

September 19, 2018

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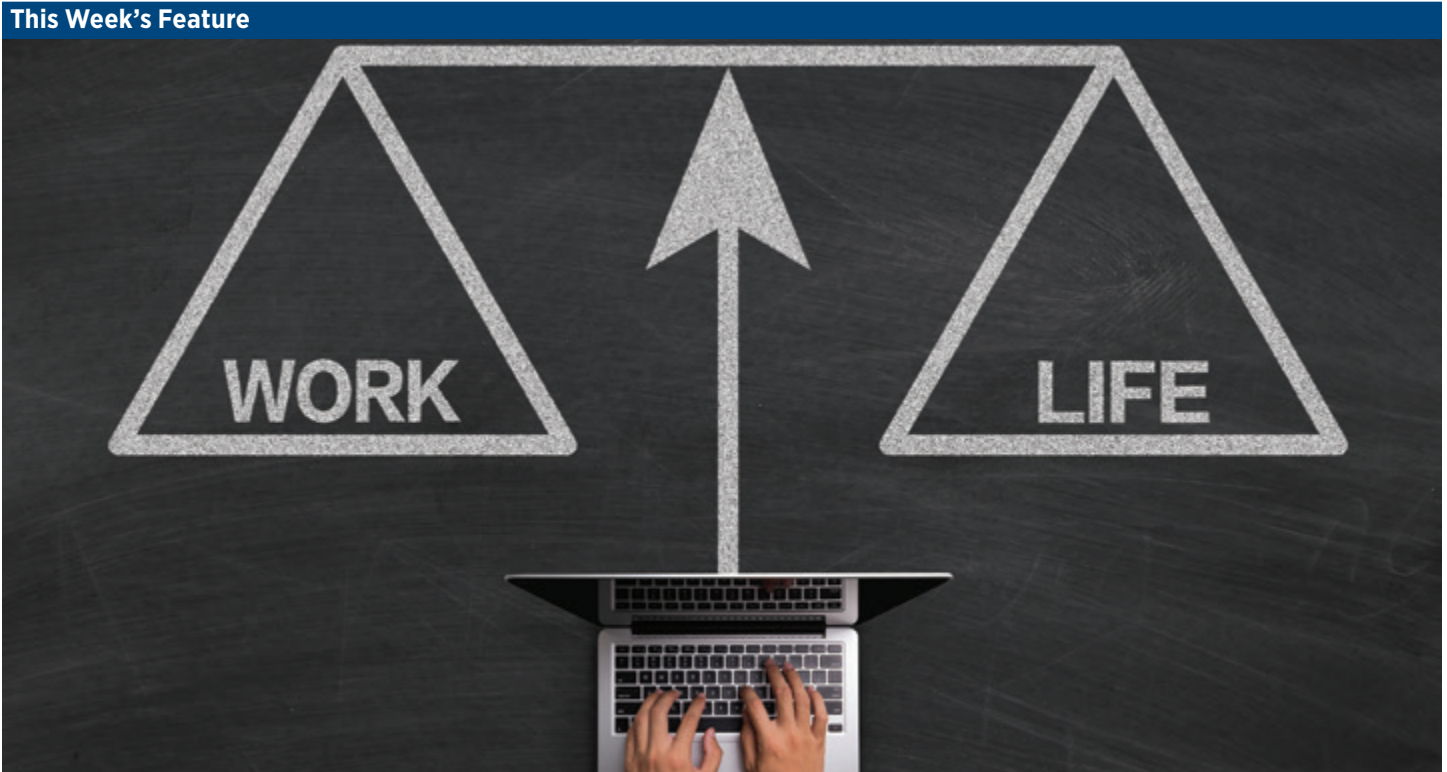
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This Week's Feature



Advice on Business Development, Seizing Opportunities, and the Work–Life Balance for Young Women Lawyers

By Jessica Knopp Cunning, Pamela Kaplan, and Kristi Lemanski

After the 2018 DRI Young Lawyers Seminar, and particularly after reflecting on the remarks from Judge Darleen Ortega from the Oregon Court of Appeals about her path to the bench, we asked some “senior” female DRI Young Lawyers Committee members for their tips, tricks, and thoughts about business development, making equity partner, and generally “making it” in the law firm environment. Below are the responses.

