



OHIO ASSOCIATION OF CIVIL TRIAL ATTORNEYS  
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# THE UPDATE

## NEWS & PRACTICE POINTERS FROM OACTA

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### President's Message

**By: Natalie M. E. Wais  
2021 OACTA President**



The new normal? Return to normalcy? Moving forward? These are all phrases that have been thrown around frequently in the last few months with the lifting of COVID-19 restrictions and availability of vaccines. Like you in your personal and professional lives, we at OACTA are also navigating how to move forward. We are excited to start hosting in-person events and cannot wait to see you.

Please join the Litigation and Trial Skills Committee and the Young Lawyers Committee on August 6, 2021 at Capital University Law School for our first in-person event, the Litigation and Trial Skills Workshop. Topics will include: general discussion about the law and procedure of discovery; depositions in the new world; effectively taking and defending the corporate representative witness deposition; how to dissect and critique expert reports and opinions; “winning” the mediation; and ethical pitfalls and warnings to consider when conducting discovery. This is a “can’t miss” seminar for any newer lawyer and a great brush-up on litigation skills for the more experienced practitioner. Also, please be on the lookout for information regarding an in-person Happy Hour.

Mark your calendars for the OACTA Foundation’s Annual Golf Outing, set for September 7, 2021 at Pinnacle Golf Course in Grove City. This is a huge fundraiser for the Foundation which provides a donation to NFJE and at least two Hilary S. Taylor Inclusion and Equity Scholarships to law students, annually. The Golf Outing is a great opportunity to market your firm and yourself to your clients. Please consider sponsorship and/or inviting clients to join your foursome.

Speaking of marketing, we were fortunate to have Karen Eustler join us for a Coffee Chat and give us tips on legal marketing. Ms. Eustler is a professor of marketing at Xavier University. She also provides business and marketing advice. Please be sure to check out her “50 Simple Ways Attorneys Can Market and Grow Their Practice” in this edition of The Update. My own two take-aways from Ms. Eustler’s Chat is that (1) the biggest pitfall is to not market or ebb/flow with your marketing and (2) to put yourself out there more, including agreeing to be a guest speaker, writing articles, and keeping yourself in front of your current clients. OACTA gives you these opportunities through presenting at seminars, writing articles for The Quarterly or The

practice

OACTA September  
Virtual Coffee Chat

12th Annual OACTA  
Foundation Golf Outing

OACTA Annual Meeting  
Save the Date

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Trustees](#)**

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Update, and giving you opportunities to bring clients to events like the Golf Outing, seminars, or a Happy Hour. If you can think of other ways that OACTA can support your marketing efforts, please reach out. We are listening.

Our Annual Meeting will be here before you know it. Mark your calendars for November 11-12, 2021 at the Hilton Polaris in Columbus. The focus of the seminar will be "Moving Forward." At the Annual Meeting, we will be honoring our award recipients, including this year's two Hilary S. Taylor Inclusion and Equity Scholarship recipients: Rebecca Alexander and Neema Ashou. Thursday night's social event is a "Casino Night." I truly am looking forward to seeing all of you in person.

If you are looking for CLE or are not quite comfortable with the in-person events just yet, please look into our On-Demand Library. We also have several lunch time webinars planned for the rest of the year. Thank you to our Committees and Sponsors for putting together the wide variety of webinars. I know I have found them to be valuable to my own practice.

Also, we have one last Coffee Chat scheduled for September 3, 2021 at 8:30 a.m. The topic of conversation is billing – the necessary evil to keep our law practices thriving. It has been a pleasure to meet new people on the Coffee Chats. I have thoroughly enjoyed each one and appreciate everyone's contributions to the conversations.

As President, I also want to encourage you to contact me with any suggestions or comments that you may have for ways that OACTA can better serve its membership and the defense of civil litigation. If you are not on an OACTA Committee or want to get more involved in the organization, let us know. We will help you find your place in the organization.

Enjoy the rest of your summer.

