

#NALPANNUAL

# ANNUAL EDUCATION CONFERENCE

— April 18 – 22, 2017 —

SAN FRANCISCO, CA



*We advance law careers*

# — DEAR — COLLEAGUES

The NALP Annual Education Conference Planning Committee is delighted to invite you to join us in San Francisco for the highlight of our professional year! The 2017 conference will offer inspirational and innovative programming plus exciting networking opportunities. Whether you are looking to revitalize your daily routine or to take your career to the next level, there is much in store for our members in SF (please don't call it Frisco). Highlights of the 2017 conference include:

## Over 100 Concurrent Sessions.

Our colleagues and professional consultants will share their knowledge on a wide range of timely and significant topics. There are sessions for attendees at all stages of their careers, from newcomers to veterans and everyone in between. New to our conference in 2017 - NALP will host our own version of TED Talks called NALPnext. We are excited to have NALP members present short engaging talks on ideas worth sharing about the future of careers and the legal profession.

## Motivating Plenaries.

Dr. Christine Carter, a happiness expert, will inspire us to achieve more by doing less. Combining scientific research and practical application, Dr. Carter offers a way to thrive and live life from our "sweet spot" a place of power and ease. Guillermo Mayer, President and CEO of Public Advocates will challenge us to take a critical look at diversity within our organizations. Mr. Mayer will share his personal story as a Latino immigrant who now leads a national nonprofit legal organization that protects the rights of others. On Friday, we will explore the intersection of law and technology and the unique role women play here in the Bay Area.

## Many Formal and Informal Networking Opportunities.

There will be no shortage of opportunities to engage with your colleagues throughout the conference. We've created a two hour window for you to enjoy lunch on your own in San Francisco. Whether its sushi, chowder in a sourdough bread bowl or a locally harvested, sustainable meal, there is no shortage of delicious options at your doorstep. Our conference hotel in Union Square provides attendees with access to shopping, street cars, museums and the historic waterfront featuring AT&T Park and the Ferry Building. Evening activities include Tuesday night's Open House and Welcome Reception and Resource Center Grand Opening, Wednesday's Regional Receptions and Member Celebration at the amazing California Academy of Sciences in Golden Gate Park, and Thursday's Diversity and Inclusion Reception.

Don't forget to have your new head shot taken in the Resource Center and plan time to reenergize with yoga or barre in the mornings. On behalf of the planning team, it has truly been our pleasure to serve the membership and we hope you'll join us in April in my adopted home — beautiful, friendly, and diverse San Francisco.

**Lisa Dickinson**

*2017 NALP Annual Education  
Conference Chair  
Kirkland & Ellis LLP*



Watch for the 2017 conference app coming soon to [www.nalp.org/SF2017](http://www.nalp.org/SF2017)

## NALP Open House and Resource Center Grand Opening!

Welcome to the NALP conference! Come to the Grand Opening of the Resource Center on Tuesday evening to meet vendors and participate in the NALP Open House. Learn about NALP sections, governance, and many other facets of our great organization and its affiliates. See how you can get involved, learn what NALP will be doing this year and beyond, and network with colleagues while enjoying light refreshments.

## Registrants Save on Recordings

NALP conference attendees can purchase a CD-ROM with MP3 files of over 70 hours of conference programming for just \$99 when registering online for the conference. Take this year's conference educational programming with you whenever and wherever you want! This is a savings of more than \$700 over what it would cost you to purchase each session individually.

The \$99 price is only available as a pre-conference option when registering online. The price for attendees will increase to \$149 on-site and \$199 after the conference. Prices for non-attendees will be \$495 (NALP members) and \$995 (non-members).

The \$99 price is contingent on full conference registration. Purchase of the full conference program includes audio files of every session that is recorded. Because presenters have a right to decline being recorded, no guarantee can be made that any particular session will be recorded. Historically, recordings have been available for 70% to 80% of the sessions.

## Mandatory CLE Credit

The NALP Annual Education Conference is accredited in several mandatory continuing legal education (MCLE) jurisdictions for varying numbers of credit hours. Please note that some jurisdictions do not accredit courses on law practice management. **There will be a \$100 fee for MCLE processing through NALP.** We will apply for credit in roughly 20 jurisdictions. For more information contact, [jrichards@nalp.org](mailto:jrichards@nalp.org).

