

THURSDAY, NOVEMBER 10, 2016

- 7:00- 8:00 **REGISTRATION & DISTRIBUTION OF MATERIALS**
- 8:00- 9:00 **What Trial Lawyers Can Learn From Walt Disney**
Kathleen Nastri, Stamford, CT
- 9:00-10:00 **Psychology & Rhetoric in Courtroom Persuasion — Part I**
Russ Herman, New Orleans, LA
- 10:00-10:15 **BREAK**
- 10:15-11:15 **Psychology & Rhetoric in Courtroom Persuasion — Part II**
Russ Herman, New Orleans, LA
- 11:15-12:00 **Confronting Implicit Bias in Our Justice System**
Chief Justice Mark S. Cady, Iowa Supreme Court
- 12:00- 1:30 **IAJ AWARDS LUNCHEON**
Sponsored by Physician Life Care Planning
- 1:30- 2:30 **How to Become the Ethical & Influential Leader of Your Jury**
Mel Orchard, Jackson, WY
- 2:30- 3:00 **How Not to Lose Your Case on Cross**
Roxanne Conlin, Des Moines
- 3:00- 3:30 **Case Law Update**
George Davison, Des Moines
- 3:30- 3:45 **BREAK**
- 3:45- 4:15 **Let the Case Speak for Itself: Using Video in Mediation and Settlement**
Tom Duff, West Des Moines
Ken Winber, Affirmed Legal Media, Des Moines
- 4:15- 5:00 **Adult Child Consortium Claims**
Brian Galligan, Des Moines
- 5:00- 6:00 **ETHICS: Cyber Liability & Protecting Client Information in Your Law Firm**
Todd Scott, Minneapolis, MN
Minnesota Lawyers Mutual Insurance
- 6:00- 7:30 **IAJ MEMBERSHIP RECEPTION (Complimentary to All Registrants)**
Sponsored by Minnesota Lawyers Mutual Insurance
An IAJ Member Service Partner
Sponsored by Hupy & Abraham, S.C.

FRIDAY, NOVEMBER 11, 2016

- 8:00- 8:45 **.08 Ain't All That Great**
Matthew Lindholm, West Des Moines
Robert Rehkemper, West Des Moines
- 8:45- 9:45 **Lessons Learned During 102 Years of Trial-Lawying**
Kim Baer, Des Moines
Steve Crowley, Burlington
Tim Semelroth, Cedar Rapids
Janece Valentine, Fort Dodge
- 9:45-10:30 **Traumatic Brain Injury & Quality of Life Damages**
Courtney Rowley, Decorah
- 10:30-10:45 **BREAK**
- 10:45-12:15 **Trial by Human**
Nick Rowley, Decorah
- 12:15- 1:45 **IAJ OFFICER INSTALLATION LUNCHEON**
Sponsored by Vriezelaar, Tigges, Edgington, Bottaro, Boden & Ross, LLP

- 1:45- 2:45 **Cross-Examining Defense Neurologists**
Ken Goldblatt, Peekskill, NY
- 2:45- 3:45 **The Domino Theory: Proving Proximate Cause at Trial**
Ed Capozzi, Roseland, NJ
- 3:45- 4:00 **BREAK**
- 4:00- 5:00 **ETHICS: Conflicts and Client Confidentiality**
Emily Hughes, Iowa City

JUSTICE IN DEED

IAJ's Justice In Deed Partner for this year's Annual Convention is the Des Moines Area Religious Council (DMARC) food pantry program. DMARC is an interfaith organization with a core membership of over 130 congregations from four faith traditions: Christian, Jewish, Muslim and Unitarian. Founded in 1952, DMARC works to meet basic human needs with important programs to feed, assist and nurture those in need in the Des Moines community.



DMARC manages a food pantry network consisting of 11 separate partnering food pantry sites, a centralized food warehouse, and numerous community supporters. The DMARC food pantry network is health-based and is the largest food pantry network in Iowa. Food pantry sites are located in Des Moines, Ankeny, Johnston, Urbandale and West Des Moines. In 2015 the DMARC food pantry network assisted over 19,000 families, 42,000 individuals and distributed over 1.9 million food items.