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## Mark Your Calendar!

### **August 6, 2021**

OACTA Litigation and Trial Skills Workshop  
Capital University Law School

**[Learn More and Register Today!](#)**

### **August 26, 2021**

OACTA/Rimkus Consulting Group - Lunch & Learn Webinar  
Mitigating Risks of Subcontractor Default

**[Learn More and Register Today!](#)**

### **September 7, 2021**

OACTA Foundation Golf Outing  
Pinnacle Golf Club  
Grove City, OH

**[Learn More and Register Today!](#)**

### **September 29, 2021**

OACTA/Court Surety Bond Agency - Lunch & Learn Webinar  
Everything a Lawyer Needs to Know About Supersedeas Bonds

**[Learn More & Register Today!](#)**

### **November 11-12, 2021**

OACTA Annual Meeting

## Welcome New OACTA Members Since April!

**Chloe DeAngelis**, Ritzler, Coughlin, & Paglia, Ltd.  
**Jessica Durden**, Garvey Shearer Nordstrom  
**Ken Dwyer**, Central Insurance Companies  
**Richard Green**, Richard A Green Co. LPA  
**Ali Haque**, Bricker & Eckler  
**Laurie Lewis**, New Jersey Manufacturers Insurance Group  
**Jon Lieberman**, Sottile & Barile LLC  
**Matthew Notaro**, White Getgey & Meyer Co. LPA  
**Cody Schoeff**, Central Mutual Insurance  
**Dalton Smith**, Cory, Meredith, Witter & Smith, LPA  
**Andrew Topetzes**, Grange Insurance House Counsel

## OACTA Awards Committee Update | Nominations are due August 1, 2021

There are many, many OACTA members deserving of recognition for the contributions they've made to the organization and the profession recently and in years past. The Awards Committee will meet over the summer to consider nominations and make recommendations to the board as to whom it should formally recognize at the Awards Luncheon held during the Annual Meeting.

Please share with the committee the names of those members that you think should be on our list when we convene in August. In particular, we are looking for nominations for the following awards:

Excellence in Advocacy Award  
Respected Advocate Award  
Outstanding Advocacy Award  
Outstanding Young Lawyer Award  
Distinguished Contributions to the Community Award  
Distinguished Contributions to the Profession Award

A link to the criteria for each of the above awards, and a list of past recipients, is found below. You can submit nominations to the committee at [gobrien@cavitch.com](mailto:gobrien@cavitch.com) or to Debbie Nunner at [debbie@assnoffices.com](mailto:debbie@assnoffices.com) by August 1st.

Thank you,

Greg O'Brien, Awards Committee Chair

[Awards Nomination Form](#)

[View the Complete List of Awards & Past Recipients](#)

## OACTA Announces 2021 Hilary S. Taylor Inclusion & Equity Scholarship Recipients

Two (2) OACTA Hilary S. Taylor Inclusion & Equity Scholarships, each in the amount of \$2,500, have been awarded to **Neema Ashou**, a student at the The Ohio State University Moritz College of Law and **Rebecca Alexander**, a student at Capital University Law School. These two students will be recognized at the OACTA Annual Meeting on November 11, 2021, at the Hilton



Polaris in Columbus.

OACTA Law Student Inclusion & Equity Scholarships are open to the following incoming second and third-year law students who are enrolled in an Ohio law school or are a permanent Ohio resident: Minority law students; LGBTQ (Lesbian, Gay, Bisexual, Transgender, Questioning) law students, regardless of race or ethnicity; Female law students, regardless of race or ethnicity; or, Law students from economically impoverished families/backgrounds, regardless of

race or ethnicity. The criteria include academic achievements; service to the community and to the cause of inclusion and equity; and experience or interest in a civil defense practice.

