

THE SETTLEMENT CONFERENCE

Cost

\$225 Half-Day seminar and lunch

Location

South Pacific Ballroom 1 & 2

Time

9:00 a.m. to 2:00 p.m.

Credits

2.75 hours

Course Description

The road to a settlement is not an easy one. There are multiple detours and speed bumps to consider along the way. These can include case elements, applicable laws, your client's needs and your adversary's position. Understanding the art of negotiation is also critical to reaching a settlement that is satisfactory to you and your client.

This practical seminar will examine the art of negotiation and the settlement conference process in detail. Learn how to develop a settlement strategy early in the case. Review what happens at a settlement conference and what you can expect. Discover the secrets to successful negotiation. Gain a better understanding of the role of mediation in settlements.

Speakers

The Honorable Gary W.B. Chang
Circuit Court, First Circuit

The Honorable Kevin S.C. Chang
Magistrate Judge, U.S. District Court

Jarod J. Buna
Department of the Attorney General

Jacqueline L.S. Earle
Goodsill Anderson Quinn & Stifel LLP

Keith W. Hunter
Dispute Prevention & Resolution, Inc.

Milton Yasunaga
Cades Schutte LLP

The Settlement Conference Program Schedule

9:00 a.m.

Pre-Settlement Preparation and Strategy

- Evaluating the Client's Goals
- Developing a Framework for Settlement Negotiations
- Cost-Benefit Analysis
- Keeping a Broad Viewpoint

9:30 a.m.

What Judges Wish Attorneys Knew About Settlements

10:00 a.m.

Break

10:15 a.m.

How to Succeed at a Settlement Conference

- Open Communication
- Making Offers and Counteroffers
- Effective Negotiation Techniques
- Common Negotiating Mistakes
- Applying the art of Ho'oponopono
- Solving Problems and Unfair Settlement Practices
- Evaluating Settlement Offers
- Documenting the Settlement
- Releases and Covenants

11:15 a.m.

Mediation

- Role of Mediation
- When to Consider Mediation
- Effective Mediation Preparation
- Stages of the Mediation Process
- Bringing the Mediation Process to a Successful Conclusion

12:00 p.m.

Lunch

Coral Ballroom 4 & 5

Annual Meeting and Keynote Address

2:00 p.m.

Program Ends

2009 BAR CONVENTION REGISTRATION

SEPTEMBER 18, 2009 • HILTON HAWAIIAN VILLAGE BEACH RESORT & SPA • CORAL BALLROOM



>> Please Print

Full Name _____ Firm _____

Address _____ Phone _____

If you are a Hawaii attorney, you must provide your J.D. Number _____ Email _____

Signature of Registrant _____

SEMINARS TO ATTEND

Seminar	Cost	Vegetarian Lunch?	Credits
The Settlement Conference 9:00 a.m. to 2:00 p.m.	<input type="checkbox"/> \$225 Half-Day seminar and lunch	<input type="checkbox"/>	2.75 hours
Paying for Health Care at the End-of-Life, including Medicaid Long-Term Care 9:00 a.m. to 2:00 p.m.	<input type="checkbox"/> \$225 Half-Day seminar, lunch and Chapter 17	<input type="checkbox"/>	2.75 hours
Casemaker® Update 10:30 a.m. to 11:30 a.m. OR 3:15 p.m. to 4:15 p.m.	<input type="checkbox"/> Free morning seminar <input type="checkbox"/> Free afternoon seminar		No Credit
Franchise Law 12:00 p.m. to 5:00 p.m.	<input type="checkbox"/> \$225 Half-Day seminar and lunch	<input type="checkbox"/>	2.5 hours
Mediator Tools or Manipulation: When Do Mediators Cross the Line? 12:00 p.m. to 5:15 p.m.	<input type="checkbox"/> \$90 Half-Day seminar and lunch	<input type="checkbox"/>	3 Credits
Securing Intellectual Property Rights: What All Lawyers Need to Know 12:00 p.m. to 5:30 p.m.	<input type="checkbox"/> \$225 Half-Day seminar and lunch <i>A special discount price of \$180 is available for Intellectual Property Section members.</i>	<input type="checkbox"/>	3.25 hours
2009 Family Law Update Full Day 9:00 a.m. to 5:30 p.m.	<input type="checkbox"/> \$350 Full Day seminar, lunch and supplement <input type="checkbox"/> \$275 Full Day seminar and lunch <input type="checkbox"/> \$225 Half-Day morning or afternoon seminar and lunch <input type="checkbox"/> \$300 Half-Day morning or afternoon seminar, lunch, and the 2009 <i>Hawaii Divorce Manual Supplement</i> <i>Family Law Section members receive a \$50 discount for the full day programs and a \$25 discount for the half-day programs.</i>	<input type="checkbox"/>	6 hours
Real Estate Law Manual, Volume Two Full Day 9:00 a.m. to 3:30 p.m.	<input type="checkbox"/> \$350 Full Day seminar, lunch and manual	<input type="checkbox"/>	4.25 hours
Keynote Speaker and Annual Meeting	<input type="checkbox"/> \$40 Lunch Only: Keynote Speaker and Annual Meeting <input type="checkbox"/> YES, my seminar includes lunch, and I will be attending.	<input type="checkbox"/> NO, I will not be attending.	