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- Professional Liability Seminar, November 29-30, 2018
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dri™ Insurance Coverage and Practice Symposium

November 29–30, 2018
New York, NY

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dri™ Workers' Compensation West Coast Seminar

Tuesday October 9, 2018
San Diego, CA

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Upcoming Webinars

- Successfully Managing the Insurer/Employer Relationship, September 26, 2018, 12:00 p.m.–1:00 p.m. CST
- Strategic Discovery in Construction Cases: Framing Effective Inquiries, Furnishing Necessary Responses and Budgeting for Cost Control, September 27, 2018, 12:00 p.m.–1:00 p.m. CST
- Student Loan Best Practices for DRI Members, October 2, 2018, 12:00 p.m.–1:00 p.m. CST

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New Member Spotlight

Gurudev D. Allin, Fukunaga Matayoshi Ching & Kon-Herrera LLP



Gurudev D. Allin is an associate with the firm of Fukunaga Matayoshi Ching & Kon-Herrera LLP in Honolulu, Hawai'i. His practice areas are commercial litigation, professional liability defense, health law, admiralty defense, tort defense, and product liability defense. He is admitted to the bars of New Jersey (2009), New York (2010), and Hawai'i (2010), and is admitted to practice before the United States District Courts for the Districts of New Jersey and Hawai'i.

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Quote of the Week

"I never went to a John Wayne movie to find a philosophy to live by or to absorb a profound message. I went for the simple pleasure of spending a couple of hours seeing the bad guys lose."

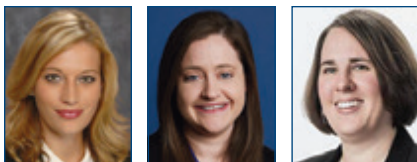
—Mike Royko (b. Sept. 19, 1932), *Chicago Sun Times*, June 13, 1979

This Week's Feature

Tips, Tools, and Testimonials

Advice on Business Development, Seizing Opportunities, and the Work–Life Balance for Young Women Lawyers

By Jessica Knopp Cunning, Pamela Kaplan, and Kristi Lemanski



After the 2018 DRI Young Lawyers Seminar, and particularly after reflecting on the remarks from Judge

Darleen Ortega from the Oregon Court of Appeals about her path to the bench, we asked some “senior” female DRI Young Lawyers Committee members for their tips, tricks, and thoughts about business development, making equity partner, and generally “making it” in the law firm environment. Below are the responses.

What advice do you have for younger female associates on business development?

- “Stay in touch with your female law school colleagues. There’s a good chance they’ll be in-house counsel someday.”
- “Look for creative business development opportunities with your clients. Don’t be afraid to plan a family outing with kids and other family members.”
- “Do something memorable. You form strong relationships with clients when you are learning something together or sharing a unique experience.”
- “Many industries predominantly have female in-house counsel. Share these observations with your firm’s partners. Eventually, they will see it, too.”
- “Make the most of your DRI experience. Get involved and make actual friends. My female DRI friends are an incredible support network for me.”
- “Take a long-term view. You aren’t going to get clients right away and that is ok. Just focus on putting the stepping stones in place, and the garden will come.”
- “Networking is easier than you think. It can be as simple as staying in touch and having fun with your law school friends. Ten years into my practice I realized (too late) that I had spent those 10 years devoting 2,200+ hours annually to learning the law and learning how to be a litigator. My near-singular focus was becoming a great lawyer. But if you intend to be in private practice, the law is a business and you are in sales. It’s not enough

to be a great lawyer or a great advocate. Assume that there are lots of great lawyers and great advocates. You build your business based on trusted relationships, which take time. Now I look back and think, ‘I wish I had nurtured those intimate, real connections with my law school classmates.’ Many of them are in-house GCs or in positions to make decisions about hiring outside counsel.”

What advice do you have for younger female associates on seizing opportunities?

