

# PRACTICE 360<sup>o</sup> A DAY FOR LAWYERS & LAW FIRMS

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**Nicole "Nai" Black, Esq.** is an author, journalist, and the Legal Technology Evangelist at MyCase. She authored "Cloud Computing for Lawyers" (2012) and co-authored "Social Media for Lawyers: The Next Frontier" (2010), both published by the American Bar Association. She also co-authored "Criminal Law in New York," a Thomson Reuters treatise. She writes regular columns for Above the Law, ADA Journal, and The Daily Record, has authored hundreds of articles for other publications, and regularly speaks at conferences regarding the intersection of law and emerging technologies.



**Ada Chen, Esq.** came to the United States for college and has been here ever since. She is a native of Hong Kong and is fluent in Cantonese. Ms. Chen began her legal career as an immigration attorney in 1998 handling a variety of cases, including H-1B visas, Labor Certification, Political Asylum, Adjustment of Status, K visas, removal of conditional status, petition for relatives and naturalization petitions. In 1998 she formed a law partnership with Mark M. Rollins, creating the Rollins and Chan Law Firm.



**Greg Cooke** is the Vice President of Sales and Client Management at USIAffinity for its Lawyer's Professional Liability Division. He is a specialist in working directly with small to mid-size law firms on their Professional Liability Insurance and Cyber Insurance. He is a regular speaker and panelist on Insurance and Risk Management topics relative to the legal industry. He has 10+ years of experience in the insurance industry.



**Tasha "TCD" Cooper, Esq.** is an attorney, best-selling author and social media strategist. She uses her position for making the internet work for business to help subject matter experts, entrepreneurs and lawyers leverage the power of social media to (1) make a bigger impact, (2) expand their influence and (3) increase business. In addition to building active communities on social media for her own business ventures, TC has provided social media marketing and online branding programs for individuals, small business and organizations that include the Council on Foreign Relations, White House Fellows Program, Wall Street Project Economic Summit, Maryland Bar Association, and the D.C. Bar.



**Hon. Herbert B. Dixon, Jr.** retired from the Superior Court of the District of Columbia in 2015 after thirty years of service. He was appointed to successive 15-year terms first by President Ronald Reagan and subsequently by President William Clinton. Judge Dixon is the technology columnist for "The Judges" Journal magazine and senior judicial adviser to the Center for Legal and Court Technology (formerly the Courtroom 21 Project), an initiative of the Marshall-Wythe Law School at the College of William & Mary and the National Center for State Courts. He received his Juris Doctor degree from Georgetown University Law Center and a Bachelor of Science degree in Electrical Engineering from Howard University. Upon the announcement of Judge Dixon's retirement, the Legal Times referred to him as the "Technology Judge." Judge Dixon's Twitter handle is @JPDixon.



**Claude Ducloux, Esq.** is a Board-Certified Civil Trial and Civil Appellate lawyer, and a national CLE speaker on Lawyer Ethics, Office Management and Client Relations, who has spoken at CLE events more than 100 times since Jan 2016. In 2011, the State Bar of Texas honored him with their highest award for Lifetime Achievement in CLE, the Gene Gavin Award. In addition to his practice, Mr. Ducloux serves as the Director of Education, Ethics and State Compliance for LawPay.



**Nakiya Gray, Esq.** is the powerhouse business woman behind Nakiya Gray Legal, P.C. She is a licensed attorney and business consultant who passionately supports players in the new era of entrepreneurship by providing business-minded legal advice as well as branding and marketing strategy. In addition to building her own successful law practice, Ms. Gray has over 10 years of expertise in business, marketing and legal services. She holds a Bachelor's degree in Marketing, a Master's degree in Strategic Communication, and a Juris Doctor.



**Mary Ellen Hickman, MBA** is the head of Hickman Consulting Partners and a seasoned business and marketing strategy consultant with over twenty years of experience in the US and overseas. She began her career by starting a business to market new products in the former Soviet Union and then worked to expand and launch new brands in the highly competitive US consumer packaged goods market for Kraft, Warner-Lambert, and Coors. Now, she and her team of marketing experts provide marketing plans and strategy and serve as an outsourced marketing department for leaders of growing businesses. Ms. Hickman is known for her ability to build efficient, effective marketing plans and campaigns that dramatically increase profitability in twelve months.



**Nikki L. Irwin, LICSW** is a senior counselor with the D.C. Bar Lawyer Assistance Program. She has over ten years' experience in counseling and mental health. She has a B.S. in Psychology and Family Studies from Stevenson University (formerly Villa Julie College) and an MSW from the University of Maryland School of Social Work, with a concentration in Employee Assistance Programs.