# PROGRAM SCHEDULE

## Tuesday, April 18

### PRE-CONFERENCE WORKSHOP | Foundational Coaching Skills Series: Coaching 101 8:30 AM – 5:00 PM

Offered by the NALP Foundation and NALP, this session requires advanced registration and an additional \$225 registration fee. Lunch will be provided. Seating is limited.

Registration Open 2:00 PM – 8:00 PM

Newcomers' Orientation & Networking Session 5:00 PM – 6:00 PM

Open House & Welcome Reception with Resource Center Grand Opening 5:30 PM – 7:30 PM

## Wednesday, April 19

Yoga 6:00 AM – 7:00 AM

Drop-in Mindfulness Meditation 7:00 AM – 7:30 AM

Registration & Resource Center Open 7:00 AM – 5:00 PM

Continental Breakfast & Coffee Service 7:00 AM – 8:30 AM

ABA Update with Q&A 7:00 AM – 8:15 AM

### OPENING PLENARY | How to Achieve More by Doing Less 8:30 AM – 9:45 AM

Presenting the latest research on productivity and elite performance, Christine Carter, PhD, demonstrates a sweet paradox: by doing less we can actually accomplish more. Using surprising science and lively anecdotal evidence, Dr. Carter offers a practical game plan for mitigating stress by working with our brain's innate hardwiring to increase happiness, balance, and ultimately, success. She will discuss:

- What happens to our brain when we tip into overwhelm
- Why some digital habits make us less productive (even as they make us feel harder working)
- Easy-to-implement strategies to harness the power of your unconscious mind

This is a talk about how to expand the amount of time you have to get things done — and enjoy the life you've worked so hard to create.

*Christine Carter, Sociologist and Senior Fellow, University of California, Berkeley, Greater Good Science Center and Author of **The Sweet Spot: How to Find Your Groove at Home and Work***

Break 9:45 AM – 10:00 AM

Concurrent Sessions 10:00 AM – 11:15 AM

- A Tool Kit to Embed Inclusiveness in Law Schools
- Advising Public Service Grads from Pre-bar Passage to Life Transitions

- Big Ideas about Small Firm Hiring
- Developing Your Summer Associates into Star Associates
- From Down the Hall to On the Screen: Best Practices for Remote Work
- Imposter Syndrome: The Legal Profession's Silent Epidemic
- Legal Market Hot Topics: How the Legal Market Continues to Change in the Aftermath of the Great Recession ▶ **ADVANCED**
- Partnering with Your Alumni Department: Insights on How Recruiters Can Leverage Their Former Lawyers ▶ **ADVANCED**
- Priming the Pump: Producing Work Ready Graduates for Lawyer Size PD ▶ **ADVANCED**
- Train-the-Trainer: Developing an In-House Interview Skills Workshop
- Truth and Consequences: Helping Students and Lawyers Make Informed Career Decisions ▶ **ADVANCED**
- When Ross Got His First Job: Back to the Future of Legal Talent
- Whose Presentation is it Anyway? Owning the Room as a Presenter, Moderator, or Panelist
- Winning the War on Talent: Best Practices in Lateral Recruiting ▶ **ADVANCED**

Break 11:15 AM – 11:30 AM

Concurrent Sessions 11:30 AM – 12:45 PM

- A CSO Director and a Recruiting Manager Walk Into a Bar...Building Brands through Collaboration
- Effective Supervision: Bringing a Competency Model to Life
- Everything to Everyone: Bringing Focus to the Role of the Law School Diversity Professional-Part 2 ▶ **ADVANCED**
- Extreme Makeover: Evaluation Edition
- Hardwired – Your Brain at Work ▶ **ADVANCED**
- Invisible or Overlooked? Coaching Students and Lawyers with Invisible Disabilities
- Landing a Job with the Judge Advocate General's Corps
- Navigating to the Next Chapter: Strategies for In-House Placement of Law Firm Associates
- OSCAR Sneak Peek: A New Platform for a New Generation
- Recruiting and Retaining Millennial Lawyers of Color
- Shaping the Lawyer of Tomorrow ▶ **ADVANCED**
- The Art of Writing Successful Public Interest Fellowship Applications
- The Innovators: New Legal Service Models ▶ **ADVANCED**
- The Times They Are A-Changin': Counseling Tips for New JD and Non-JD Programs

City Group and Law School Consortia Leaders Luncheon 12:45 PM – 2:00 PM

Experienced Professionals Lunch 12:45 PM – 2:00 PM

Networking Lunch 12:45 PM – 2:00 PM

Public Service Luncheon 12:45 PM – 2:00 PM

Join NALP's Public Service Section for lunch with keynote speaker Julia R. Wilson, Chief Executive Officer of OneJustice, a statewide network of 100+ nonprofit legal organizations, law firms, law schools and businesses that together provide life-changing legal assistance to over 270,000 low-income Californians each year.