- “You want to make yourself indispensable to your firm. Recognize the opportunities and don’t be afraid to seize them. All it takes is one big opportunity to transform your career trajectory, but you have to see it, and then you have to go for it.”
- “When it comes to the opportunities that you’re not comfortable seizing, step back and internally analyze why. If it is because you do not have the requisite experience, it’s the imposter syndrome talking. Ignore it. You can only get experience by doing it.”
- “Once you seize an opportunity, be constantly looking for the next one. Show initiative and ownership by telling your partners/superiors that you are doing XYZ unless you are instructed otherwise.”
- “Don’t lean in to someone else’s table; make your own table. Of course you need to play well with others, but don’t feel like you need to speak someone else’s language to succeed. Your ideas are valuable and insightful, albeit, historically underrepresented, which in some ways makes them even better.”

What advice do you have for younger female associates on setting themselves up for equity partnership?

- “Learn the art of inserting yourself quietly but effectively into the areas of work and conversations that you want to be a part of.”

- “Figure out the nuances of your firm’s political structure and use that knowledge to help you strategically make career decisions.”
- “Know that regardless of whether you are working full-time or part-time, you will likely have to push yourself beyond what your requirements are in your two years preceding your partnership nomination.”
- “Find a female mentor and champion. She will prove to be a valuable resource time and time again as you navigate your associate career and prepare for partnership.”

What advice do you have for younger female associates on balancing work and personal life?

- “Whether you are single, have a partner, or have children, fight for your personal life and make space for it. It is a fine balance between showing that you are committed and over-committing yourself to the point of burnout.”
- “Use all of your vacation time. You’ll never look back and say, ‘I wish I worked more.’”
- “Choose not to feel guilty. Like any other mindset, choosing not to feel guilty can be cultivated.”
- “Recognize that perfection is not only an unrealistic goal but a dangerous one, and one that can inhibit your potential and limit your ambitions.”
- “Look at balance as a continuum—you will not be able to be everything to everyone, every day. Carve out some time for you, your family, and your professional development, but do not apologize for loving your work and your career or making sacrifices—it is something clients recognize and appreciate, and it builds your self-worth. Having it ‘all’ can only be defined by you—and what that is changes as you move through various life cycles.”
- “Embrace the calm. Life as a lawyer is hectic and oftentimes it feels like you are getting a solid B- in every aspect of professional and personal life. So when work responsibilities do calm down (they always do!) carve that time out to go to the ball game/recital/do yoga. Don’t beat yourself up for the days you are not there, and always, always be there when you can.”
- “Be honest about your schedule. For some of us, a 7 am meeting is great because the kids are still asleep; for others, it’s impossible because you are smack dab in the middle of your morning routine. Our clients have the same issues. Internally, I tell my team, I can’t be at that 4:45 pm meeting because I have pickup today. To clients,

I say, that time is inconvenient for me but I can make it work if that is what everyone else needs. Of course client’s needs come first, but don’t feel like you don’t have a voice.”

What are your law firms doing effectively to attract, retain, and enable women to succeed within the firm?

- “My law firm is doing more than a diversity or a women’s initiative. I’ve asked, and also pushed, to be included in management meetings where I can offer a female voice and perspective.”
- “My law firm tries really hard to actively mentor female colleagues, and I try to do the same. My firm recognizes that attracting and retaining females are two very different things and that meaningful relationships help women stay in the firm.”
- “My law firm supports my DRI involvement, which is my female support system in many respects.”

[Jessica Knopp Cunning](#) is an attorney at Vorys Sater Seymour and Pease LLP in the Akron, Ohio, office. She practices in the areas of intellectual property litigation and general business litigation and also counsels business on issues related to e-commerce, online brand protection, combatting illegal online sales, development of legal claims against unauthorized sellers, and minimum advertised pricing policies and issues related to resale price maintenance. She serves on both the DRI Women in the Law and Young Lawyers Committees Steering Committees.

[Pamela R. Kaplan](#) is an associate with the law firm Tanenbaum Keale LLP in Newark, New Jersey, where she focuses her practice on the areas of asbestos and environmental and toxic tort litigation in New York and New Jersey. Ms. Kaplan currently serves on the DRI Young Lawyers Steering Committee as a liaison to the Women in the Law Committee, and she previously served as an editor of the DRI Young Lawyers Committee newsletter, *Raising the Bar*.

