

THE COLLEGE OF COMMUNITY ASSOCIATION LAWYERS PRESENTS

32  
32ND ANNUAL



COMMUNITY ASSOCIATION

# Law Seminar

CIRMS  
INSURANCE  
**MASTERS  
PROGRAM**  
PAGE 7

A two-day forum exploring trends and practices in association law for attorneys, management professionals and other industry leaders.

January 13–15, 2011 | Las Vegas  
Register by December 1 and save!

  
community  
ASSOCIATIONS INSTITUTE

# Faculty

THIS PROGRAM IS DEVELOPED EACH YEAR BY CAI'S COLLEGE OF COMMUNITY ASSOCIATION LAWYERS (CCAL) AS PART OF ITS COMMITMENT TO ADVANCING THE KNOWLEDGE AND PRACTICE OF COMMUNITY ASSOCIATION LAW.

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**Brian Brill**

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**Todd Bucholz**

Economist, author and former White House advisor  
Washington, DC

**C. Scott Canady**

Tambala Strategy  
Alexandria, VA

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Carpenter, Hazlewood, Delgado & Wood PLLC  
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**Michael E. Chapnick, ESQ.**

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**Kevin Davis, CIRMS**

Kevin Davis Insurance Services,  
Travelers Casualty & Surety Co.  
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**Ellen Hirsch de Haan, ESQ.\***

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Phoenix, AZ

**Jason E. Fisher, ESQ.**

Lerch, Early & Brewer Chartered  
Bethesda, MD

**Andrew S. Fortin, ESQ.**

Community Associations Institute  
Alexandria, VA

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Frost, Christenson & Associates  
Bound Brook, NJ

**Mitchell Frumkin, PE, CGP, RS**

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**Melissa M. Garcia, ESQ.**

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Goodman, Shapiro & Lombardi LLC  
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**Rory K. Nugent, ESQ.**

Rees Broome PC  
Vienna, VA

**Matt D. Ober, ESQ.\***

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Pasadena, CA

**Glenn Pomeroy**

Chief Executive Officer  
California Earthquake Authority  
Sacramento, CA

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Fairfax, VA

**J. Roger Wood, ESQ.**

Carpenter, Hazlewood, Delgado & Wood PLC  
Tempe, AZ

**\*CCAL member**

# Schedule

## THURSDAY, JANUARY 13

### OPTIONAL HALF-DAY PROGRAM

#### Brave New World: Technology, Social Media and Community Association Law

\$75 early registration by December 1  
\$90 registration after December 1

1–2:15 p.m.

#### Community Association Lawyers and Technology: An Industry Survey

Clifford J. Treese, CPCU, ARM, CIRMS and  
William F. Hession, CMCA, AMS, PCAM

CCAL has surveyed community association law practitioners to gauge how they are using technology in their practices. This session reviews the survey results and provides insight into how attorneys and firms are interacting with clients and third-party vendors and enhancing their profitability. Gain a better understanding of the wide range of products and services available to you, examine the evolving role of social media, compare your IT business practices with similar firms and share your most helpful technology tips with colleagues.

2:15–3:30 p.m.

#### Leveraging Technology in a Community Association Law Firm to Increase Productivity and Client Satisfaction

Michael E. Chapnick, ESQ.

This session offers a practical discussion of how hardware, software and web-based and mobile technologies are being used in small to mid-sized community association law firms to

streamline procedures and improve client service. The discussion includes implementing a paperless office, client information web portals and document automation and management.

3:45–5 p.m.

#### It's Not a Listserv World Anymore: Marketing in the Social Media Age

J. Roger Wood, ESQ.; Amy H. Bray, ESQ.; Robert DeNicholo, ESQ. and Melissa M. Garcia, ESQ.

Marketing is a competitive world, and those in need of legal services surf, tweet and post in search of an attorney. Today, a lawyer's website may be the

first and only chance to make a good impression. This session briefly explores

ethical and professional obligations in these technological times, from client confidentiality to dealing with third parties. The session also features a panel discussion and Q&A with tweeters and posters in the HOA/condo

practice area. Learn firsthand about new tools to better

market legal services and how to avoid professional and ethical pitfalls.