---

## Concurrent Sessions 2:15 PM – 3:30 PM

- Answering Difficult Questions In Public Interest Interviews
- Building Law Student Resilience: Practical Tools for Programming and Counseling
- Creating Time to Think - Better Conversations for You and Your Lawyers ▶ **ADVANCED**
- Filling the Gaps in Clerkship Recruiting
- From Cradle to Loyal Alum: The Rapidly Changing Face of Outplacement in the Legal Arena ▶ **ADVANCED**
- Hacking the Wildebeest: Developing The Innovative Lawyer
- #Recruiting: Reaching a Digital Generation 1 “Like” at a Time
- Situational Leadership - An Effective Tool for Leading and a Foundation for Mentoring ▶ **ADVANCED**
- Supporting First Generation Professionals
- Swimming Upstream (and All Around): How to Effectively Manage Breaking in a New Boss ▶ **ADVANCED**
- The Future of Compliance and Risk Management Career Opportunities
- The ‘Grow and Go’ Approach: Losing The Keepers ▶ **ADVANCED**
- The Myths and Realities of Entry-Level In-House Legal Hiring
- You Had Me At Hello: On-Ramping for Organizational Stickiness

---

## Break 3:30 PM – 3:45 PM

---

## Section Meetings 3:45 PM – 5:00 PM

## Regional Business Meetings & Receptions 5:00 PM – 6:30 PM

---

## Member Celebration at the California Academy of Science 7:00 PM – 10:00 PM

Based in Golden Gate Park, the California Academy of Sciences is a destination like no other and a must-see San Francisco museum — we will have the place all to ourselves! It’s the only place on Earth to house an aquarium, planetarium, and natural history museum, all under one living roof. A four-story living rainforest and awe-inspiring coral reef ecosystem showcase Earth’s biodiversity, while immersive planetarium shows offer a new perspective on the planet we call home. Our Member Celebration in this unique and engaging setting will include great food, entertainment, and networking opportunities with your peers. Shuttles will be provided.

## Thursday, April 20

---

## Yoga 6:00 AM – 7:00 AM

## Barre 6:00 AM – 7:00 AM

## Drop-in Mindfulness Meditation 7:00 AM – 7:30 AM

## Registration & Resource Center Open 7:30 AM – 4:30 PM

## Continental Breakfast & Coffee Service 7:30 AM – 9:00 AM

---

## Section Meetings 7:45 AM – 9:00 AM

---

## Break 9:00 AM – 9:15 AM

---

## Concurrent Sessions 9:15 AM – 10:30 AM

- ABA Audit Protocol: Improving the Quality of Your Graduate Data
- Blowing Up the Glass Ceiling: Innovative Ways to Increase Diversity
- Bottom Line: Are Your Lateral Partner Hires Profitable? ▶ **ADVANCED**
- Building and Maintaining Your Firm’s Recruiting Pipeline
- Can I Clone You? Ideas for Increasing the IP Pipeline and Counseling IP Students ▶ **ADVANCED**
- Capitalizing on Your Strengths Profile and Leading with Authenticity
- Counselor, Activist, Advocate – What is the Role of Career Services Offices During Campus Protests?
- Lead with Impact, One Coaching Conversation at a Time
- Social Media Update: Utilizing LinkedIn, Twitter (and even Facebook) to Grow Relationships and Generate Business
- Springing into Action: Using Action Learning to Develop and Train Firm Leaders ▶ **ADVANCED**
- Striking the Balance Between Handholding and Tough Love in Professional Development
- Tales (not tails!) from Veteran Cat Herders or Succeeding as Law Firm Administrators