[Kristi Lemanski](#) practices at Riley Safer Holmes & Cancila LLP in San Francisco, where she defends class actions, commercial suits, and product liability and mass tort suits. She is an active member of DRI, serving on both the DRI Women in the Law and Young Lawyers Committees Steering Committees. In her free time, Ms. Lemanski enjoys hiking and exploring national parks with her family.

Member News

DRI Leader, Laura Clark Fey of Fey LLC, Certified as an Inaugural Privacy Law Specialist



Congratulations to [Laura Clark Fey](#), a member of DRI's Center for Law and Public Policy and DRI's Privacy Specialized Litigation Group Chair, who has been accepted, along with only 26 other U.S. lawyers, as a member of the inaugural class of Privacy Law Specialists (PLS). The International Association of Privacy Professionals (IAPP), whose Privacy Law Specialist Board approved Laura's selection, is accredited by the American Bar Association.

Laura utilizes her deep expertise in data privacy and cybersecurity to help U.S. and multinational organizations develop and implement practical, legally compliant solu-

tions to their unique privacy and information governance challenges. She counsels clients on a wide variety of global data protection issues. Laura, who is a Certified Information Privacy Professional for the U.S. and Europe (CIPP/US; CIP-P/E) and a Certified Information Privacy Manager (CIPM), was previously selected as a member of the inaugural class of IAPP Fellows of Information Privacy (FIP). The U.S. Department of Commerce and the European Commission have named Laura as one of 20 independent arbitrators who will resolve privacy complaints brought under the EU-U.S. Privacy Shield Framework. Laura is a co-author of DRI's Center for Law and Public Policy white paper, [What Is the GDPR?](#).

And The Defense Wins

Keep The Defense Wins Coming!

Please send 250–500 word summaries of your “wins,” including the case name, your firm name, your firm position, city of practice, and e-mail address, in Word format, along with a recent color photo as an attachment (.jpg or .tiff), highest resolution file possible (*minimum* 300 ppi), to DefenseWins@dri.org. Please note that DRI membership is a prerequisite to be listed in “And the Defense Wins,” and it may take several weeks for *The Voice* to publish your win.

R. Mark Mifflin



On July 2, 2018, DRI member [R. Mark Mifflin](#) of the Springfield, Illinois, law firm of **Giffin, Winning, Cohen & Bodewes, P.C.**, was successful in having the Count against his client dismissed in a case involving illness allegedly caused by the sale of unpasteurized apple cider. The case remains pending in Pike County, Illinois, Circuit Court in *Geisendorfer v. Steven D. Yoder, et al.* The Plaintiff in the case purportedly became ill from drinking unpasteurized apple cider that was purchased at a booth at a community event. The Plaintiff sued the individual sellers of the apple cider, the individual who obtained a permit for the booth where the apple cider was sold, several community, non-profit, organizations that sponsored or promoted the community event and three individual volunteers for the respective community organizations who worked to facilitate the community event. The Plaintiff alleged that the individual

volunteers owed a duty to protect the Plaintiff from the Defendants who were responsible for selling the raw cider.

In respective Motions to Dismiss, the community volunteer Defendants successfully argued under Illinois law that there was no duty owed by them to the Plaintiff. They also argued that the respective Counts against these individuals was subject to dismissal under the Federal Volunteer Protection Act, 42 U.S.C. §14501 *et seq.* The Act provides immunity for individual volunteers engaged in community activities while recognizing the significant contributions such volunteers make and encouraging further voluntary participation in such activities. The Court agreed and dismissed these Counts on both grounds.

The case remains pending against certain Defendants but the dismissal of the individual volunteers has become final pursuant to a provision of Illinois law that requires appeal of certain specified orders during the case or such orders become final.

Stephen A. Ryan



[Stephen A. Ryan](#), senior counsel and chair of the Birth and Catastrophic Injury Litigation Practice Group, and the Medical Device and Pharmaceutical Liability Practice Group at **Marshall Dennehey Warner Coleman & Goggin** in Philadelphia, won, for the second time, the now infamous case of *Shinal v. Toms, M.D.* Steve defended a

And The Defense Wins

neurosurgeon where, during his surgery to remove a recurrent craniopharyngioma (pituitary tumor), which was threatening vision and pituitary function, the carotid artery ruptured and caused cognitive and motor deficits, and blindness in one eye, and left only half a visual field in the other.