5–7 p.m.

#### Early Registration

## FRIDAY, JANUARY 14

7–8 a.m.

#### Registration and continental breakfast

8–8:15 a.m.

#### Welcome

8:15–9:30 a.m.

#### Opening General Session Case Law Update: Part I

George E. Nowack Jr., ESQ.\* and Wilbert Washington II, ESQ.\*

Join CCAL Dean George Nowack and CCAL member Will Washington as they kick off the seminar with an overview of significant cases that shaped community association law in 2010. In addition to reviewing individual cases and their compelling fact patterns, this session examines emerging trends in association jurisprudence.

9:30–10 a.m.

#### Legislative Update: Part I

J. David Ramsey, ESQ.\*

Just as case law shapes the boundaries of community association law, so do the numerous statutes and acts passed by state legislatures. In 2008, more than 7,000 pieces of legislation were introduced that had the potential to impact the legal infrastructure of community associations. This overview examines important state developments, emerging trends and some extreme examples of the ever-evolving statutory framework shaping associations.

10:15–11:15 a.m.

#### Concurrent sessions

#### Hollywood in the Courtroom: Using Affordable Animations and Simulations to Win Cases

Samuel J. McNulty, ESQ.\*; Marshall Frost, PE, PP, RS and Brian Brill

In the age of the iPad, Myth Busters and Ken Burns PBS specials, jurors expect to be shown complex cases with animations and simulations. Join an experienced animator, engineer and trial attorney to see the latest in demonstrative evidence techniques and to discuss their uses in the trial and mediation of complex construction defect cases.



FRIDAY, 10:15–11:15, con't.

## FHA Condominium Update: One Year Later

Stephen M. Marcus, ESQ.\*; George E. Nowack Jr., ESQ.\* and Laura K. Sanchez, ESQ.\*

This session reviews FHA condominium requirements a year after the elimination of spot loan approvals. In addition to examining mortgagee letters 2009–46B and 2009–46A, the session reviews other recent requirements and discusses the effects of new requirements on the approval process.

## Your Home is Our Castle: A Principled Approach to Surviving Design Review

Brian P. McLean, ESQ. and Terrence A. Leahy, ESQ.

Homeownership has transformed over several generations from “your home is your castle” to “your home is our castle.” This transformation arises from the emergence and growth of common-interest communities, with associations being given greater regulatory control over common areas and owner behavior. Learn about architectural and judicial review of association decisions, and be better equipped to shape outcomes in matters where both sides are willing to defend their castle “to the death.”

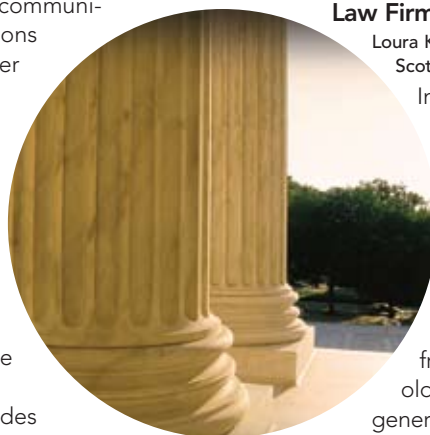
11:30 a.m.–12:30 p.m.

### Concurrent sessions

## My Neighbor Must Be a Sociopath: Mediating Multi-Party HOA Disputes with Difficult Personalities

Karin S. Hobbs, ESQ.; Hon. William B. Bohling and Lincoln W. Hobbs, ESQ.\*

How can you resolve complex disputes with clients who seem evil, irrational or possibly unstable? The dispute begins with a minor complaint and escalates to include contractors, developers and the HOA board. You are hired to represent a party, and you find yourself in endless depositions. This session provides strategies you can use during



the dispute and how to counsel your clients to act toward their neighbor. It also covers the mediator’s role in large cases involving difficult clients.

