

COLLEGE OF COMMUNITY ASSOCIATION LAWYERS (CCAL) PRESENTS



37TH ANNUAL
COMMUNITY ASSOCIATION

Law Seminar

Community
Insurance and
Risk Management
Specialist (CIRMS)
Insurance Masters
Program
PAGE 7

Forward-thinking perspectives in association
law for attorneys and other professionals.

Jan. 27–30, 2016 | New Orleans
Register on or before Dec. 18 and save \$50!


community
ASSOCIATIONS INSTITUTE

Schedule

AT-A-GLANCE

Wednesday, Jan. 27

- Noon–1 p.m. Registration for Optional Half-Day Program
- 1–4:15 p.m. Optional Half-Day Program
- 5–7 p.m. Early Registration

Thursday, Jan. 28

- 11 a.m.–5 p.m. Registration and Mandatory Continuing Legal Education Sign-In
- 11:30 a.m.–Noon Welcome and Lunch
- Noon–2 p.m. Case Law Update Part I
- 2:15–3:15 p.m. Wayne Hyatt Lecture Series with Katty Kay
- 3–5 p.m. Concurrent Sessions
- 5:15–6:15 p.m. Law Seminar Reception (Hosted by CCAL)

Friday, Jan. 29

- 7 a.m.–5 p.m. Registration
- 7–9 a.m. Breakfast
- 8–8:20 a.m. Welcome and CCAL and CIRMS Inductions
- 8:20–9:40 a.m. Case Law Update Part II
- 9:50–11:20 a.m. Concurrent Sessions
- 11:30 a.m.–12:30 p.m. Concurrent Sessions
- 12:30–1:10 p.m. Lunch
- 1:10–2:10 p.m. Panel of Pundits
- 2:20–3:50 p.m. Concurrent Sessions
- 4–5:30 p.m. Concurrent Sessions

Saturday, Jan. 30

- 7:30–11:30 a.m. Registration
- 8–9:30 a.m. Breakfast
- 8:30–9:30 a.m. CCAL Business Meeting
- 9:30–11 a.m. Concurrent Sessions
- 11 a.m. Law Seminar Adjourns

OPTIONAL HALF-DAY PROGRAM | WEDNESDAY, JAN. 27 | 1–4:15 P.M.

\$100 early registration on or before Dec. 18; \$130 registration after Dec. 18

Associates Track: This track is continuing legal education for attorneys with fewer than seven years of experience in community association law.

1–2:30 p.m.

Legal Basis for Plats and Plans for Condominiums and Homeowner Associations

Many community association attorneys are responsible for reviewing plats and plans to ensure compliance with legal requirements. This program explores the common law and statutory basis for what must be shown to meet title requirements and properly define ownership and use rights in condominiums and homeowner associations.

Robert M. Diamond, esq.*, Reed Smith LLP, Falls Church, VA

2:45–4:15 p.m.

Priority Lien Is Under Attack by the Feds and the Big Banks: Case Law and the Future of Super Priority Lien

Twenty-two states and the District of Columbia have adopted legislation that affords community associations priority lien rights for delinquent assessment collection, but the federal government and big banks have attacked these priorities. This session examines the latest court cases and most pressing priority lien rights issues community associations will face from federal agencies, mortgage bankers and their allies. Leave this session knowing what's happening now and how to navigate what lies ahead.

Robert M. Diamond, esq.*, Reed Smith LLP, Falls Church, VA; Stephen M. Marcus, esq.*, Marcus, Errico, Emmer & Brooks PC, Braintree, MA; Marvin J. Nodiff, esq.*, Nodiff & Billy, The Community Association Lawyers, St. Louis, MO

Firm Owner/Managing Partner Track:

This track is continuing legal education for practice area managers, managing partners or firm owners to gain expert insight into ensuring the future of a firm or practice area's productivity and success.

1–2:30 p.m.

Your Website: Depreciating or Income-Producing Asset?