DMARC representatives will be on hand during our convention to receive your donations of nonperishable food and/or personal care items. Cash donations are welcome, too. All contributions to DMARC are fully tax deductible as charitable contributions to the maximum extent allowed by law. Please give generously!

REGISTRATION INFORMATION

CLE Hours: 15 CLE hours including 2 Ethics hours and 6 Federal hours

Location: Des Moines Marriott Downtown, 700 Grand Avenue, Des Moines, IA 50309.

Registration: Early Bird registration is available through October 25. Those who have paid 2016 IAJ dues, or who join IAJ before or at the convention, are eligible for the member rate. Please use a separate registration form for each registrant. If you prefer to register online, please go to www.IowaJustice.org/2016AC

Refund Policy: Cancellations will be accepted through November 2, subject to a \$50 administrative fee. Requests for cancellations cannot be honored after November 2, but materials will be mailed or a substitute may attend. Nonmembers substituting for a member must pay the difference in price at the door.

Luncheon Programs: Your seminar registration entitles you to attend both luncheon programs at no additional charge. IAJ's annual awards program will take place during Thursday's luncheon. The IAJ officer installation program will take place during Friday's luncheon.

Hotel Information: Guest rooms are set aside at the Marriott through October 25, at the rate of \$133.00. To make a room reservation, please call the hotel directly (515-245-5500). To receive the discounted room rate you must indicate that you are attending the IAJ Convention.

Seminar Materials: All seminar materials will be accessible online immediately prior to and during the convention—in an interactive and searchable format—at no charge to registrants. Registrants may also purchase a standard seminar book, but it should be ordered upon registration to ensure availability (see the SEMINAR MATERIALS section on the registration form).

Register online at: www.IowaJustice.org/2016AC

RESERVE YOUR SPOT NOW!

or complete the following form and return it along with your payment to:
Iowa Association for Justice
505 Fifth Avenue, Suite 630
Des Moines, IA 50309

MEMBERSHIP AND/OR REGISTRATION INFORMATION

Name _____
Firm Name _____
Address _____
City, State, Zip _____
Phone & Fax _____
Email _____
Office County _____ ISBA or AT# _____
Year FIRST Admitted to Practice _____ Birthdate _____

2016 ANNUAL CONVENTION Registration Fee Information	Early Bird*	Regular
IAJ Member admitted to practice before 2014	<input type="checkbox"/> \$325	\$350 <input type="checkbox"/>
IAJ Member admitted in 2014-2015-2016	<input type="checkbox"/> \$225	\$250 <input type="checkbox"/>
IAJ Law Student Member	<input type="checkbox"/> \$125	\$150 <input type="checkbox"/>
Nonlawyer Staff of IAJ Member	<input type="checkbox"/> \$225	\$250 <input type="checkbox"/>
Nonmember or Other Nonlawyers	<input type="checkbox"/> \$425	\$450 <input type="checkbox"/>
Judges	<input type="checkbox"/> \$ -0-	\$ -0- <input type="checkbox"/>

SEMINAR MATERIALS FREE ONLINE (laptop, tablet or smartphone)
 Book (\$40) Check box to order a hard copy of the materials

Select Your Lunches

Regular Lunches
 Vegetarian Lunches
 Special Dietary Needs
 NO Lunches

*Early Bird registrations must be entered online (www.IowaJustice.org/2016AC) or postmarked by October 25, 2016.