## The Community Association Law Firm of the Future

Laura K. Sanchez, ESQ.\* and Scott B. Carpenter, ESQ.\*

In the ever-changing world of community associations, our practices must also change. This session discusses how the future will be different based on lessons learned from newcomers and old-timers. Topics include generational issues, staffing levels, client servicing, technology and competition. Through a lively discussion, the session explores the challenges we are likely to face in the next few years, necessary shifts in philosophy and solutions for making our practices even more successful.

## Tales from the Dark Side of Declarant Transition

Edmund Allcock, ESQ.; David Graf, ESQ. and Robert M. Diamond, ESQ.\*

This session explores problems association boards inherit when the developer turns over control of the association to “civilian rule” (homeowners). It offers analysis and solutions to transition problems such as construction defects, permit issues, rights abuses,

non-payment of assessments, unreasonable document provisions, contract and lease problems, suits against an association with no or inadequate insurance and bankruptcy of the developer.

12:30–1:45 p.m.

### Lecture and luncheon

2–3:30 p.m.

### Concurrent sessions

## Mighty Morphing Mortgage Markets: Understanding the Impact of the Federal Overhaul of the Mortgage Finance System

Clifford J. Treese, CPCU, ARM, CIRMS; C. Scott Canady and J. David Ramsey, ESQ.\* Moderated by Andrew S. Fortin, ESQ.

In fall 2010, the Obama administration and Congress launched a coordinated effort to rebuild the federal mortgage finance system, which was left in ruins by the great housing bust. As this process moves forward, the entire financing system, including Fannie Mae, Freddie Mac and FHA, is on the table for major restructuring, elimination or replacement. In addition, the sweeping banking reform bill passed in the summer of 2010 empowered a patchwork of federal agencies to create new federal mortgage qualifying regulations. As the future of mortgage financing in community associations continues to evolve, find out where the debate stands and gain insights into where it is going.



FRIDAY, JANUARY 14, 12:30–1:45 PM

## Wayne Hyatt Lecture Series: It’s the Economy, Stupid. Or Is It the Stupid Economy?

Todd Buchholz, Economist and Author

A weak economy, trillion dollar federal deficits, expiring tax cuts, failing banks and nervous investors don’t hold much promise for a quick turnaround to current economic woes. While economic turbulence is nothing new, it can and does have an affect on how we plan for our businesses.

Economist, author and former White House advisor Todd Buchholz shares his insights and experience in dealing with changing political priorities and outcomes. Learn strategies for dealing with economic uncertainty and how to position your firm to weather the storm ahead.

## Alternative Dispute Resolution for the 21st Century

E. Richard Kennedy, ESQ.\* and Jeffrey Van Grack, ESQ.\*

This session provides a full overview of the strategies, benefits, mindset and preparation for mediation, as well as day-to-day approaches for keeping mediation moving forward within a community and using the spirit of mediation to prevent future claims and loss. Ethics and confidentiality are discussed as important parts of the mediation process and as factors affecting settlement security. In addition, the session will review case law involving alternative dispute resolution.

### 3:45–5:30 p.m.

#### Panel of Pundits

Laura K. Sanchez, ESQ.\*; Samuel J. McNulty, ESQ.\*; Joseph E. Adams, ESQ.\*; Mary M. Howell, ESQ.\* and Stephen M. Marcus, ESQ.\* Moderated by George E. Nowack Jr., ESQ.\*

Our annual session giving community association attorneys of all experience levels the chance to get answers to their pressing legal concerns takes a new twist. Spoofing popular sports shows, the panel of pundits will face the shot clock while providing their thoughts on your questions. Will they make the grade, or will penalty flags fly? Advance submission of written questions is encouraged.