There are only 24 hours in a day, so where and how you spend those valuable hours is crucial. Just like the benefit of earning passive income, understanding your firm's passive assets is crucial to improving profits and growing your practice. In today's world more and more clients find legal counsel online, and the competition continues to grow. Even if there is a referral, most board members or managers will "check out" the law firm online. Is your firm's primary passive asset, its online presence, ready for this?

This session explores: (1) the top three ways to optimize your website so that potential clients find you; (2) proven strategies to convert inquiries on your website into actual clients; and (3) techniques to ensure your website both reflects and distinguishes you.

Stephen Christopher, Burg Simpson Eldredge Hersh & Jardine PC, Englewood, CO; Loura K. Sanchez, esq.*, HindmanSanchez PC, Arvada, CO

2:45–4:15 p.m.

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Robert M. Diamond, *ESQ.**, Reed Smith LLP, Falls Church, VA; Stephen M. Marcus, *ESQ.**, Marcus, Errico, Emmer & Brooks PC, Braintree, MA; Marvin J. Nodiff, *ESQ.**, Nodiff & Billy, The Community Association Lawyers, St. Louis, MO

5–7 p.m.

Early Registration

THURSDAY, JAN 28

11 a.m.–5 p.m.

Registration and MCLE Sign-In

11:30 a.m.–Noon

Welcome and Lunch

Noon–2 p.m.

Case Law Update Part I

Join CCAL members George E. Nowack and Wilbert Washington as they discuss the significant cases that shaped community association law in 2015. In addition to reviewing individual cases, this session examines emerging trends in association jurisprudence.

George E. Nowack Jr., *ESQ.**, Weissman, Nowack, Curry & Wilco PC, Atlanta, GA; Wilbert Washington II, *ESQ.**, Chadwick, Washington, Moriarty, Elmore & Bunn PC, Fairfax, VA



Thursday, Jan. 28 | 2:15–3:15 p.m.

Wayne Hyatt Lecture Series with Katy Kay

Katy Kay is lead anchor for BBC World News America and co-author of Womenomics and The Confidence Code. As a British citizen based in Washington, D.C., Katy offers a unique perspective on American politics and global affairs. She looks beyond the headlines and provides valuable insights on the top stories making news right now. Her reports on U.S. economic and political news are carried by BBC News channels globally, giving her a vast international audience. In addition, she is a frequent guest commentator on NBC's Meet the Press, as well as a regular guest and substitute cohost on MSNBC's Morning Joe.

2:15–3:15 p.m.

**Washington from a Different Angle:
Wayne Hyatt Lecture Series with
Katy Kay**

What's really going on in Washington? How will it affect you? Having covered Washington since 1996, Katy Kay has the experience and contacts to talk about the events behind today's headlines. She reveals the politics behind the posturing and provides a clearer picture of what's likely to happen with the many challenges facing the President and Congress—health care, industry regulation, curbing runaway spending, growing the economy and jobs, the impact of emerging economies and competition, immigration, tax reform, foreign policy, gun control and more.

3:30–5 p.m.

Concurrent Sessions

**Evidence and Ethics: Trying the
Community Association Collection
Case in the Face of Five Common
Ethical Issues**

For managers, board members and young attorneys, the trial presentation of a civil action seeking the collection of community association fees can be frightening. And there are ethical issues in these cases that all should be aware of for a successful action. In this session, two experienced community association practitioners present five ethical issues for discussion and an overview of a successful trial presentation in a collection action.

Angela Maione Costigan, *ESQ.*, Costigan and Costigan LLC, Philadelphia, PA; Samuel J. McNulty, *ESQ.**, Hueston, McNulty, Attorneys at Law, Florham Park, NJ

Tax Law and Tax Exemption: Updates and Effects on Community Associations

HOAs may never die and may not have to pay taxes. This session contrasts the 1120 and 1120-H tax forms. Emphasizing recent IRS actions that put associations at risk, you'll hear about qualification and procedural issues, tax risk factors and strategies to protect associations. Every association is at risk of an audit, and this session ensures you're prepared.