Funding for these scholarships is provided by The OACTA Foundation. The OACTA Foundation, established in 2016, is organized exclusively for charitable and educational purposes, funding projects consistent with the mission of OACTA. OACTA believes that a diverse membership makes a stronger organization OACTA encourages inclusion and equity in all aspects of its activities and is committed to nurturing a culture that supports and promotes it. OACTA was nationally recognized as a recipient of the DRI State and Local Defense Organization Diversity Award. Congratulations to this year's scholarship recipients! Thank you to OACTA's Inclusion & Equity Committee, Chaired by Christopher Mars and Adelia Mohan, for their efforts on this worthwhile initiative!



“Every contact leaves a trace”  
- Dr. Edmond Locard

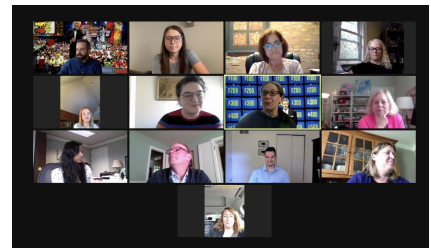
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## OACTA June Happy Hour

The OACTA Women in the Law committee co-hosted a virtual networking happy hour and trivia with Exponent on June 3rd. OACTA would like to thank everyone who participated in the Zoom Meeting. Congratulations to Adelia Mohan, Nicole Mitchell, and Debbie Nunner on their trivia win!



## Registration Now Available for the Litigation & Trial Skills Workshop

OACTA is pleased to announce that the OACTA Litigation and Trial Skills Workshop will be in person and registration is now open! As always, we have an incredible line-up of speakers and hot topics.

This one-day program is designed for new or young attorneys and more experienced attorneys who want to brush up on their litigation and trial skills! Space is limited, so be sure to register soon!

### Continuing Legal Education

This workshop is approved by the Supreme Court of Ohio Commission on Continuing Legal Education for 6.75 total CLE general hours, including 1.0 hour of APC credit. It is pending approval

with the Kentucky Bar Association for 6.75 total CLE hours, including 1.0 hour of ethics.

### **Seminar Registration Fees**

OACTA Member - \$250

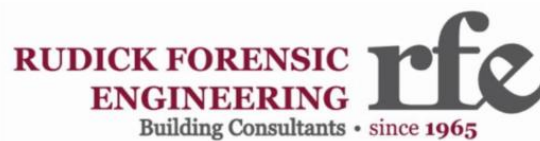
Non-Member - \$450

Law Student - \$25

[View the Program](#)

[Learn More & Register Today!](#)

*Thank you to our Sponsors!*



**Know.**

## **Upcoming OACTA Lunch & Learn Webinars**

### **Mitigating Risks of Subcontractor Default**

Thursday, August 26, 2021 | 12:00 - 1:00 PM

*This webinar is sponsored by Rimkus Consulting Group*



The Mitigating Subcontractor Default seminar is a one-hour presentation designed to provide participants with an effective knowledge of the basic principles of working with subcontractors through the entirety of a project. [Chris Heider](#), Principal Consultant with Rimkus Consulting Group, will cover specific ways to mitigate subcontractor default risk from pre-bid through completion of the project. Through a series of case histories, the seminar will present the actual means, methods, and examples of past cases to illustrate how detailed mitigation steps will affect the outcome of a project.

[Register Today!](#)

### **Everything a Lawyer Needs to Know About Supersedeas Bonds**

Wednesday, September 29, 2021 | 12:00 - 1:00 PM

*This webinar is sponsored by Court Surety Bond Agency (CSBA)*



Join Dan Huckabay, President of Court Surety Bond Agency, as he discusses:

- Surety underwriting requirements and premium rates
- The 4 types of collateral accepted by sureties
- Instances in which sureties will provide appeal bonds without collateral
- Ways in which attorneys can help their clients ensure they meet their filing deadlines

Register Today!

## On-Demand CLE Library - OH & KY CLE Credit Available

Did you miss any of the OACTA Lunch & Learn webinars? No problem! You can view OACTA Lunch & Learn webinars on-demand for self-study CLE credit! You can also view all of the webinars from the 2021 OACTA Insurance Coverage Virtual Seminar on-demand. You can purchase them individually or as a bundle for a discounted price!

