



Thursday, December 28, 2017

6.0 Hours Total CLE - 3.0 Dual / 3.0 General

International Paper, 1740 International Dr., Tower IV

Please note: no public Wi-Fi is available

## LAST MINUTE: 'BUY THE HOUR' SEMINAR

Remember, the deadline to have your 2016 hours completed is midnight, December 31, 2017.

At this seminar, you can purchase one, two or more hours as needed.

Please indicate which sessions you would like to attend.

### Schedule:

8:30 - 9:30

**Witness Preparation**

**Speaker:**

Kevin Whitmore, U.S. Attorney's Office

9:40 - 10:40

**Ethics Update 2017: The Year in Review (Dual)**

**Speaker:**

Bruce Smith, Apperson Crump

A review of the hot issues in legal ethics and professional responsibility, focusing on the "real world" ethical issues and dilemmas faced by today's practitioners. Court decisions, actions by the Board Of Professional Responsibility, amendments to the Tennessee Rules Of Professional Conduct, cybersecurity and ethical issues arising from the ever evolving growth technology in the practice of law will be discussed

10:50 - 11:50

**Firing Employees Who Take the Employer's Stuff to Build a Case**

**Speaker:**

Cary Schwimmer, The Law Offices of Cary Schwimmer

Employees who have or are considering bringing a claim against their employer often believe they have the right to take the employer's documents and emails, record conversations at work, and even take the employer's security footage to support their claim. Does firing employees who take such actions constitute unlawful retaliation? This presentation will explore how the courts have addressed this challenging issue.

1:00 - 2:00

**Law Firm Marketing Do's and Don'ts from the Perspective of a Corporate Client (Dual)**

**Speaker:**

Gigi McGown, MAAC

This seminar will explore winning and losing strategies for marketing to corporate clients, including marketing materials, corporate gifting policies and conflict of interest.

2:10 - 3:10

**Understanding the Differences Between Civil and Criminal Contempt**

**Speaker:**

Ron Krelstein, Esq.

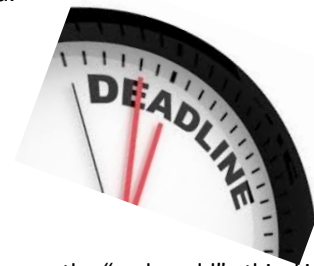
3:20 - 4:20

**Negotiation 101: The Little Red Volvo and the Ethics of BATNA (Dual)**

**Speaker:**

Earle Schwarz, The Law Office of Earle J. Schwarz

Using a common negotiating situation, Mr. Schwarz will illustrate some basic principles of negotiating strategy with an emphasis on enhancing your BATNA to leverage a better deal. But, wait, as attorneys we are circumscribed in what we can represent concerning our BATNA, so the presentation will define and explore the ethical boundaries of BATNA enhancement. "Best Alternative to a Negotiated Agreement".



*See reverse side for registration*

Thank you to our sponsors!



**LAST MINUTE BUY-THE-HOUR SEMINAR**

**Fee (Per Hour)** Early - on or before Dec. 26

- \$45 MBA member
- \$55 Non MBA member
- \$25 Non atty. or no CLE needed

Late - after Dec. 26

- \$55 MBA member
- \$65 Non MBA member
- \$35 Non atty. or no CLE needed

Check all that apply	
<input type="checkbox"/> 8:30	<input type="checkbox"/> 9:40
<input type="checkbox"/> 10:50	<input type="checkbox"/> 1:00
<input type="checkbox"/> 2:10	<input type="checkbox"/> 3:20

**Method of payment**     Check     Invoice me     Visa or M/Card (only)  
 2017 CLE Passport (if purchased)

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No refunds will be issued after 12/26/17. Substitutes will be allowed.

**Send payment to:**

Memphis Bar Association \* 145 Court Ave., #301 \* Memphis, TN 38103

Questions: 901.260.3275

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Register online: [www.memphibar.org](http://www.memphibar.org)

Course # 215579

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