### 5:30–6:30 p.m.

#### Cocktail reception

Hosted by CCAL

Join your colleagues for great food and drinks and an opportunity to socialize with the premier experts in this field. (Please RSVP on the registration form if you are attending the reception.)

## SATURDAY, JANUARY 15

### 7–8 a.m.

#### Continental breakfast

### 8–9:30 a.m.

#### Opening General Session Case Law Update: Part II

George E. Nowack Jr., ESQ. and Wilbert Washington II, ESQ.

CCAL Dean George E. Nowack and CCAL member Will Washington continue their in-depth overview of significant cases that shaped community association law in 2010.

### 9:30–10 a.m.

#### Legislative Update: Part II

J. David Ramsey, ESQ.\*

J. David Ramsey continues his examination of important state developments, emerging trends and the evolving statutory framework shaping community associations.

### 10:15–11:15 a.m.

#### Concurrent sessions

#### Ground Zero: Strategies for Coping with the Collapse of the Real Estate Market

Joseph E. Adams, ESQ.\* and J. Kevin Miller, ESQ.

Community associations and their lawyers are facing serious challenges dealing with the collapse of the real estate market and its economic impact on communities. This session addresses cutting-edge litigation strategies to advance stalled mortgage foreclosure actions, non-litigation strategies, legislative responses to the economic crisis, judicial decisions in foreclosure and collection cases and unconventional collections methods. The presenters offer their perspectives from Florida, one of the most impacted markets in the nation.

#### Legally Green: Reconciling Restrictive Covenants with Eco-Friendly Practices in the Community Association

Steven L. Sugarman, ESQ.\* and Mitchell Frumkin, PE, CGP, RS

With increasing interest in eco-friendly practices, community associations are facing significant pressure to reconcile long-standing restrictive covenants and architectural controls with materials and devices that, in many instances, are directly antithetical to the association's governing documents. Moreover, many state legislatures are now looking to limit associations' authority to regulate alternative energy components. Learn about the types of energy solutions currently available and how to effectively address these solutions in the face of existing CC&Rs.

#### Difficult Situations

Henry A. Goodman, ESQ.\*; Ellen Hirsch de Haan, ESQ.\* and Ellen Shapiro, ESQ.

What does a board do when a barking dog disturbs a homeowner's sleep, but the dog is required by a handicapped

person? Or when a person with Tourette's Syndrome howls at the moon at 2:00 a.m.? How does a board handle a homeowner's claim that his health is affected by cigarette smoke from another unit or the enjoyment of his home is affected by a neighbor's cooking with a pungent spice? How should a board deal with a rogue board member? This session explores solutions to these and other difficult situations faced by community associations.

### 11:30 a.m.–12:30 p.m.

#### Concurrent sessions

#### Insuring Your Association's Property: Steps to Take Before There's a Loss

J. David Ramsey, ESQ.\*; Jennifer Loheac, ESQ. and Vincent J. Hager, CIRMIS

Failing to understand association property insurance can result in significant coverage gaps that can have devastating consequences for homeowners and communities. This session presents a step-by-step analysis of how to best guide boards to informed decisions. Learn about the wide-ranging positions held by major CIC insurers and the agents who communicate the options. Understand the legal significance of board resolutions in clarifying insurance obligations in advance of purchasing insurance. Gain strategies for communicating effectively with communities about insurance coverage before there is a loss as well as organizing leadership in the event of loss.

### EARN CONTINUING LEGAL EDUCATION CREDIT!

This event has been submitted for CLE credit. In past years, the law seminar qualified in most states for 11–13 hours of CLE credits. CAI applies for CLE credit in California, Colorado, Florida, Georgia, Indiana, Minnesota, Missouri, Nevada, New Hampshire, New York, North Carolina, Ohio, Pennsylvania, Rhode Island, South Carolina, Texas, Virginia, Washington and Wisconsin. CAI cannot guarantee CLE approval for all of the above-mentioned states. For information regarding CLE credit in other states, please contact CAI at (888) 224-4321.