---

## Break 10:30 AM – 10:45 AM

---

## Concurrent Sessions 10:45 AM – 12:00 PM

- Adapting Project Management Principles and Tech Tools to Talent Management
- Bringing the Best of Corporate HR to Law Firms (Yes Virginia, There is Innovation in Law Firms) ▶ **ADVANCED**
- Global JD Admissions and Law Firm Growth v. H1-B Visa Cap: Strategies for Hiring and Advising JD Students
- Improve Your Recruiting ROI by Improving the Candidate Experience
- Intrapreneurship: Implementing a Framework for Innovation in Your Organization
- It Takes a Village: Marshaling Your Resources to “Raise” Your 2Ls
- Law, Life and the Pursuit of Happiness: Prescriptions for Student and Lawyer Well-Being
- Recruiting Hot Topics
- Supporting Students Experiencing Bias Related Bad Behavior, Microaggressions, or Harassment ▶ **ADVANCED**
- The Path Best Traveled: Building Learning Paths and Comprehensive Curricula ▶ **ADVANCED**
- The Topic No One Wants to Discuss and Must: High-Functioning Substance Abusers at Work
- Through the Side Door: Entry into Government Service through JD Preferred Positions
- Track Your Efforts, Show Your Worth: Developing a Framework for Measuring D&I Initiatives ▶ **ADVANCED**

---

## Lunch On Your Own 12:00 PM – 2:00 PM

Get outside and explore San Francisco, network with colleagues, or just take a pause in the schedule to relax and have lunch on your own.

---

## Concurrent Sessions 2:15 PM – 3:15 PM

- 3L Hiring: Is Anyone Still Out There?
- Clearing the Air: Communicating to Resolve Conflict
- Feedback: Give as Good as You Get, and Get as Good as You Give

- Got Nothing Against a Big Town.....Recruiting Lateral Candidates to 'Biglaw' Offices in Smaller Markets
- It Takes the Right Sponsor: Diverse Lawyer Advancement from OCI to Building a Book
- Keep the Train on the Tracks: Identifying Bar Risks to Prevent Derailment ► **ADVANCED**
- More Than Just Events: How Alumni Can Add Value to Your Organization
- NALPnext: Innovations in Supporting and Advancing Legal Careers
- OCI Meets World: Strategies for Counseling and Recruitment of International JDs
- Orchestrate: Four Productivity Skills Every (Mid-Level) Manager Needs
- Promoting Careers in Prosecution to People of Color
- Teaching Students to Fish: Arguments for a Curricular Approach to Professional Development
- The Brand Called You: Personal and Professional Branding for Success
- Trans Inclusion: Next Steps for Your Organization

---

## Last Look & Prize Drawing in the Resource Center

3:15 PM – 4:00 PM

---

## DIVERSITY & INCLUSION PLENARY | Workplace Diversity: Making Real Changes in the Legal Industry

4:15 PM – 5:00 PM

Tired of having the same old dialogue about diversity? How do we move our organizations beyond superficial recognition that diversity is a positive thing and being diverse is important for our public image? How can our conversations go further than the business case for diversity? Guillermo Mayer, President and CEO of Public Advocates, will discuss his personal path to the law and navigating his way as a Latino immigrant to lead a national nonprofit legal organization. Mr. Mayer has led transformative discussions about identity, power, and privilege in his own organization and has inspired others to have similar challenging discussions in their own workplaces. This presentation will focus on how the legal profession can contribute to the larger societal movement for racial equality, empowerment and inclusion.

*Guillermo Mayer, President and CEO, Public Advocates*

---

## Diversity & Inclusion Reception

5:00 PM – 6:15 PM

---

## Dinner On Your Own

# Friday, April 21

## Yoga

6:00 AM – 7:00 AM

## Drop-in Mindfulness Meditation

7:00 AM – 7:30 AM

## Registration Open

7:30 AM – 3:30 PM

---

## Continental Breakfast & Coffee Service

7:30 AM – 9:00 AM

---

## PLENARY | Women Leading at the Intersection of Law and Technology

9:00 AM – 10:15 AM

Some of the most successful women lawyers today are working at the intersection of law and technology, and our conference location here in San Francisco is ground zero for that new frontier. This plenary session

will focus on the contributions women lawyers are making in Silicon Valley and the Bay area, and will explore the intersection of law and technology, and what the future is likely to hold for our law students and lawyers. How is technology likely to change the practice of law and business in the next decade? What skills do our newest lawyers need to navigate this new landscape? What does the next generation of women lawyers in particular need to do to ensure their place in the leadership ranks of leading law firms and corporations? Does the need for efficiencies and systems and lower costs lead to a scarcity of opportunities for new lawyers, or provide new opportunities? This session will provide a close look at legal careers on the cutting edge of the new economy.