The negligence claim was withdrawn, leaving only an informed consent claim, which was rejected by a jury after a trial. However, the Pennsylvania Supreme Court reversed and remanded for a new trial, assigning error to the judge's instruction that qualified assistants could help provide informed consent, ruling that the surgeon must personally explain the nature of the procedure, and the alternative treatments, with the material risks and benefits of each, which decision has been a thorn in the side of Pennsylvania healthcare providers.

It was determined that a retrial would guarantee another appeal, but with little hope of a change in the law, such that a legislative solution may be the only hope for change. Accordingly, the retrial was referred to binding arbitration and tried over three days with live experts on liability, and damage experts on paper. The arbitrator, after deliberating over ten days, found that the neurosurgeon *did* obtain informed consent.

Plaintiffs theory was that the surgeon had a duty to disclose to the patient that the surgical option of "attempting to get it all" (gross total resection), when the tumor was intimately adherent to vital neural and vascular structures (as this one was), was very controversial, with many believing the potential benefit was outweighed by the risks, because even when you think you got it all, often you have not. Our client did not agree with this school of thought, and testified he was guided by the patient's desire to accept some increased risk to prolong her life, as she hoped to watch her son grow up.

The defense verdict from the first trial had been overturned by the Pennsylvania Supreme Court, which ruled that Pennsylvania surgeons cannot delegate any part of the task of obtaining informed consent. (Prior case law permitted qualified assistants to participate, but left the ultimate duty with the surgeon.) The case has been seen as a thorn in the side of doctors and hospitals throughout the Commonwealth.

It was determined that a retrial would guarantee another appeal, but with little hope of a change in the law, such that a legislative solution may be the only hope for change. Accordingly, the retrial was referred to binding arbitration and tried over three days with live experts on liability, and damage experts on paper. In a close case, the arbitrator, after deliberating over ten days, found that the neurosurgeon *did* obtain informed consent prior to attempting to fully remove a craniopharyngioma that had recurred after a subtotal resection and was threatening vision and pituitary function.

Plaintiffs theory was that the surgeon had a duty to disclose to the patient that the surgical option of "attempting getting it all" (gross total resection), when the tumor was intimately adherent to vital neural and vascular structures (as this one was), was very controversial, with many believing the potential benefit was outweighed by the risks, because even when you think you got it all, often you have not. Our client did not agree with this school of thought, and testified he was guided by the patient's desire to accept some increased risk to prolong her life, as she hoped to watch her son grow up. During surgery, the patient's carotid artery ruptured and she suffered a stroke, leaving her totally disabled, mostly blind, depressed, and with cognitive deficits.

DRI News

NFJE Silent Auction: This Week’s Featured Items

The DRI Philanthropic Activities Committee is pleased to announce the 9th Annual Silent Auction benefiting the National Foundation for Judicial Excellence (NFJE) will be held October 17-18, 2018, at The Village (969 Market Street) in conjunction with the [DRI Annual Meeting](#) in San Francisco. This year bids will only be made through BidPal and you can start bidding now! You don’t even have to be at the Annual Meeting in order to bid and win. Please visit our [online auction website](#) to get started on bidding on some awesome items to benefit a great cause!

Each week until the Annual Meeting we will feature some of our top items in the Silent Auction & Raffle. This week’s featured items are:

• **Wine of the Month Club with California Wine**

Club: Pacific Northwest Series wine club features hand-selected artisan wines, for you from Oregon and Washington’s best family wineries. Please note that this club is not available to ship to Utah, Mississippi, South Dakota or Rhode Island.



• **Custom Made One-of-a-Kind Cowboy Boots:** Hand-made custom cowboy boots by a master craftsman.



Not the actual boot

You can select women’s, men’s, or children’s boots that will be made just for you to fit your feet utilizing the highest quality leather. Don’t miss out on this awesome opportunity to get a pair of customized boots!

- **Mushing Package: A true “Bucket List” Experience!** Be an ultimate insider for this world-famous race! Spend a day in Anchorage, Alaska, with 20+ mushing dogs and then watch as they begin the Iditarod! You will enjoy VIP treatment as you experience the life of an Iditarod musher, from feeding to spending time playing with these amazing dogs. The winner will also receive a behind the scenes pass to mingle with the Iditarod mushers getting ready for the ceremonial start. This is a once in a life time opportunity for a family or group. Date is March 4 & 5, 2019. (Flight and hotel not included).