# Schedule

## SATURDAY

11:30 a.m.–12:30 p.m., con't.

### The Fair Debt Collections Practices Act: The Bona Fide Error Defense in the Wake of *Jerman v. Carlisle*

Rory K. Nugent, ESQ.

This session provides an overview of the recent U.S. Supreme Court decision interpreting the application of the bona fide error defense. Attorneys will learn how to establish the defense and how they may need to modify their practices. In addition, the session reviews recent case law to illustrate instances where the bona fide error defense was successfully established.

### 15-Minute Masters

Jordan I. Shifrin, ESQ.\*; A. Richard Vial, ESQ.; Michael S. Karpoff, ESQ.\* and John Richards, ESQ.\*

Tired of sitting through five hours of class to get the key points on hot topics? If so, the 15-Minute Masters session is for you. This fast-paced overview of key topics on a variety of community association law issues includes fair housing, teaching community association law, educating board members, photo liability issues and running the perfect meeting.

12:30–12:45 p.m.

### Break and boxed lunches

12:45–2:45 p.m.

### Town Hall Session: The Collections Conundrum

Marc D. Markel, ESQ.\*; P. Thomas Murray, ESQ.\*; Matt D. Ober, ESQ.\* and Ellen Shapiro, ESQ.  
Moderated by P. Michael Nagle, ESQ.\*

Assessment collections continue to be an issue that bedevils community associations. Many associations either cannot afford to pay or do not want to pay attorneys to pursue delinquent owners. No longer content to pay attorney fees as they are incurred and hoping to recoup those fees from owners, associations do not want to have to pay to collect. As such, clients are increasingly demanding that lawyers have a stake in the collection of delinquent assessments. In this town hall session, panelists will discuss the methods by which they are compensated for their work, including contingency arrangements, hybrid fee structures and flat-fee work. Attendees will be encouraged to participate in the dialogue.

3–4:15 p.m.

### Concurrent sessions

#### Touch and Concern Doctrine Superseded

Panel TBA

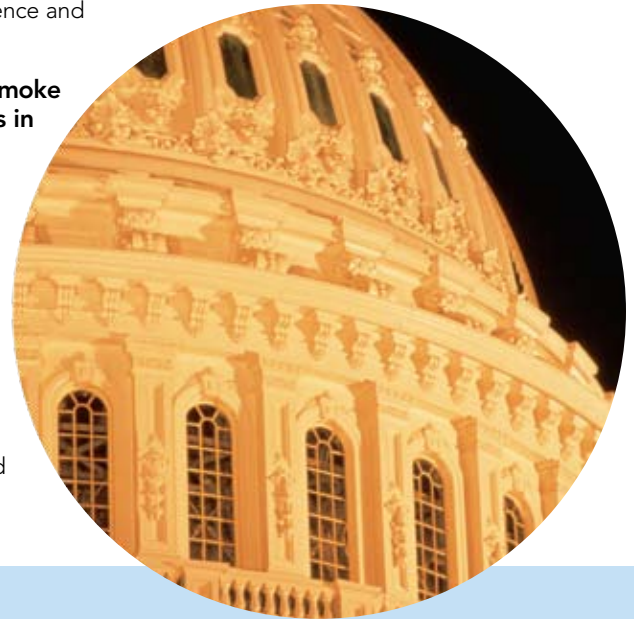
“Touch and concern” and “dominant/servient” are terms that have historically determined the existence and enforceability of covenants. Section 3.2 of the Restatement of Property: Servitudes declares the touch and concern doctrine superseded. Is it? If so, what determines the existence and enforceability of covenants?

#### The Sound and the Fury: Smoke and Hardwood Floor Issues in Condominiums

Ken Harer, ESQ., RS and Theresa Torgesen, ESQ.