### **Available Lunch & Learn Webinars On-Demand**

- "2020 Case Law and Legislative Developments, Impacting Insurance, from the COVID-19 Virus"
- "Automotive Sensors for Driving Assistance Systems (ADAS)"
- "Pain and Suffering Without Medical Bills? How to Deal with this Emerging Trial Tactic"
- "Sideswipe Collisions: Biomechanical Analysis"
- "Surveillance and Body Camera Analysis and Exhibits"
- "Targeted Hacking and Ransomware"
- "An Update on Traumatic Brain Injuries (TBIs) From Diagnosis, Treatment, To Prognosis"
- "Human Factors and Premises Liability"
- "Insurance Coverage for Claims Arising in the 'Gig' Economy"
- "Litigating Common Coverage Issues in Auto and Homeowners Claims"
- "Low-Speed Vehicle Collision Analysis"
- "Making Insurance Great Again - How the #Insurtech Revolution is Bringing Much Needed Innovation to an Archaic Industry"
- "Preparing and Protecting Your Witness Against the Reptile Theory From Discovery Through Trial"
- "Procedural, Evidentiary and Practical Considerations For Defending Bas Faith Litigation"
- "The Care and Feeding of Trial Judges: Dos and Don'ts"

### **2021 Insurance Coverage Virtual Seminar On-Demand**

- "Insurance Coverage for Discrimination Claims"
- "Recent Developments & Recurring Issues in Ohio Bad Faith Law"
- Restatement of the Law, Liability Insurance (2019): How Will It Impact Ohio Law?"
- "The Internet of [Insurance] Things"
- "The Year of Living Dangerously--COVID-19 and First Party Property Claims"

View the OACTA On-Demand CLE Library



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Featured Member Resource: Member Request Network

The OACTA Member Request Network is a service OACTA provides to its members to facilitate quick and helpful communication and interaction between members on legal issues, research matters, expert witnesses, practice tips, and other matters of member interest. For example, if you need to identify an expert witness in a particular field or if you need information about a particular expert witness, you can use this service to seek input from your fellow OACTA members.

When a member submits a Member Request, an email is generated by the OACTA staff and is sent to the entire OACTA membership. Members with helpful information are asked to respond directly to the member who made the request.

To submit a Member Request, simply fill out the form at the link below and click "Submit."

[Submit an OACTA Member Request](#)

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### Articles Needed for the Upcoming OACTA Quarterly Review

The OACTA 2021 Quarterly Review series will feature articles from the **Product Liability and Environmental Law & Toxic Tort** committees. The committee chairs are seeking assistance with educational articles related to the practice area. If you would like to contribute an article, please email the article to the [OACTA](#).



### 50 simple ways ATTORNEYS can market & grow their practice

**By: Karen Eutsler**

1. Take a decision-maker or an influencer out to lunch.
2. Stay top of mind by sending an email to a former colleague to "check in".
3. Reflect on why you lost that piece of business. Evaluate what you should adjust so that doesn't happen again.
4. Send a referral.
5. Write a 30-second commercial for yourself. (Read how to [here](#).)
6. Make a list of the five accounts you wish you had. Determine your first step in connecting with each.
7. Who is the most prolific person in your industry? Write a list of 5 things they do/did to achieve this status. Commit to doing one thing on the list consistently for the next six months.
8. Write a list of who you think your five most profitable clients are in the last 18 months. Have accounting send you the real order. Consider how you spend your time.
9. Sign up for a lunch-and-learn.
10. Read an article related to your practice.

[Read More](#)

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## OACTA September Coffee Chat

OACTA hosted another successful coffee chat on July 9th! The participants discussed Marketing 101 for Lawyers.

The next networking event coffee chat will be **Friday, September 3, 2021, at 8:30 AM**. The discussion will be led by OACTA Officers, **Benjamin Sassé and David W. Orlandini**. Ben and Dave will be discussing the **Best Billing Practices - How to Avoid Write Downs**.