Extra Lunch Thursday
____ x \$20 = \$____

Extra Lunch Friday
____ x \$20 = \$____

2017 MEMBERSHIP DUES

Sustaining Membership	\$400 <input type="checkbox"/>
Attorneys admitted to practice before 2008	\$360 <input type="checkbox"/>
Attorneys admitted to practice in 2008-2011	\$330 <input type="checkbox"/>
Attorneys admitted to practice in 2012-2013	\$230 <input type="checkbox"/>
Attorneys admitted to practice in 2014	\$150 <input type="checkbox"/>
Attorneys admitted to practice in 2015	\$ 70 <input type="checkbox"/>
Attorneys admitted to practice in 2016	FREE <input type="checkbox"/>
Law Students	FREE <input type="checkbox"/>
Workers' Compensation Section	\$ 50 <input type="checkbox"/>
Criminal Law Section	\$ 50 <input type="checkbox"/>

TOTAL PAYMENT BY CHECK: \$_____ or Credit Card Below

Pay by Credit Card: MasterCard Visa Discover American Express

Name on Card: _____

Billing Address: _____

TOTAL CHARGES: \$_____ **Card #** _____

Exp. Date & CVS Code (on back): _____/_____/_____

Iowa Association for Justice 43rd Annual Convention November 10 & 11, 2016

Join hundreds of your fellow Iowa trial attorneys to sharpen your skills and refresh your spirit at IAJ's Annual Convention, the capstone of IAJ's College of Advocacy Seminar Series. Get 15 hours of Iowa CLE credit (including 2 hours of Ethics and 6 hours of Federal CLE credit) in two inspiration-filled days. Featured presenters at this year's convention are listed below in order of their appearance.



Kathleen Nastri is a Connecticut attorney who handles complex medical malpractice and personal injury litigation. She has obtained numerous multi-million dollar verdicts and settlements, including the largest medical malpractice verdict in Connecticut history, for a Norwalk (CT) family whose son suffered birth injuries that resulted in cerebral palsy. Ms. Nastri is the American Association for Justice president-elect. She served as president of the Connecticut Trial Lawyers' Association (CTLA) in 2003-04, and currently serves as co-chair of the CTLA CLE Committee. She is also editor of the "Verdicts and Settlements" column of *CTLA Forum Magazine*. Ms. Nastri joins us Thursday morning to talk about "What Trial Lawyers Can Learn From Walt Disney."

Russ M. Herman is a Senior Partner at Herman, Herman & Katz, L.L.C., in New Orleans, LA, where he practices in the areas of personal injury, brain injury, burn injury, car accidents, dangerous products, electrocutions, industrial accidents, offshore maritime, contamination, wrongful death, 18-wheeler trucking, class actions, commercial litigation, HMO managed care litigation, railroad crossing and derailment litigation, professional liability, construction litigation, tobacco litigation, antitrust, civil RICO, ERISA litigation, bankruptcy and appellate practice. (WHEW!) Mr. Herman served as president of the Louisiana Trial Lawyers Association (1980-81) and as president of the Association of Trial Lawyers of America (1989-90). In July of 2001, he was selected for the Leonard M. Ring Champion of Justice Award, which is ATLA/AAJ's highest award; he has also received the ATLA/AAJ Lifetime Achievement Award (1999). Mr. Herman joins us Thursday morning to talk about "Psychology & Rhetoric in Courtroom Persuasion."



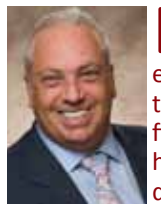
Mel C. Orchard, III, is a partner with the Spence Law Firm in Jackson, Wyoming, where he practices in the areas of personal injury, wrongful death, industrial and work accidents, oil/gas/mining accidents, trucking and auto accidents, products liability, medical malpractice, traumatic brain injury, civil rights and civil litigation. After attending Gerry Spence's Trial Lawyer College (TLC) in 2004 he joined the TLC staff and became a partner with the Spence firm. Mr. Orchard is a board member and past president of the Wyoming Trial Lawyer's Association and an AAJ Governor. He has tried multiple cases in Iowa (most recently a motor vehicle case against the Waterloo Police Department resulting in a \$13.67 million verdict for his client) and he was the featured presenter for IAJ's personal injury seminar in 2013. Mr. Orchard joins us Thursday afternoon to talk about "How to Become the Ethical & Influential Leader of Your Jury."