**Daniel M. Mills, Esq.** is the assistant director of the Practice Management Advisory Service of the D.C. Bar. Dan helps lawyers with the business of their law office. He is a member of the Bar of the District of Columbia. Dan co-leads Basic Training & Beyond, a two-day, monthly, free program for small firm lawyers in the District. The program received the ABA's Gambrell Award for Professionalism in 2011. He co-leads the annual multi-session Successful Small Firm Practice Course, an in-depth eight-part exploration of starting and growing a small firm. The Course received the Gambrell Award in 2015. Mr. Mills shares presentation of these programs with Rochelle D. Worthington, senior staff attorney in the Practice Management Advisory Service.



**Sharon D. Nelson, Esq.** is the President of Sensei Enterprises, Inc., a digital forensics, cybersecurity and information technology firm in Fairfax, Virginia. Ms. Nelson is the author of the noted electronic evidence blog, Rise the Lightning and is a co-host of the Legal Talk Network podcast series called "The Digital Edge: Lawyers and Technology" as well as "Digital Detectives." She authored seventeen books published by the ABA and hundreds of articles and is a frequent speaker on legal technology, cybersecurity and electronic evidence topics. She was the President of the Virginia State Bar from June 2013 to June 2014 and is a past President of the Fairfax Law Foundation. She may be reached at [snelson@senseient.com](mailto:snelson@senseient.com).



**Jack Newton** is founder and CEO of Clio, the leading provider of cloud-based practice management software used by lawyers around the world. Clio has received numerous awards recognizing it for its outstanding corporate culture—and for being one of the fastest growing, most innovative technology companies worldwide. Over the decade since Clio's founding, Jack has spearheaded efforts to educate the legal community on the security, ethics, and privacy related issues surrounding cloud computing. Jack also serves as president of the Legal Cloud Computing Association (LCCA), a consortium with a mandate to accelerate the adoption of cloud computing in the legal industry.



**Erin Page, Esq.** is senior law librarian and reference attorney with FastCase. Ms. Page is a graduate of the William and Mary Marshall Wythe School of Law, where she received honors in Legal Practice. She also received a BA in Classics from St John's College, Annapolis, and a Master's degree in Legal Library Science from Catholic University. Prior to working with FastCase, Erin worked for 8 years as an attorney with Convergent in Insurance Mediation and as company trainer/ CLE coordinator.



**Denise J. Perma, LICSW** is the manager of the D.C. Bar Lawyer Assistance Program. She has 20 years of experience in counseling and mental health, with a focus in substance abuse and Employee Assistance Programs. She has a B.A. in Psychology and an MSW from the University of Maryland School of Social Work, with a concentration in Occupational Social Work. She is licensed to practice clinical social work in Maryland and the District of Columbia.



**Bonnie J. Prober, Esq.** practiced for over a decade as a civil litigation attorney at a large corporate defense firm in New York and Washington, DC, at the Federal Programs Branch of the Department of Justice, and at a small plaintiff's litigation boutique. Recognizing the need for greater awareness and attention to the mental and physical health and wellness of attorneys across each of these settings, Ms. Prober returned to school for a Masters of Social Work (May 2015), with a concentration in Employee Assistance Programs. She now focuses her work on providing education and awareness to legal professionals about mental health issues and resources.



**Michele Collier Richards, JD, PCC** is a former litigator with Howery, LLP, where she led teams of lawyers, experts, and other professionals in defense of complicated and high-stakes financial fraud and political corruption cases. Over the last ten years, Ms. Richards has focused on helping lawyers and other professionals develop the skills they need to be successful, with an emphasis on leadership, management, and business development. She is the author of the best-selling book, "Origins: Business Development for Lawyers" and helped create the D.C. Bar's groundbreaking emotional intelligence training program for lawyers.



**Mark Rollins, Esq.** began his career as a Covington and Burling Westwood Fellow with Neighborhood Legal Services. Immediately after his fellowship ended in 1987, he started to pursue his passion as a criminal defense lawyer. Mr. Rollins is a member of the Federal court of District of Columbia and the State of Maryland. He has tried over 60 criminal jury trials and thousands of criminal bench trials. He has been on the Criminal Justice Act Panel since 1997. In 1998 Mr. Rollins formed a law partnership with Ada Chen, creating the Rollins and Chan Law Firm.