Clean indoor air acts around the country have restricted smoking in public places, but have not always covered condominiums. This session reviews the results of 2009 surveys of owner-occupants and interviews with community managers on secondhand smoke. The legal issues of

implementing smoke-free policies in condos are also discussed. In addition, the session addresses noise complaints related to hardwood floors, which are increasingly popular with condo owners. It discusses related case law, how sound moves through buildings and construction standards to assist in resolving noise disputes.



### ABOUT CCAL

CCAL was established in 1993 to acknowledge CAI member attorneys who have distinguished themselves through contributions to the evolution or practice of community association law and who have committed themselves to high standards of professional and ethical conduct in the practice of community association law. The college provides a forum for information exchange among experienced legal professionals for the advancement of the community association field.

#### The goals of CCAL are to:

- Promote high standards of professional and ethical responsibility in the practice of community association law through education.
- Improve and advance community association law and practice.
- Facilitate development of community association legal education materials and programming for professionals and homeowners.
- Cooperate and consult with international, national, state and local organizations; government agencies; and other groups with an interest in community association law and practice.
- Encourage members to use their expertise to make community associations function effectively.
- Create an environment in which members can work together to meet their professional needs and goals.
- Achieve the goals and objectives of CAI.

For more information about CCAL or for a membership application, please visit [www.caionline.org/ccal/index.cfm](http://www.caionline.org/ccal/index.cfm).

# CIRMS Insurance MASTERS PROGRAM

CCAL and CIRMS members are pleased to bring back the CIRMS Insurance Masters Program, conducted concurrently with the Law Seminar. The program goes beyond the basics of community association insurance to include risk management and legal issues, and the sessions are taught at a “masters” level by community association insurance experts. Space is limited. Registration for the Law Seminar includes the CIRMS Insurance Masters Program.

## FRIDAY, JANUARY 14

10:15–11:15 a.m.

### **Renovation, Repair, Risks and Insurance**

Greg Deimling, CPCU, ARM, AMIM; Donald Malecki, CPCU and Chris Manougian. Moderated by Clifford J. Treese, CPCU, ARM, CIRMS  
If reserve studies and annual budgets are the funding predictions necessary to achieve a well-maintained community association, then the orderly distribution of that funding depends on renovation and repair contracts that will protect the association if things don't go as intended. This session covers the key elements of contractual risk transfer and explains the role of insurance funding for that transfer.

11:30 a.m.–12:30 p.m.

### **Sociable Up to a Point: Understanding, Creating and Ensuring a Social Media and Cyber Risk Policy for Your Firm and Your Clients**

Richard Betterley; Jason E. Fisher, ESQ. and Robert Sides, AMS, PCAM. Moderated by Robin C. Manougian, CIRMS  
Social media now connects hundreds of millions of people, companies, government agencies and others, and it is evolving so rapidly that it is difficult to assess the benefits and risks. Employers and associations face potential legal issues, work performance concerns and recruitment and retention problems that may arise from social media—and these problems may not all be insurable. This session examines the social media arena and its implications for insurers.

## SATURDAY, JANUARY 15

11:30 a.m.–12:30 p.m.

### **Community Association Insurance and Risk Management: Issues and Trends with Freddie Mac, Fannie Mae, Federal Housing Administration, National Flood Insurance Program and the California Earthquake Authority**

Albert LeQuang; Ezzard J. Alves; Steven Wainland; Glenn Pomeroy and Kevin Davis, CIRMS. Moderated by Clifford J. Treese, CPCU, ARM, CIRMS

Identifying and analyzing risks in housing development and operation are constantly evolving challenges, especially for federal and state agencies and sponsored enterprises responsible for fostering viable homeownership. With respect to community associations, this risk management effort can be particularly challenging because the agency may not have direct contact with the association itself, which may be the source of a perceived risk. This roundtable session brings together agency experts and program participants to achieve an understanding of how certain risks might be better managed and insured.



# Registration

COMMUNITY ASSOCIATION LAW SEMINAR

January 13–15, 2011 | Las Vegas  
The Venetian Resort-Hotel-Casino

NAME \_\_\_\_\_  ESQ.