---

## Break

10:15 AM – 10:30 AM

---

## Concurrent Sessions

10:30 AM – 11:45 AM

- Ahead of the Curve(ball): Coaching LGBT Lawyers and Students on Coping with Unconscious Bias
- Emotional Intelligence and its Relevance to Change
- Everything Old Is New Again: Innovative Training Ideas
- I Can't Find a Job: Advising Recent Graduates
- Inviting Conversations about Mental Health: Clinical Counseling Skills for the Legal Career Professional
- Judicial Clerkships for (Nearly) Everyone! Best Practices to Market State Court Clerkships
- Know Your Playing Field: Generating Home Runs with Client Service
- Life Hacks for Time-Crunched Professionals: We Tested the Trends and You Can, Too
- Making Lemonade Out of Lemons: How to Use Attrition Data to Influence Retention Strategies
- Mission Not Impossible: Navigating Federal Government Legal Hiring from Application to Clearance
- Tell Me About a Time....Practical Strategies for Using Behavioral Interviewing and Measuring ROI
- The Strategy, Metrics, and Methodology of Evidence-Based Lateral Partner Hiring ► **ADVANCED**

---

## Business Meeting & Lunch

12:00 PM – 1:30 PM

---

## Concurrent Sessions

1:45 PM – 3:00 PM

- Counseling the Silent Majority: Guiding Students with Accommodations Successfully Through Law School and Beyond
- Introverts in an Extrovert World: Approaches for Engaging Both E's and I's in Law School and Practice ► **ADVANCED**
- Laterals Come and Go. How Can You Make Them Stay – and Generate Revenue? ► **ADVANCED**
- Learn How a "Best Place to Work" Attracts, Retains, and Engages Their Talent ► **ADVANCED**
- Mining for Gold: How to Find Hidden Clerkship Opportunities in California
- Shine the Light: Transparent Programs and Initiatives for Information Hungry Associates
- Tame the Digital Chaos – Distraction, Time, Task and Email Management
- When We're Beside Ourselves: Using Personality Type to Manage Stress ► **ADVANCED**

---

## Dinner On Your Own

## Saturday, April 22

### Regional Resource Council Orientation

8:30 AM – 1:30 PM

### EXTENDED WORKSHOP | FOUNDATIONAL COACHING

#### SKILLS SERIES: COACHING 201

9:00 AM – 4:00 PM

Offered by the NALP Foundation and NALP, this session requires advanced registration and an additional \$225 registration fee. Continental breakfast and lunch will be provided. Seating is limited. Coaching 101 is a pre-requisite for this course. (Note: Coaching 101 will be offered Tuesday April 18, and was also offered at prior NALP conferences. Participants who have completed Coaching 101 are eligible to register for this program.)

### EXTENDED 3 HOUR SESSIONS WITH COFFEE SERVICE

STARTING AT 9:00 AM

9:30 AM – 12:30 PM

### Communications and Collaboration: Using MBTI's Step II to Maximize Your Sphere of Influence ▶ ADVANCED

*This session requires advanced registration and an additional \$60 registration fee.*

Do you ever feel like you speak a different language from your colleagues? Would you like to command more respect within your firm, school, or organization? Using the Myers-Briggs Type Indicator (MBTI®)'s sophisticated Step II tool, you'll learn how to shift people's perception of you, become a more valuable team member, and enhance your communication style to resonate more with your colleagues.

### Discover Your Strengths

*This session requires advanced registration and an additional \$25 registration fee.*

Discover your strengths by using the Strengthsfinder™ talent assessment. In this innovative workshop you will have a chance to learn more about yourself and get a deeper understanding of the results of your Strengthsfinder assessment. You will learn how to communicate these talents at work and home.

## REGISTRATION

### Do you want to know more about the conference?

Go to [www.nalp.org/SF2017](http://www.nalp.org/SF2017) to see the full conference brochure with complete session descriptions..

## How to Register

Event registration is available online at [www.nalp.org/SF2017](http://www.nalp.org/SF2017). The system allows you to review the full online conference brochure, register, and pay with a credit card or check. Once registered, a confirmation email will be sent to the email address specified in your registration.