**Conrad Saam** is the founder of Mockingbird Marketing – an agency delivering advanced online marketing exclusively for the legal industry. He is one of only 34 Google Small Business Advisors with a focus on SEO and PR. Prior to Mockingbird, Mr. Saam architected Avo's ascendancy from concept to legal directory market leader through advanced SEO strategy. He was an early contributor to Search Engine Land's In-House column, has been featured in USA Today, the New York Times and the Huffington Post and is the author of The FindLaw Jitters Guide. Mr. Saam holds an MBA from the Ross School of Business at the University of Michigan and tweets @conradsaam.



**Rebecca Iatlin** is the Chief Information Officer of World Software Corporation (Worldox) and part of the ALT Founding Circle. She has more than 25 years of experience in law firm technology and has spoken on topics such as cybersecurity, design thinking, collaboration, and deployment planning at bar associations, ILTA, LegalTech, and other technology forums.



**Deborah J. Schaefer, CPA** is an accountant in Connecticut and New York, who specializes in the selection, implementation, training, and support of computer-based accounting systems for law firms. Practicing for over 35 years, she has worked with hundreds of firms across the US and internationally. Prior to starting her own firm, Ms. Schaefer worked in the computer audit and consulting divisions of several national accounting firms in New York and Boston. Some of the packages she supports include: PCLaw, Soluno, ActonStep, CoemLex, NetDocuments, Time Matters, Amicus, and QuickBooks.



**John W. Simak** is the Vice President of Sensei Enterprises, Inc., an information technology, digital forensics and cybersecurity firm located in Fairfax, VA. He holds the prestigious CISP (Certified Information Systems Security Professional) certification in addition to multiple other technical certifications. Mr. Simak has a national reputation as a digital forensics technologist and has testified as an expert witness throughout the United States. He authored seventeen books published by the NSA and hundreds of articles. Mr. Simak is the co-host of the Legal Talk Network podcast Digital Detectives and a frequent speaker on legal technology, cybersecurity. He may be reached at [jsimak@senseient.com](mailto:jsimak@senseient.com).



**Erika Hillabower, Esq.** joined the legal ethics program at the District of Columbia Bar in 2013. In her role, as senior ethics counsel, she provides guidance to members of the D.C. Bar seeking information on the interpretation and application of the D.C. Rules of Professional Conduct. She contributes to columns on legal ethics that appear in the *Washington Lawyer* and regularly serves as faculty on MCLE accredited ethics courses. In addition, she provides staff support to the both the Legal Ethics Committee and the Rules Review Committee of the D.C. Bar. In connection with her committee work, she assists in drafting both informal chair letters and published Legal Ethics Committee opinions.



**Kristin Thomas** is the owner of RT Designs, LLC, a litigation graphics and information design company. An experienced trial consultant, Ms. Thomas has worked on hundreds of cases and handles matters involving intellectual property, fraud, legal malpractice, insider-trading, and personal injury. She presents matters in State and Federal Courts across the country, before the Bankruptcy Court, and for international bodies such as the International Trade Commission and the World Trade Organization. Kristin is currently serving her second three-year term as a non-attorney member of the D.C. Bar Legal Ethics Committee and is the author of several web-received articles and white papers.



**Hope C. Todd, Esq.** is the assistant director of Legal Ethics, Regulation Counsel, at the District of Columbia Bar. Since 2008, Ms. Todd has provided legal ethics guidance through the D.C. Bar's Ethics Helpline on the interpretation and application of the D.C. Rules of Professional Conduct. Ms. Todd regularly teaches ethics CLEs and has served on panels for local, national and international audiences. She is a contributing author for the "Ask the Ethics Experts" and "Speaking of Ethics" features for the *Washington Lawyer*.



**David Hagler**, BRG Executive Director & Vice Chairman, is a member of the Board of Directors at BRG and specializes in antitrust economics (including matters related to claimed price fixing and monopolization), damage assessment in intellectual property matters (including those involving patents and trade secrets), and analysis of damage issues related to general commercial litigation (including issues related to valuation). He has testified as an economic expert in both federal and state courts, before arbitration panels and regulatory agencies, and before Congress. He is particularly experienced in analyzing economic issues related to possible class certification, having submitted expert reports in over fifteen such matters (including over ten related to antitrust issues).



**Jeffrey Klensk**, BRG Director, focuses his practice on the application of economic theory to issues of antitrust, as well as to the analysis of damages stemming from commercial litigation matters. Examples of antitrust work undertaken by Mr. Klensk include analysis of alleged price-fixing, tying and bundling arrangements, the use of conditional rebates, and resale price maintenance. In the context of damages, he has analyzed reasonable royalties and lost profits in patent infringement matters, lost wages in employment disputes such as wrongful terminations, and public interest and remedy issues in Section 337 cases. He also has significant experience analyzing issues associated with class certification, particularly in the context of alleged price-fixing.