

# Applied Professionalism for Young Lawyers

Chairs: Fred Schultz & Kelley Johnson

March 20, 2019

8:15 a.m. - 8:45 a.m.

**Registration**

8:45 a.m. - 9:00 a.m.

**Overview of Topics**

Program Chairs: Fred Schultz & Kelley Johnson

9:00 a.m. - 10:00 a.m.

**Working with the Courts**

Judge Doris Pryor, Magistrate of Southern District of Indiana

- What judges like and dislike
- Your reputation with counsel, Courts and the public

10:00 a.m. - 10:45 a.m.

**Civil, Professional and Zealous**

Kelly J. Pitcher, Pitcher Thompson, P.C.

- Dealing with opposing Counsel
- How to respectfully resolve disputes
- Don't let poor or bad behavior cost you and your client time and money

10:45 a.m. - 11:00 a.m.

**Break**

11:00 a.m. - 12:00 p.m.

**Trust Accounts/IOLTA Accounts & Fiduciary Duties**

Judge G. Michael Witte (ret.), Indiana Supreme Court Disciplinary Commission

12:00 p.m. - 1:00p.m.

**Lunch** (on your own)

1:00 p.m. - 1:45 p.m.

**E-Filing**

Polly Beeson, Marion County Court Administration

1:45 p.m. - 2:45 p.m.

**The Court System**

Kelley Johnson, Wagner Reese, LLP

Judge Oakes, Marion Superior Court

- The Courthouse & Court Staff
  - Filing pleadings
  - What the cause number tells you
  - What to include in all pleadings
  - The Local Rules and their importance
  - Case Management Orders
  - Trial Rule 65(b) Affidavits
- Dealing with opposing counsel, judges and juries

2:45 p.m. - 3:30 p.m.

**Problem Solving Not Problem Creating**

Judge Robert Altice, Jr., Indiana Court of Appeals

3:30 p.m. - 3:45 p.m.

**Break**

3:45 p.m. - 4:30 p.m.

**Attorney-Client Relationships**

Betsy Greene, Greene & Schultz

- Client contact & communication
- Case and time management skills (How to move the work through your office)
- What clients value vs. what attorneys view as important
- The level of intensity with which lawyers practice
- Organizations and Building a referral network
- How to manage your law practice and balance it with your personal life

4:30 p.m.- 4:45 p.m.

**Awareness and Treatment of Impairments Through the Indiana Judges and Lawyers Assistance Program**

Loretta Olesky, Indiana Judges and Lawyers Assistance Program

4:45pm

**Adjourn**

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