



## REGISTER NOW TO ATTEND THE 2017 OACTA ANNUAL MEETING!

# 2017 ANNUAL MEETING

**November 16-17**  
**Hilton Cleveland Downtown**  
Cleveland, Ohio

The Hilton Cleveland Downtown will be the site for this year's Annual Meeting on November 16 and 17! The Hilton is located in the heart of Cleveland's downtown area, right on Lake Erie. Join us for valuable information from nationally and locally recognized speakers and presentations addressing scientific principles of trial persuasion, practical tips for trial attorneys, jury selection and legal ethics and professional responsibility. Hear from Insurance Claims Executives about how they select and monitor panel counsel, a Canadian attorney on basics of the Canadian Tort system, a panel of Ohio judges with practice tips, and international claims executives regarding handling large catastrophic claims. This will be an exceptional CLE program and networking opportunity with up to 8.75 hours of CLE, including 1.5 hours of attorney professional conduct instruction. The OACTA Annual Awards Luncheon and Business Meeting will provide an opportunity to recognize your esteemed colleagues for their contributions! This year, OACTA will hold a special Social & Networking Event on Thursday evening at The Corner Alley! Join your colleagues for what is sure to be lots of fun and entertainment!

**Register TODAY and plan now to attend this year's  
OACTA Annual Meeting!**

## OACTA AWARD RECIPIENTS

During the OACTA Awards Luncheon on Thursday, November 16th, Noon-1:30pm, the following awards will be presented, in addition to other OACTA member awards. For more information on these awards and the recipients, visit the OACTA website: [www.OACTA.org](http://www.OACTA.org). **Join us in recognizing these outstanding individuals!**

**Excellence in Advocacy Award**  
**Lawrence A. Sutter, III, Esq.**  
*(posthumously)*

**Respected Advocate Award**  
**James (Jay) M. Kelley, III, Esq.**

**Outstanding Advocacy Award**  
**Timothy J. Fitzgerald, Esq. &  
Michael M. Neltner, Esq.**

**Outstanding Young Lawyer Award**  
**Melanie Irvin, Esq.**

**Distinguished Contributions to the  
Community Award**  
**Terrance M. Miller, Esq.**

**Public Service Award**  
**Judge Michael P. Donnelly**

**Frank Seth Hurd Member of the Year Award**  
**Anne Marie Sferra, Esq.**

**OACTA Committee Chair of the Year Award**  
**Michael M. Neltner, Esq.**

# Cleveland

# REGISTRATION FORM

## 2017 OACTA ANNUAL MEETING

November 16-17 • Hilton Cleveland Downtown

Complete this form and return to the OACTA office.  
(one per person registered) OR register online at [www.OACTA.org](http://www.OACTA.org)

2017 OACTA Annual Meeting  
17 S. High Street, Suite 200 • Columbus, OH 43215-3458  
614.228.4727 • Fax: 614.221.1989  
E-mail: [OACTA@AssnOffices.com](mailto:OACTA@AssnOffices.com) • [www.OACTA.org](http://www.OACTA.org)

Name (PLEASE PRINT) \_\_\_\_\_

Preferred First Name for Badge \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

E-mail \_\_\_\_\_

Check here if you have any disability-related or dietary needs that require accommodation in order to fully participate in this meeting. If so, attach a written description of your needs.

### REGISTRATION FEES:

- |   |               |
|---|---------------|
| <input type="checkbox"/> Member                           | \$305         |
| <input type="checkbox"/> Non-member                       | \$455         |
| <input type="checkbox"/> New Attorney* (Member)           | \$235         |
| <input type="checkbox"/> New Attorney* (Non-member)       | \$345         |
| <input type="checkbox"/> Claims Executive**               | \$150         |
| <input type="checkbox"/> In-House or Corporate Counsel*** | \$150         |
| <input type="checkbox"/> Office Administrator             | \$ 80         |
| <input type="checkbox"/> Law Student Member               | Complimentary |
| <input type="checkbox"/> Judge                            | Complimentary |

\* New Attorneys are those practicing 5 years or fewer.

\*\* Claims Executives are individuals employed as a claims professional by a corporation or insurance co., who spends a substantial portion of his or her professional time hiring or supervising outside counsel in the representation of business, insurance companies or their insureds, associations or governmental entities in civil litigation.

\*\*\* In-House or Corporate Counsel are licensed attorneys, who are employed exclusively by a corporation or other private sector organization for the purpose of providing legal representation and counsel only to that corporation, its affiliates and subsidiaries. These lawyers act in a legal capacity for insurers or corporations but do not appear in court as defense counsel.