Kenneth B. Goldblatt is a New York attorney who represents individuals who have sustained traumatic brain and orthopedic injuries due to the negligence of others. He has successfully recovered millions of dollars for clients across the country while assisting them and their families in rebuilding their lives. Mr. Goldblatt is on the executive board of the Traumatic Brain Injury Litigation Group of the American Association for Justice. He is also on the New York State Trial Lawyers board of directors. He is an active member of the New York State Brain Injury Association, the National Brain Injury Association and the North American Brain Injury Society. Mr. Goldblatt joins us Friday afternoon to talk about "Cross-Examining Defense Neuropsychologists."



Edward P. Capozzi is a New Jersey personal injury attorney who specializes in trucking, auto, products and premises liability matters, including elevator accidents. After a long career as a musician and performer, he left the stage and entered the courtroom where he has become known for his fierce cross examinations of medical witnesses and artistic presentations of his cases. He has had at least one, and as many as three, of the top 20 verdicts and settlements in the State of New Jersey for five consecutive years. Mr. Capozzi is a Board of Governors and Executive Committee member of NJAJ (New Jersey Association for Justice). He is co-chair of the NJAJ Automobile Litigation Committee. In his spare time he paints, reads, writes and plays guitar. Mr. Capozzi joins us Friday afternoon to talk about "The Domino Theory: Proving Proximate Cause At Trial."



IAJ'S 43rd ANNUAL CONVENTION

NOVEMBER 10 & 11, 2016
Des Moines Marriott Downtown



IOWA ASSOCIATION FOR
JUSTICE
505 Fifth Avenue, Suite 630
Des Moines, IA 50309

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DES MOINES, IA



Dear Friend of IAJ,

As trial lawyers, we experience many highs and lows throughout our career. The highs can feel like standing at the peak of the highest mountain and the lows like being swept to the bottom by an avalanche. Whether you practice personal injury, workers' compensation, criminal defense, employment or family law (or some combination thereof), you, your clients, your staff and your family have no doubt experienced the highs and the lows, and everything in between.

Each of us has our own unique perspective and approach, every client is different, and every case poses its own unique riddles and challenges, but the climb we all endeavor to take with each case is common to us all. Throughout this past year, we've heard about many IAJ members and their clients reaching the summit and prevailing at trial where courageous juries have spoken truth to insurance companies and over-zealous prosecutors. We've also heard about members who bravely set out for the summit only to come up short.

Throughout the years, one constant resource for us all has been IAJ's Annual Convention. Every November, we come together to learn from each other, sharing our triumphs and defeats and drawing wisdom from our experiences on the climb — what's worked, what hasn't, how to do it better the next time. Over time, the climb gets easier and the summit more reachable for us all. This year, IAJ's 43rd Annual Convention in Des Moines will take us to new heights.

IAJ also continues to move mountains and fight everyday to protect and preserve our system of justice in Iowa and to keep open the pathways to the summit for you and your clients.

- In the legislature, IAJ's lobbying team, always outgunned by those that oppose us, beats back an onslaught of bills that would eliminate or severely limit the rights of injured Iowans or those who stand accused.
- IAJ's College of Advocacy Seminar Series gives Iowa trial lawyers the very best tools, knowledge and training that gives us the edge in fighting for justice for our clients.
- IAJ maintains a good relationship and open dialogue with the Iowa Supreme Court that has resulted in having a seat at the table when crafting the rules for expedited civil actions and other changes to the rules of civil and criminal procedure that impact our members and clients.
- IAJ's Justice for All PAC works tirelessly to keep and extend a slim pro-justice majority in the legislature, supporting candidates who will work to defend our clients' rights and extend the reach of justice for all.
- IAJ also stands tall on the front lines of the fight to defend Iowa judges from political attacks and to keep our judiciary independent and fair for all Iowans.

It goes without saying that IAJ's successes reflect the dedicated support and loyalty of our members and staff that have kept us a strong and vital player while we fight for justice in Iowa. If you're not a member, please join us. IAJ can help you and your clients reach new heights.

I'm looking forward to seeing you at IAJ's 43rd Annual Convention. Let's climb higher together!

Sincerely,

Brian Galligan
43rd President of IAJ