- **Oscar de la Renta Parlor Collar Necklace:** Vintage inspired designs bring heirloom appeal to an elegant collar necklace that shines with richly colored and radiant crystals. 15” length with 4” extender; 2” width. Silvertone plate with Swarovski crystals.



DRI LegalPoint™ Offers Valuable Articles, Books, and Defense Library Series (DLS) – Find Out What You Are Missing



LegalPoint™ (formerly DRI Online) is a members-only service providing DRI mem-

bers with exclusive access to a vast online library of DRI articles, books and materials. DRI members can search thousands of documents and filter them by practice area and resource. LegalPoint™ includes content from:

- *For The Defense*
- *In-House Defense Quarterly*
- Committee Newsletters
- Defense Library Series (DLS)—NEW!
- Seminar Materials
- DRI Defense Wins Reporter

In addition to searching all of DRI's LegalPoint™ content, you can also access Defense Library Series (DLS) books separately and review the table of contents and individual chapters. If you have not yet accessed LegalPoint, please click [here](#) to view a brief video and find out what you are missing.

Leverage the expertise of leading defense practitioners and find the on-point articles and resources you need with LegalPoint™. Visit <https://www.dri.org/legal-resources> for more information.



Check Out What's New with DRI Circles

DRI member lawyer-to-lawyer connections have become even easier and even more valuable. The DRI Circles App allows members to connect with each other by establishing personal networks or “circles.” Through DRI Circles, you

can create networks based on practice area, geographic region, shared interests, etc. The DRI Circles app allows you to send messages, set up meetings, refer and track business, references and more on your mobile device. Join DRI Circles today or update your app to get even more out of your membership.

Take a look at some of the recently added valuable benefits available through the DRI Circles App:

- Added chat functionality within a business referral
- Added functionality to broadcast a message within a group
- Increased circles limit to 250 participants
- Videoconferencing

Important Note: If you are already utilizing the DRI Circles app, you will need to delete the current version and download the newest version to take advantage of these newly

added features. Upon downloading the updated version, you will be notified of any future enhancements via Apple or Google.



<https://itunes.apple.com/us/app/dri-circles/id1292016061?mt=8>



https://play.google.com/store/apps/details?id=com.dri.circles&hl=en_US

Now Available: DRI Women in the Law Tool Kit for SLDOs

DRI's **Women in the Law Committee** recently completed production on its *DRI Women in the Law Tool Kit: A Resource for State and Local Defense Organizations*. Please visit the **DRI Committees** page at <https://www.dri.org/committees/> and click on **Women in the Law** then look for the blue **Women in the Law Tool Kit** button to access the document in its entirety.

For The Defense Digital Edition App, September Issue Now Available

This serves as a quick reminder that *For The Defense* magazine is now available to the DRI membership in **both** digital and print formats. Here are just a few of the featured advantages that make *FTD* digital edition your “go to” DRI publication:

- Electronic magazine delivered via email to **all** members
- No need for a password to access
- Easily share content with colleagues and clients via email and social media
- The ability to make, save, and share electronic notes on articles
- A powerful search tool, including the ability to search current and past issues
- 24/7/365 availability
- Better exposure for authors and advertisers

Great news! *FTD* digital edition is now available as an App (click the following links to download the App on [Apple](#) or [Google Play](#)). Similar to the *FTD* digital edition that comes to your inbox, the App allows you to search and share content with clients and colleagues. The App also allows you to create a favorite, zoom and pinch to see content, search and connect with advertisers and more! It is important to note that you need your DRI website login and password to download issues in the App, the App will notify you when a new issue is available.

[Click here](#) to access the September issue of *FTD* digital edition.

Still Paying Those Off Law School Loans? Let DRI and Laurel Road Help

After spending years in law school, the last thing you need is the burden of high-interest student loan payments following you for years down the road.

Lowering your interest rate with Laurel Road is easy. Through its student-loan refinancing benefit offered through DRI, Laurel Road offers a seamless online experience with real rates and clear terms.