Sign up for a casual Zoom Meeting format that will provide members an opportunity for informal discussions with their colleagues. Sign up today to receive your Zoom link and add it to your calendar.

[Sign Up Here!](#)



## Register Today for the OACTA Foundation 12th Annual Golf Outing

**September 7, 2021**

OACTA Foundation Annual Golf Outing  
Pinnacle Golf Club  
Grove City, OH



Net proceeds from the Golf Outing benefit the OACTA Foundation. The OACTA Foundation funds projects consistent with the mission of OACTA, such as the annual *Hilary S. Taylor Inclusion and Equity Scholarship Program* and the *National Foundation for Judicial Excellence* (NFJE). Since established in 2011, OACTA and the OACTA Foundation have distributed twenty-four (24) scholarships to students at six (6) different Ohio law schools, totaling \$37,500. We need your help to continue to support these worthwhile initiatives!

**We are asking law firms to please consider supporting the OACTA Foundation by sponsoring the Golf Outing.** There are many [opportunities to offer your support](#). Prize donations are also appreciated! The OACTA Foundation is incorporated in Ohio as a 501(c)(3) nonprofit charitable organization under the Internal Revenue Service. Contributions made to The OACTA Foundation are tax-deductible to the extent allowed by law.

We hope your firm will consider becoming a sponsor, contributing prizes, and sending golfers! [CLICK HERE](#) to submit your sponsorship commitment or please forward this request to the appropriate person in your firm. Registration for golfers will be available in June. Please let us know if we can count on your firm to support the 2021 OACTA Golf Outing.



Register to Golf or Sponsor Here

**Thank You to Our Sponsors!**

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Ulmer & Berne LLP  
Veritext Legal Solutions  
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Young & Alexander Co. LPA

Save the Date: OACTA 2021 Annual Meeting



**November 11-12, 2021**  
OACTA 2021 Annual Meeting  
Hilton Columbus Polaris  
Columbus, OH  
*More information coming soon!*

OACTA Can Help You...

**Stay informed...**

OACTA has a webpage with links to many resources - [NEWS AND INFORMATION REGARDING COVID-19](#). If you have resources to share, please send them to [OACTA@AssnOffices.com](mailto:OACTA@AssnOffices.com).

**Stay connected...**

Join OACTA on [Facebook](#), [Twitter](#), [LinkedIn](#) and [OACTA's LinkedIn Private Group](#) Page where you can share information and resources among your colleagues.

**Earn CLE credits...**

OACTA's Online CLE Library allows OACTA members the opportunity to earn continuing legal education credit from the comfort and safety of your home. Visit the [Online CLE Library](#) today to view our on-demand programs and the [OACTA Website](#) for a listing of our Live Webinars!

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## Case Victories Needed!

OACTA members - send summaries of your significant case victories to [David Oberly](#), OACTA Social Media & Website Chair, for inclusion on OACTA's new "Significant Case Victories" webpage and announcements on social media. Those received will be posted on our website.

## Check Out the Job Postings On the OACTA Website

If you are looking for a position within the civil defense practice, you've come to the right place! All listings appear for 90 days or until the position has been filled, whichever is lesser, and will be listed in at least one issue of The Update. Be sure to notify the OACTA office if the position has been filled prior to the end of the 90 day period. Job postings cost is \$150 for members and \$250 for non-members.

[Submit a Job Posting](#)

## OACTA Social Media Opportunity

We would like to feature OACTA members in our social media! To be a featured member, send the following to [OACTA@AssnOffices.com](mailto:OACTA@AssnOffices.com):

- Your name
- Position
- Link to your online biography
- In 2 sentences or less, complete the following: How has OACTA membership benefited you?

Nominate an OACTA member to be featured! Send the member name and email address to [OACTA@AssnOffices.com](mailto:OACTA@AssnOffices.com) and we will follow up to request the information needed.



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