## Conference Pricing

	EARLY BIRD (by March 20*)		REGULAR (after March 20)	
	Member	Non-Member	Member	Non-Member
<b>Full Conference **</b>				
Schools, Private Employers, Government	\$750	\$1475	\$825	\$1625
Non-Members Employed at Member Institutions ***	\$950		\$1020	
Affiliate Members	\$750		\$825	
Public Interest Employers	\$550	\$775	\$600	\$825
<b>One Day Registration **</b>				
Schools, Private Employers, Government	\$450	\$750	\$505	\$820
Affiliate Members	\$450		\$505	
Public Interest Employers	\$420	\$720	\$470	\$740

\* To qualify for the early bird rate, your registration and full payment (by check or credit card) must be received in the NALP office by Monday, March 20, 2017. Registration at the regular rate is welcomed thereafter and on-site at the conference. When registering online, please remember to print your receipt. NALP does not invoice for conference registration fees.

\*\* Full conference registration includes all events and meals described in the program. One-day registration includes events and meals ONLY for the one day that you are registered.

\*\*\* Non-members employed at member institutions applies to those attendees who are not themselves NALP members but are employed by a NALP member institution. You can join NALP as an individual associate member for \$175, entitling you to the member rate of \$750 (plus all NALP benefits) for a savings of \$25.

## Cancellation Policy

Your registration fee will be refunded per the schedule below, less a \$100 processing fee, if a request is received in writing by the refund dates listed:

- Full refund for cancellations received by March 20 (minus processing fee).
- 75% refund for cancellations received March 21 – 27 (minus processing fee).
- 50% refund for cancellations received March 28 – April 4 (minus processing fee).
- No refunds after April 4.

# LOCATION & LOGISTICS

## Hotel & Meeting Location

Hilton San Francisco Union Square:  
333 O'Farrell Street, San Francisco, CA 94102

## Hotel Reservation Procedure

The conference hotel is the Hilton San Francisco Union Square. The room rate is \$269 Single Occupancy and \$279 Double Occupancy plus 15.58% tax per night. After you complete your conference registration, a confirmation email will be sent to the email address specified in your registration. The email will be sent the same day you register. Attendees will make their hotel reservations directly through the hotel with a link provided in the confirmation email. Hotel reservation confirmations will be sent directly from the hotel. A deposit equal to one night's stay, paid directly to the hotel, is required to hold each guest's reservation. Such deposit shall serve to confirm the reservation for the dates indicated. All deposits will be charged at the time the reservation is made. The special hotel rates listed above will be available until NALP's room block fills up or until the deadline of Monday March 27 – whichever comes first.

## Hotel Cancellation

Hotel room cancellations must be made 72 hours prior to the arrival date or a charge equal to the first night's room and tax will be incurred.

## NALP Open Meeting Policy

NALP is committed to the free exchange of information and open meetings at its annual conference. Therefore, in addition to member participants, NALP opens registration to non-members, including program speakers, vendors, and members of the press. NALP will have members-only business and regional meetings and retains the right to determine whether specific section meetings will be closed to non-members.

No solicitations: This conference is specially designed to be an open forum for NALP conference attendees. Solicitation is strictly prohibited unless you are an official conference sponsor or vendor. If you are interested in being a conference sponsor or vendor, please contact Christopher Brown, NALP's Director of Meetings and Sponsorship, at [cbrown@nalp.org](mailto:cbrown@nalp.org) or 202-835-1001.

## Programming Notes

All programs and times are subject to change. Please check [www.nalp.org/SF2017](http://www.nalp.org/SF2017) for the most up-to-date conference schedule.

The majority of the conference programs will be audio recorded and may be distributed, including comments from both speakers and audience. Therefore all registrants acknowledge that comments or questions made during recorded programs may be recorded.

## About NALP

NALP is an association of over 2,500 legal career professionals who advise law students, lawyers, law offices, and law schools in North America and beyond. NALP believes in fairness, facts, and the power of a diverse community. We work every day to be the best career services, recruitment, and professional development organization in the world because we want the lawyers and law students we serve to have an ethical recruiting system, employment data they can trust, and expert advisers to guide and support them in every stage of their careers.