Groups of 4 or more from the same firm can receive a \$25 discount off each "member" or "non-member" registration when registering together. Not applicable to Claims Executives or In-House or Corporate Counsel.

**Non-Members: Join OACTA today and receive the member registration rate! Visit [www.oacta.org](http://www.oacta.org) to join and complete your membership profile!**

In order for your registration to be valid, please indicate which events you DO plan to attend:

### EVENT REGISTRATION:

- Thursday Continental Breakfast
- Thursday Awards Luncheon
- Thursday Evening Social Event .....\$25  
(if registered for the Annual Meeting)
- Friday Continental Breakfast

### EVENT FEES FOR NON-REGISTERED GUESTS:

- Thursday Awards Luncheon ..... \$30 # tickets \_\_\_\_\_
- Thursday Evening Social Event ..... \$40 # tickets \_\_\_\_\_

### METHOD OF PAYMENT:

- Enclosed is my check for \$ \_\_\_\_\_  
(Make check payable to OACTA, tax I.D. #23-7442025)
- Charge my: [ ] Visa [ ] MasterCard [ ] Discover [ ] AmEx  
NO OTHER CREDIT CARDS ACCEPTED.

Card # \_\_\_\_\_

Exp. Date \_\_\_\_\_

Name on Card \_\_\_\_\_

Billing Address \_\_\_\_\_

City, State, Zip \_\_\_\_\_

Security Code \_\_\_\_\_ (3 digits for MC, Visa, Discover but 4 digits for American Express)

Signature \_\_\_\_\_

Cancellations must be made by **Thursday, November 2, 2017** to receive a full refund. Cancellations after that date will be charged a \$50 service fee.

### FOR OFFICE USE:

CHECK # \_\_\_\_\_

AMOUNT \$ \_\_\_\_\_

DATE RECEIVED: \_\_\_\_\_

## HOTEL RESERVATION INFORMATION

Hilton Cleveland Downtown

100 Lakeside Avenue East, Cleveland, Ohio, 44114, USA

To make your reservation and receive the group rate, call the Hilton at 216-413-5000 and reference the group code "OACTA" to receive the group rate of \$149 (single/double occupancy). You may also reserve your room online at <https://aws.passkey.com/e/49069576>. All guest rooms reserved in the block include complimentary internet. **Reservations must be made by November 1st** to receive the group rate.

**PARKING:** Discounted valet parking is available at the Hilton for \$28/day.



# PROGRAM

## 2017 OACTA ANNUAL MEETING



**Thursday | November 16th**

**8:00-8:30am Registration/Continental Breakfast/  
Exhibits Open**

**8:30am Welcome**  
**Brian D. Kerns, Esq.**  
OACTA President  
**Jennifer R. Becker, Esq.**  
OACTA Annual Meeting Chair  
**Jennifer L. Myers, Esq.**  
OACTA Annual Meeting Moderator

**8:45-10:00am "Scientific Trial Preparation"**  
**Daniel W. Dugan, Ph.D.**  
Trial Science, Inc., Reno, NV

*Attorneys face a dilemma when they have to present information to their audience. That dilemma is that their audience cannot give them feedback on how they are doing until it is too late to make adjustments. Actors, speakers, and athletes who have to perform in front of audiences get constant and instant feedback, but the legal profession prevents that for their "performers." This seminar teaches attorneys how focus groups and mock trials can assist them in 1) making their presentations understandable to their audience, 2) learning how people process, understand and comprehend the issues of their cases, and 3) learning which types of people might be biased against their side of the case.*

**10:00-10:15am Networking & Break with Exhibitors**

**10:15-11:00am "10 Practical Tips for Trial Attorneys"**  
**Judge James L. Kimbler (Retired)**  
Retired Judge, Medina County Common Pleas Court

*Retired Judge James L. Kimbler presents 10 practical tips for trial attorneys. This seminar is based on his book, Practical Tips for Trial Attorneys: A Conversation with Judge James L. Kimbler (Retired) published by Sigel Press. The seminar will focus on practical advice that only an experienced trial judge can give. Unlike law school classes on trial advocacy, Judge Kimbler's seminar discusses practical topics like the importance of knowing the "book" on the judge who is handling your case, the importance of researching the venue in which your case will be tried; the importance of establishing good relationships with judicial support staff, and more. Copies of Judge Kimbler's book will also be available for purchase at a special discount for OACTA members.*

**11:00am-Noon "Canada's Litigation Landscape: Headlines from Above the Fold"**  
**Susan E. Gunter, LL.M.**  
Dutton Brock LLP, Toronto, Ontario, Canada

*How different are the Canadian and American Legal Systems? Susan Gunter will discuss the Canadian court system, tort regime, and procedures. Ms. Gunter will also provide a newscast review of the current issues that affect Canadian litigators based on the latest headlines and cases.*