Start by checking your rate, and in just a few minutes, you can be well on your way to saving \$20k over the life of your student loan.

Plus, as a DRI member, you can refinance your student loans now and get a 0.25 percent rate discount!

[Check your rate now](#) and start saving today!

DRI Cares

Fire Science Litigation Seminar Attendees Help Those in Need in DC

What's better than participating in a "live burn"? Getting to help women, children, and families in great need in D.C.! Attendees at the Fire Science Litigation Seminar did just that by raising \$770 for House of Ruth, an organization dedicated to helping those in need build safe, stable lives and achieve their highest potential. Since 1976, House of Ruth has enabled women, children, and families to heal from lifetimes of traumatic abuse and assisted clients in

achieving stable housing, trauma and addiction recovery, mental health treatment, employment, and abuse-free relationships. They now serve more than 650 women and children every year in 13 programs located throughout the District of Columbia. Just another way DRI members continue to show that **#DRICares!**







Upcoming Seminars

Northeast Regional Claims Conference, September 27, 2018

	<p>Northeast Regional Claims Conference</p>
	<p>September 27, 2018 Hartford, CT</p> <p>REGISTER TODAY</p>

Now in its fourth year, this annual, one-day seminar gathers the country's top insurance professionals in Hartford, the historic home of liability insurance, to discuss the latest, cutting-edge insurance coverage and bad-faith issues and to provide unsurpassed networking opportunities. In addition to the rich formal program, we again present an interactive networking luncheon of table-moderated discussions on a variety of claims-handling or insurance or bad-faith topics. This is a fully accredited CE and CLE program. [Click here](#) to view the brochure and register for the program.


DRI Workers' Compensation West Coast Seminar, October 9, 2018

	<p>Workers' Compensation West Coast Seminar</p>
	<p>Tuesday October 9, 2018 San Diego, CA</p> <p>REGISTER TODAY</p>

Are you ready for in-depth analysis of current legal trends and hot issues that will challenge the way you defend workers' compensation claims? If so, the DRI Workers' Compensation West Coast Seminar is the event you cannot afford to miss! This exclusive event will focus on issues of interest for the West Coast workers' compensation stakeholders. The one-day program in advance of Comp Laude® will offer guidance for claims professionals, including Risk Managers, claims adjusters and employers, as well as workers' compensation attorneys, on emotional intelligence in the world of workers' compensation litigation, current ethical issues and considerations, and discussions on latest developments as to what constitutes a "working day" or "normal business day" for calculating timelines for all

things important involving defense of workers' compensation claims. [Click here](#) to view the brochure and register for the program.

Asbestos Medicine Seminar, November 8-9, 2018

	<p>Asbestos Medicine Seminar</p>
	<p>November 8-9, 2018 Austin, TX</p> <p>REGISTER TODAY</p>

Pack your boots and two-step south by southwest to Austin for DRI's 2018 Asbestos Medicine Seminar! This seminar brings together the finest litigators with the top experts in medicine and science to provide an insightful and interactive event. With presentations on the latest in asbestos and talc litigation and the application of knowledge to case work-up, this seminar is a must for practitioners of all levels. No trip to the "live music capital of the world" would be complete without mixing songwriting talent with litigation skills. Attendees will enjoy lively networking receptions, where business development is the name of the game. You'll depart with invaluable information to keep you at the forefront of asbestos and talc defense. [Click here](#) to view the brochure and register for the program.

Professional Liability Seminar, November 29-30, 2018

	<p>Professional Liability Seminar</p>
	<p>November 29-30, 2018 New York, NY</p> <p>REGISTER TODAY</p>

The 2018 DRI Professional Liability Seminar will provide you with the tools to defend any professional successfully in our current legal climate. With presentations by the most prominent and experienced professional liability lawyers, experts, and insurance professionals in the country, this year's seminar will again provide attendees with the most up-to-date information regarding new issues, defenses, and strategies. Through the insight, tools, and skills that you will gain at this seminar, we hope to build on DRI's renowned foundation of success by putting you at the forefront of establishing efficient and creative ways to defend the modern professional. [Click here](#) to view the brochure and register for the program.