## Travel Discounts & Offers

Delta Air Lines and United Airlines are pleased to offer up to a 10% discount off eligible fares for NALP conference attendees. To take advantage of these discounts, follow one of these simple steps:

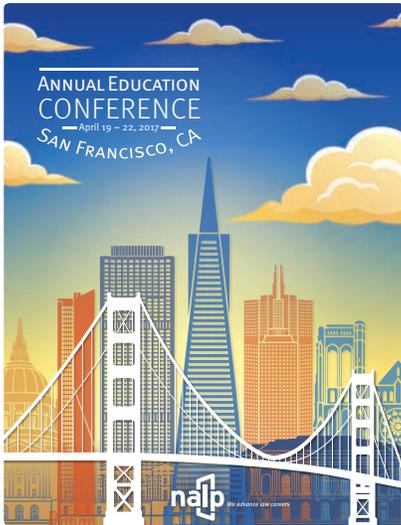
- Reservations and ticketing are available via [www.delta.com/meeting](http://www.delta.com/meeting). When booking online, select Book A Trip, click on Advanced Search and enter the meeting code (NMPD5) in the box provided on the Search Flights page.
- Call Delta Meeting Network® Reservations at 1-800-328-1111, Monday – Friday, 7:00 am – 7:00 pm (Central Time) and refer to File Meeting Code (NMPD5). (There is a direct ticketing fee for booking through this reservation number. Online booking is free.)
- Reservations and ticketing are available via [www.united.com](http://www.united.com). When booking your flight you must provide the Z Code: ZXV7 in the Tour Code Box.
- Call United Reservations Meetings Desk at 1-800-426-1112 and provide the Z Code: ZXV7 as well as the Agreement Code of 162705. (There is a direct ticketing fee for booking through this reservation number. Online booking is free)

These discounts will vary based on the booking class, availability, and departure location. A discount is valid only for travel between the dates of April 13 and April 25, 2017.

For your convenience, Professional Service Firm Travel, LLC (PSFT) will serve as the official event travel service for this conference. PSFT will research the most economical route, airline, and flight times to help get you the lowest possible fare. PSFT has special contract airfares that are available to attendees of this meeting. They also have car rental discounts available through many of the leading car rental companies.

- **Professional Service Firm Travel, LLC**  
475 Park Avenue South, 34th Floor  
New York, NY 10016  
**Phone:** 212-592-1370 or 1-888-773-8728  
**Fax:** 212-532-5776  
**Website:** [www.psftravel.com](http://www.psftravel.com)  
**Email:** [lmelendez@psftravel.com](mailto:lmelendez@psftravel.com) or [jduberry@psftravel.com](mailto:jduberry@psftravel.com)

PSFT reservation hours are Monday through Friday, 8:30 am – 6:00 pm Eastern time. Make your reservations by calling or emailing Jackie or Lissette (please identify yourself as attending a NALP conference). A \$35 transaction fee will be applied to all tickets purchased.



## WHY SHOULD YOU ATTEND THE 2017 NALP ANNUAL EDUCATION CONFERENCE?

- The NALP Annual Education Conference is the largest, most comprehensive and well-respected educational program in our profession. The programming offered covers all areas of our profession from recruiting and career counseling to professional development, diversity and inclusion, and more.
- Specific sessions will target the current challenges members face in a changing legal environment, including issues in lateral hiring, ABA protocol updates, presentation skills, OSCAR updates, coaching, managing summer programs, and much more.
- You will have opportunities to network with representatives of peer institutions during the Open House and Welcome Reception, Regional Receptions, the Diversity and Inclusion Reception, networking meals, targeted luncheons for public service and experienced members, wellness activities, and more than a dozen meetings of NALP sections and groups.
- Newcomers and veterans alike will have an opportunity to learn about how to become involved in the work of NALP committees, sections, work groups, and leadership during the Open House and Welcome Reception & Resource Center Grand Opening.
- You will learn about innovative practices and ideas that you can implement upon your return to directly benefit your organization.
- The conference provides an opportunity to learn from consultants without having to pay consultant fees – over 30 consultants are participating as presenters.
- Trying to decide which service provider to go with on a new project? You will have time to consult with vendors and compare possible providers in the Resource Center Exhibition.
- You will solidify relationships with colleagues from schools or employers with whom your organization seeks to develop stronger ties. With decreased travel budgets and a constantly changing environment, the opportunity to meet with representatives from numerous organizations all in one place becomes even more valuable.
  - Lawyers can take advantage of the conference as a cost-effective way (\$100 processing fee) to earn CLE.