**Noon-1:30pm OACTA Awards Luncheon & Annual  
Business Meeting**  
**Sponsored by: Minnesota Lawyers Mutual  
Insurance Co.**

**1:30 - 1:45pm Chair Yoga**  
**Judi Bar**  
Yoga Program Manager  
Cleveland Clinic Wellness Institute

**1:45-2:30pm "Catastrophic Loss Events - A View from The  
Trenches"**  
**Kevin Sean Williams, Esq.**  
Independent Consultant, Paget, Bermuda

*This presentation will provide the insurers perspective on initial loss notice, exposure analysis, reserve consideration, and resolution through settlement or litigation. Complex and catastrophic claims, including the BP Gulf Oil and Lac Megantic Rail disasters will be discussed.*

**2:30-2:45pm Networking & Break with Exhibitors**

**2:45-3:45pm "The Art of Conversation and Picking Your  
Best Juries"**  
**Douglas M. McIntosh, Esq.**  
McIntosh Sawran & Cartaya, P.A.  
Fort Lauderdale, FL  
**Sponsored by: DRI**

*Florida trial lawyer Douglas M. McIntosh explores how to make true connections with prospective jurors without being invasive during voir dire. In today's climate of pronounced pessimism, when there are daily attacks on the value and worth of the judicial system and the right to jury trial, McIntosh draws on his over 35 years of trial practice, as well as his work with direct selling business techniques, to show his audience how to "break the ice" with timid or skeptical jurors, by using the art of conversation. By sharing techniques he has learned over the years, the seminar participant can find out how the change of a single juror in the composition of a jury can change the result accomplished, and how truly conversing with people during jury selection can facilitate that desired result.*

**3:45-5:15pm "Selecting Panel Counsel Lawyers, From the  
Insurance Claims Executive Perspective"**  
**Daniel A. Winkler**  
Westfield Insurance, Westfield Center, OH  
**Charles Wendland**  
National Interstate, Richfield, OH  
**Steve Popelsky, JD, ARM**  
Motorists Mutual Insurance Co, Columbus, OH  
**MODERATOR: Jennifer L. Myers, Esq.**  
Poling Law, Columbus, OH

*This panel will discuss how insurance claims executives select and evaluate their panel counsel lawyers.*

**6:00-9:00pm OACTA EVENING SOCIAL EVENT**  
**The Corner Alley**  
East 4th St. & Euclid Ave.  
Cleveland, OH  
**Co-Sponsored by:**  
**Robson Forensic &  
Veritext**



*Join us for a fun evening in the heart of downtown Cleveland. This event includes drink tickets, food & bowling. Advanced ticket purchase is required. All are welcome! Transportation via Lolly the Trolley provided by: Bonezzi Switzer Polito & Hupp Co. LPA.*

To:



# PROGRAM

## 2017 OACTA ANNUAL MEETING



### Friday | November 17th

**8:00-9:00am** Continental Breakfast/Exhibits Open

**8:15-9:00am** Committee Meetings

**9:00-10:00am** "A View from the Bench: What Civil Trial Lawyers Need to Know"

PANEL:

**Judge Joyce V. Kimbler**

Medina County Court of Common Pleas

**Judge Mark A. Betleski**

Lorain County Court of Common Pleas

**Judge Nancy R. McDonnell**

Cuyahoga County Court of Common Pleas

**MODERATOR: Jennifer L. Myers, Esq.**

Poling Law, Columbus, OH

*In this question and answer session, our esteemed panel of Judges will discuss practical tips for practicing law. Judge Betleski, Judge Kimbler, and Judge McDonnell will also highlight distinctions unique to each jurisdiction.*

**10:00-10:15am** Networking & Break with Exhibitors

**10:15-10:30am** Exhibitor Door Prizes

**10:30am-Noon** "Updates on Legal Ethics & Professional Responsibility in Ohio"

**Bryan L. Penrose, Esq.**

Koblentz & Penrose, LLC, Cleveland, OH

*This presentation will take a look at recent advisory opinions of the Board of Professional Conduct of The Supreme Court of Ohio, any recent trends, updates and developments in legal ethics, and will highlight legal ethical issues which insurance defense counsel should be aware.*

**ETHICS/APC CREDIT (Attorney Professional Conduct Instruction)**

**Noon**

**Adjournment**

#### CONTINUING LEGAL EDUCATION

This course is pending approval by the Supreme Court of Ohio Commission on Continuing Legal Education for 8.75 total CLE hours, with 1.50 of attorney professional conduct instruction. The course is also pending approval by the Kentucky Bar Association.