NICKNAME FOR BADGE \_\_\_\_\_

TITLE \_\_\_\_\_

FIRM \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_ E-MAIL \_\_\_\_\_

Please check if this is new contact information.

Please check if you have special needs/food allergies. Please attach a written description.

Please check if you are interested in connecting with fellow golfers. Handicap \_\_\_\_\_.

Please also register these associates from my firm:

NAME \_\_\_\_\_  ESQ.

NAME \_\_\_\_\_  ESQ.

NICKNAME FOR BADGE \_\_\_\_\_

NICKNAME FOR BADGE \_\_\_\_\_

TITLE \_\_\_\_\_

TITLE \_\_\_\_\_

E-MAIL \_\_\_\_\_

E-MAIL \_\_\_\_\_

NAME \_\_\_\_\_  ESQ.

NAME \_\_\_\_\_  ESQ.

NICKNAME FOR BADGE \_\_\_\_\_

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*If you are registering three or more individuals from the same company, the third and subsequent registrants may deduct \$25.*    - \$ \_\_\_\_\_

THURSDAY HALF-DAY PROGRAM

Postmarked by December 2, 2010    Member    \$75 x \_\_\_\_\_ = \$ \_\_\_\_\_

Postmarked after December 2, 2010    Member    \$90 x \_\_\_\_\_ = \$ \_\_\_\_\_

**TOTAL \$** \_\_\_\_\_

Number of persons registered \_\_\_\_\_

\*Please RSVP if you are attending the reception on Friday. Number attending \_\_\_\_\_

PAYMENT METHOD: Full payment must accompany this form.

**Paying by credit card?** Go online and register. You will receive instant receipt of payment. Go to the Law Seminar ([www.caionline.org/events/lawsem](http://www.caionline.org/events/lawsem)) web page and click on the "Registration" tab.

Check Enclosed (made payable to CAI)

TO REGISTER    **CALL**    (888) 224-4321 or (703) 548-8600 (M–F, 9–6:30 ET, credit cards only)

**MAIL**    CAI, P.O. Box 34793, Alexandria, VA 22334-0793

**ONLINE**    [www.caionline.org/events](http://www.caionline.org/events) (credit cards only)

**Cancellation Policy:** Full refunds are issued when CAI receives a written cancellation notice by 5 p.m. (ET) on December 2, 2010. Cancellations received December 3–30, 2010, are subject to a 50% fee. Registration fees become non-refundable after December 30, 2010. Cancellations must be received in writing. Fax cancellations to Holly Carson at (703) 836-9749 or mail to CAI, 225 Reinekers Lane, Suite 300, Alexandria, VA 22314. Substitutions may be made by phone, fax or e-mail ([hcarson@caionline.org](mailto:hcarson@caionline.org)) until January 5, 2011. After this date, all changes must be made on site.

**CAI Suitcasing Policy:** CAI has a no-tolerance policy regarding "suitcasing," which describes the practice by non-sponsoring companies or individuals of soliciting sales or sales leads in the seminar hotel, representing their services or soliciting seminar participants, including social activities, after the day's programming. Non-sponsoring suppliers participating in the seminar as attendees or speakers are prohibited from soliciting business in or after sessions, or in the seminar hotel. Violators of these policies will be ejected from the seminar and charged the tabletop sponsorship rate (\$2,000), which must be paid prior to registering as an attendee, exhibitor or sponsor at any future CAI conference or other event.



# General Information



## Hotel Accommodations

The Venetian triumphs in recreating Venice—the famous landmarks of winding canals, authentic gondolas, arched bridges and soaring architecture. The Venetian also captures the spirit of Venice—the passion for art and the celebration of creativity and artistic vision.

## Hotel Reservations

For reservations, please contact The Venetian directly. Reserve your room before December 13 and mention that you are a CAI law seminar attendee to receive the discounted group rate. Reservations are subject to availability.