Insurance Coverage and Practice Symposium, November 29–30, 2018



The DRI Insurance Coverage and Practice Symposium is the foremost educational event for insurance executives, claims professionals, and outside counsel who specialize in insurance coverage. This year’s symposium will once again offer an unparalleled opportunity to engage with a distinguished faculty of insurance industry leaders, experts, and coverage lawyers on emerging issues, recent court rulings, national trends, and the future of insurance coverage law. In addition, the symposium will provide exceptional networking events, as well as an opportunity to experience the wonder of New York City during the holiday season! [Click here](#) to view the brochure and register for the program.

Upcoming Webinars

Successfully Managing the Insurer/Employer Relationship, September 26, 2018, 12:00 p.m.–1:00 p.m. CST



Employers and their insurers (and other third-party vendors) typically work together in a harmonious fashion to provide a broad range of employee benefits to employees. However, there are numerous traps for the unwary in managing the employer-insurer relationship, particularly with the increased regulatory and compliance demands on employers and insurers. It makes sense for the parties to spend time at the front end to set expectations properly and understand the needs of the employer. In doing so, potential conflicts around the following topics can be avoided or minimized at claim time. [Click here](#) to learn more and register for the webinar.

Strategic Discovery in Construction Cases: Framing Effective Inquiries, Furnishing Necessary Responses and Budgeting for Cost Control, September 27, 2018, 12:00 p.m.–1:00 p.m. CST



This webinar will explore the most effective ways to develop a discovery strategy for construction cases. We will identify the primary project witnesses, facts and data; how to draft effective interrogatories and document requests with a focus on key events and milestones during projects; constructing a meaningful electronically stored information protocol for the exchange of email and other digital records; and concerns for preserving privileged communications. We will also compare discovery strategies depending on whether the dispute is in arbitration or courts of law. The advent of digital record keeping has dramatically increased the burden of discovery in litigation. Parties to disputes and their counsel need to evaluate the scope of discovery early in a dispute and to create a discovery budget and plan for success. The presenter has drawn upon decades of investigation experiences to apply his best evaluative practices to the rapidly changing digital age. [Click here](#) to learn more and register for the webinar.

Student Loan Best Practices for DRI Members, October 2, 2018, 12:00 p.m.–1:00 p.m. CST



The webinar will cover all student debt repayment options that are available to DRI members, including the exclusive student loan refinancing program being offered by Laurel Road. There is no one size fits all approach to student loan repayment, and this online presentation will delve into the considerations surrounding each option. [Click here](#) to learn more and register for the webinar.

New Member Spotlight

Gurudev D. Allin, Fukunaga Matayoshi Ching & Kon-Hererra LLP



Gurudev D. Allin is an associate with the firm of Fukunaga Matayoshi Ching & Kon-Hererra LLP in Honolulu, Hawai'i. His practice areas are commercial litigation, professional liability defense, health law, admiralty defense, tort defense, and product liability defense. He is admitted to the bars of New Jersey (2009), New York (2010),

and Hawai'i (2010), and is admitted to practice before the United States District Courts for the Districts of New Jersey and Hawai'i.

Mr. Allin graduated from Albany Law School in 2009, magna cum laude. In law school he interned for Judge Richard K. Eaton of the United States Court of International Trade and Judge Lawrence Kahn of the U.S. District Court

for the Northern District of New York and also participated in the Jessup International Moot Court Competition in New York City.

After law school, Mr. Allin worked for a boutique law firm in Albany, New York, acting as general counsel for several nursing homes throughout the state of New York, and then for two years, he operated a solo practice based in Saratoga Springs, New York, before relocating to Hawai'i in 2014.

Mr. Allin has volunteered for pro bono legal clinics held by Volunteer Legal Services Hawai'i, assisting indigent clients in civil matters. When he is not practicing law, Mr. Allin has avocational interests in astronomy, archaeology, history, and philosophy and enjoys occasional hiking, snorkeling, or kayaking.

Quote of the Week

"I never went to a John Wayne movie to find a philosophy to live by or to absorb a profound message. I went for the simple pleasure of spending a couple of hours seeing the bad guys lose."

—Mike Royko (b. Sept. 19, 1932), Chicago Sun Times, June 13, 1979