PAYMENT INFORMATION

Payment Type: Check Visa Mastercard Credit Card Number _____ Expiration Date _____

Card Holder's Name _____ Card Holder's Signature _____

Non-Oahu HSBA members, nonprofit employees, and government employees may deduct 15% from the cost. Cost _____ minus 15% _____ = _____

TOTAL PAYMENT ENCLOSED \$ _____



ADDITIONAL REGISTRATION INFORMATION

Registration

Lunch, course materials, and manuals are not guaranteed for walk-in or late (after September 1, 2009) registration. If your seminar includes lunch, please check below to indicate whether you will be attending; however, there is no deduction in cost if you decide not to attend. Meals will be ordered only for those who have indicated that they will be attending.

Parking

With proper validation, the valet parking is \$13 and self-park is \$8.

Cancellation

A refund will be made only if we receive written notice of cancellation on or before September 1, 2009.

Insufficient Funds

A \$20 fee will be charged for insufficient funds.

Course Materials

Course materials, for most of the seminars, will be available at the seminars only for those who register on or before September 1, 2009.

The Real Estate Law Manual, Volume Two

This manual will not be printed in time for this seminar. The HSBA will notify registrants when the manuals are available for pick up. Registrants must pick up their printed manuals at the HSBA or pay postage for the mailing of the manuals.

Questions / Special Accommodations

Contact Lisa Tsukayama or another CLE Program Department staff at (808) 537-1868 or email ltsukayama@hsba.org.

Mail or Fax Registration

Fax to (808) 521-7936 or mail to the Hawaii State Bar Association, 1132 Bishop Street, Suite 906, Honolulu, Hawaii 96813. Attention: Lisa Tsukayama

Late Registration Fee

An additional \$30 will be charged for all registrations **AFTER September 11, 2009.**

Changes

The form, content, and other aspects of the seminars are subject to change. The HSBA reserves the right to cancel seminars without liability, and the HSBA shall, in such a situation, return the amounts paid to the registrant. Please note that the location and/or times of the seminars are subject to change. Please check for possible changes at the registration area on the day of the Bar Convention.

Videotaping / Photography

The seminar may be videotaped and/or photographed and your registration constitutes your voluntary consent to such videotaping and/or photography without monetary compensation. The seminars may be available for purchase as a DVD plus course materials approximately three weeks after the convention; the order form will be available on the HSBA website at www.hsba.org under "Publication List."

Disclaimer

The representations made at this Bar Convention and content/materials are those of the presenters and do not represent the position of the HSBA. Legal opinions, analyses, and materials provided by the presenters are not reviewed by the HSBA.

Special Discounts

A 15% discount may be deducted for all non-Oahu HSBA members, nonprofit employees, and government employees.