## The Venetian Resort-Hotel-Casino

3355 Las Vegas Boulevard South  
Las Vegas, NV 89109  
T: (702) 414-1000 or  
(877) 283-6423  
F: (702) 414-1100  
www.venetian.com  
Room rate: \$209 standard suite

## Concierge Assistance

The concierge at The Venetian is happy to assist seminar attendees with any of their needs while in Las Vegas. To purchase show tickets or make dinner reservations, please call the concierge directly at (702) 414-4300 as soon as possible. You are encouraged to make arrangements for the most popular shows and restaurants at least 90 days in advance.

## Travel

CAI's preferred travel agency, Passport Executive Travel, may be reached at (800) 222-9800, from 8:30 a.m.–6:30 p.m. (ET), Monday–Friday. When making reservations, be sure to identify yourself as a CAI law seminar attendee.

Upon arrival in Las Vegas, go to the baggage claim area and follow the signs for taxi or shuttle services. Taxi fare from the airport to the hotel is about \$25. The airport shuttle is approximately \$5 per person and may stop at other hotels along the way.

## Registration Fees

Member: \$645

Nonmember: \$745

The registration fee for the event includes the law seminar proceedings on CD, all continental breakfasts, refreshment breaks, lunches and the Friday evening reception. All fees must be paid prior to the seminar start date by check or credit card.

Thursday's optional half-day program is an additional fee. Please see the registration form for more information.

## Early Registration Discounts

Register by December 1 and receive a \$50 discount. Early registration is encouraged due to space limitations.

## Group Discounts

Register three or more individuals from the same firm, and the third registrant may deduct \$25 from the registration fee. If at least one of the registrants is a CAI member, all registrants qualify for the member rate. Group registrations must be submitted together to qualify for the group discount.

## Seminar Proceedings

All seminar materials are provided on a fully searchable CD provided at registration. They will also be available online before the seminar.

## Cancellation Policy

Full refunds will be issued if written cancellation is received by December 1. Cancellations received between December 2–15 are subject to a 50% administrative fee. Registration fees are not refundable after December 15. Fax cancellations to Holly Carson at (703) 836-9749 or e-mail to hcarson@caionline.org. Substitutions may be made by phone or e-mail until January 5. After this date, all changes must be made on site.

## CAI Suitcasing Policy

CAI has a no-tolerance policy regarding "suitcasing," which describes the practice by nonexhibiting companies or individuals of soliciting sales or sales leads in the aisles or in the lobbies and/or representing their services or soliciting seminar participants, including social activities. Nonendorsing suppliers participating in the seminar as attendees or speakers are prohibited from soliciting business in or after sessions or in the seminar hotel.

## Private Party Policy

All hospitality suites and hosted events must be reserved, approved and paid for through CAI. Hospitality suites/hosted events are not permitted during official conference activities. Nonexhibiting suppliers are not permitted to host events at the official hotel during the conference.

Violators of these policies will be ejected from the show, if exhibiting, and charged the tabletop sponsorship rate of \$2,000, which must be paid prior to registering as an attendee, exhibitor or sponsor at any future CAI event.

COMMUNITY ASSOCIATION

# Law Seminar

Jan. 13–15, 2011 | Las Vegas  
Register by December 1 and save!

## After attending CAI's Law Seminar you will:

- Be prepared to deal with the most pressing issues facing condominium and homeowner associations today.
- Know how to plan for the next five years in the practice of association law.
- Have a valuable, powerful network of colleagues around the country.
- Receive a copy of the seminar proceedings on CD to use as a reference.

## You'll hear expert advice and learn about the latest developments on topics including:

- FHA regulations.
- Debt and assessment collections.
- Ethics.
- Dispute resolutions.
- Information technology.



PRESENTED BY CAI'S COLLEGE OF COMMUNITY ASSOCIATION LAWYERS

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Alexandria, VA 22314  
[www.caionline.org](http://www.caionline.org)

