecessary hunger and homelessness for California families. All attorneys who work with low-income people should learn the basics of public benefits law, and this course will teach the tools you need to assist clients with their public benefits legal issues.

### What You Will Learn

Overview of benefits programs: CalWorks, Food Stamps, General Assistance • Medi-Cal and health benefits issues • Youth law and benefits: Foster Care, KinGAP, Adoption Assistance, Special Education • Social Security benefits programs: SSI, SSDI, UIB, SDI • Administrative Hearings and Appeals • Ethical considerations

### Special Feature

- Earn Ethics credit!

### Who Should Attend

All attorneys assisting pro bono clients with benefits matters.

### Co-Chairs

**Genevieve Richardson**, Director of Pro Bono Activities, Bay Area Legal Aid, Oakland, California

**Steven Weiss**, Regional SSI Advocacy Coordinator, Bay Area Legal Aid, Oakland, California

**San Francisco**, #43302 — Program Fee: \$0; Course Handbook: #43303, \$0

## How to Find and Handle Your First Pro Bono Case

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup>  
May 29, 9:00 a.m. – 12:30 p.m. PT

### New Program!

### Why You Should Attend

Gain skills in how to find, manage and resolve your first pro bono case successfully, to ensure both professional development and a sense that you have made a difference.

### What You Will Learn

Where to find your first pro bono case • Basics of taking charge and managing a pro bono case • How to find professional development and training opportunities • When to ask for help • How to handle problems

### Who Should Attend

Attorneys in their first five years of practice who are new to pro bono.

### Chair

**Tiela Chalmers**, Tiela Chalmers Consulting, San Francisco

**Program Attorney for both programs in this column: Christina Thompson**

**San Francisco**, #43335 — Program Fee: \$0; Course Handbook: #43336, \$0

## 13th Annual School Law Institute<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> April 16

### Why You Should Attend

To effectively represent parents, students, and school districts, practitioners must continue to develop and expand their understanding of the most recent developments in case law and keep abreast not only of legislative and regulatory changes, but even technological changes as they affect schools and governing laws.

### What You Will Learn

Bullying of children with disabilities • Issues impacting Lesbian, Gay, Bisexual and Transgender Youth in our nation's schools • The most recent Individuals with Disabilities Education Act (IDEA) and Section 504 decisions and significant issues impacting special education practice • Student privacy rights • Ethical challenges facing school law attorneys

### Who Should Attend

This program is for attorneys specializing in school law representing parents, school districts and/or private schools. The program is also valuable for agency and school district administrators, as well as parents, who are interested in learning about new developments in school law.

### Chair

**Deusdedi Merced**, Deusdedi Merced, P.C., New York City

**New York City**, #42783 — Program Fee: \$595; Course Handbook: #42784, \$95

## 25th Annual Elder Law Institute<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),<sup>†</sup> April 17

### Why You Should Attend

This program presents current legal topics that are of importance to your older clients, and all your younger clients with aging parents.

Many of the subjects covered this year focus on planning for incapacity, paying for health care and maintaining the legal autonomy and dignity of your aging clients.

### What You Will Learn

New developments in the elder law field, including a review of new legislation • The Health Care Reform Act and how it impacts on elder law • Basic introduction to the nuts and bolts of Medicaid eligibility • Major changes in the delivery of Medicaid home care services under the newly expanded Medicaid Managed Long-Term Care (MLTC) program • Ethics in elder law

### Who Should Attend

The **25th Annual Elder Law Institute** is geared to general practitioners and elder law attorneys who are just starting out, or experienced elder law attorneys who would like to review the subjects covered.

### Co-Chairs

**Jeffrey G. Abrandt**, Goldfarb Abrandt Salzman & Kutzin LLP, New York City

**Douglas J. Chu**, Hynes & Chu LLP, New York City

**Program Attorney for both programs in this column: Janet L. Siegel**

**New York City**, #42790 — Program Fee: \$495; Course Handbook: #42791, \$95

*Privileged Member Fee for all programs on this page: \$0\**

## Section 1983 Civil Rights Litigation

San Francisco and Live Webcast, [www.pli.edu](http://www.pli.edu), April 24

### New Program!

### Why You Should Attend

Taught by distinguished experts in the field, this program will cover the latest updates on Section 1983 litigation, including recent Supreme Court decisions and Federal Court cases affecting this practice. The program will provide an in-depth analysis of litigation strategies and techniques from seasoned federal practitioners, legal scholars, and federal court judges.

### What You Will Learn

- Substantive Section 1983 overview
- Review of recent Supreme Court decisions and preview of upcoming term
- Review of important Federal Court decisions
- Litigation strategies and techniques
- Attorney's fees issues

### Who Should Attend

Current Section 1983 practitioners looking to hone their skills and stay abreast of legal developments will benefit from attending this program, as will attorneys new to this area looking to expand their practice.

### Chair

**Erwin Chemerinsky**, Founding Dean, University of California at Irvine School of Law, Irvine, California

**Program Attorney: Christina Thompson**

**San Francisco, #43308**

Program Fee: \$995

Privileged Member Fee: \$0\*

Course Handbook: #43309, \$199

## Presentation Skills for Attorneys 2013<sup>†</sup>

New York City and Live Webcast, [www.pli.edu](http://www.pli.edu),  
January 11, 9:00 – 11:10 a.m. ET

### Why You Should Attend

The ability to speak clearly and confidently is important for all lawyers, whether speaking with partners, making a pitch to clients, or addressing a courtroom. At this two-hour program, you will learn techniques that will immediately improve your speaking skills.

### You Will Learn How To

- Master effective physical delivery skills (eye contact, body language, voice, gesturing)
- Project confidence and control the anxiety associated with public speaking
- Effectively use notes to assist you in your presentation
- Organize your presentation to better communicate with your audience
- Handle difficult questions with confidence and ease

Following each topic, attendees will practice and reinforce their new presentation skills with their colleagues in the audience.

### Who Should Attend

All attorneys interested in improving their presentation and communication skills.

### Instructor

Exec/Comm LLC, New York City

**Program Attorney: Janet L. Siegel**

**New York City, #43531**

Program Fee: \$395

Privileged Member Fee: \$0\*

(There is no Course Handbook for this program. Course materials will be provided.)

# General Information

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2. Don't forget to make sure your name and address are on the Registration/Order Form before mailing or faxing.
3. After you register, you will receive a Confirmation Notice prior to the program(s). It contains all of the information you will need regarding exact meeting location, time and hotel accommodations.
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