John Knobelsdorf II, ESQ., Law Office of John Knobelsdorf II, Houston, TX; Gary Porter, CPA, Hinricher, Douglas & Porter CPAs, Ventura, CA

Perspectives on Practicing Community Association Law

This session gets creative using Ignite—multiple, short presentations in which speakers get five minutes to make their point in a focused, interesting way. Ignite presenters share personal or professional lessons, tips and insights, using 20 slides that auto-advance every 15 seconds. Reflecting the Ignite motto of “Enlighten us, but make it quick,” this session features 10 unique presentations from experienced practitioners.

Scott B. Carpenter, ESQ.*, Carpenter, Hazlewood, Delgado & Bolen, PLC, Tempe, AZ; Ellen Hirsch de Haan, ESQ.*, Wetherington Hamilton PA, Tampa, FL; Lincoln W. Hobbs, ESQ.*, Hobbs & Olson LC, Salt Lake City, UT; Kevin V. Harker, ESQ., Community Association Law Group, Portland, OR; Jennifer Loheac, ESQ., Becker & Poliakoff, Morristown, NJ; Stephen M. Marcus, ESQ.*, Marcus, Errico, Emmer & Brooks PC, Braintree, MA; Marc D. Markel, ESQ.*, Roberts Markel Weinberg Butler Hailey PC, Houston, TX; Loura K. Sanchez, ESQ.*, HindmanSanchez PC, Arvada, CO; Scott J. Sandler, ESQ.*, Perlstein, Sandler & McCracken LLC, Farmington, CT; Lucia Anna Trigiani, ESQ.*, MercerTrigiani, Alexandria, VA

5:15–6:15 p.m.

Law Seminar Reception

Hosted by CCAL

Join your colleagues for great food and drinks and an opportunity to socialize with the premier experts in the field.

FRIDAY, JAN. 29

7–9 a.m.

Breakfast

8:00–8:20 a.m.

Welcome and CCAL and CIRMS Inductions

8:20–9:40 a.m.

Case Law Update Part II

CCAL members George E. Nowack and Wilbert Washington continue their overview of significant cases that shaped community association law in 2015. CAI's government and public affairs department will also present a federal affairs update covering critical changes to laws and regulations affecting community associations.

George E. Nowack Jr., ESQ.*, Weissman, Nowack, Curry & Wilco PC, Atlanta, GA; Wilbert Washington II, ESQ.*, Chadwick, Washington, Moriarty, Elmore & Bunn PC, Fairfax, VA

9:50–11:20 a.m.

Concurrent Sessions

Practicing from the Shadows: Depression in the Legal Profession

Left untreated, addiction and mental illness spread to every part of a person's life—work, home, finances, family, friends—eventually affecting the community as a whole. Fortunately, treatment and recovery have ripple effects too. This session helps you identify and cope with the issues that impair lawyers' daily ethical practice and the quality of their lives.

David S. Mercer, ESQ.*, MercerTrigiani, Alexandria, VA; J.E. “Buddy” Stockwell III, executive director of the Lawyer Assistance Program Inc., New Orleans, LA

My Association Client Has Been Sued: How Can I Be a Hero and Make Sure Defense Fees and Costs Are Covered?

When the association, the board of directors and/or the community association manager receives a demand or is served with a lawsuit, the potential financial impact on the association's assets is significant. What must counsel do to determine who will pay the

potentially significant defense fees and cost? This session presents a logical sequence for reviewing insurance, contracts and indemnity agreements to make sure each potential source for funding the client's defense is revealed. In addition, a risk management audit checklist is provided to help maximize potential funding before a suit or demand arrives.

David S. Kasdan, ESQ., Hoey, King, Epstein, Prezioso & Marquez, New York, NY; Joel W. Meskin, ESQ.*, CIRMS, McGowan Program Administrators, Fairview Park, OH

Associations in the Media: Why Such a Negative Image?

In this session, the speakers review social media clips, newspaper and journal articles, and other messaging that portrays associations in a negative light. The speakers look at what went wrong and how bad press might have been avoided. Engaging participants in the discussion, the session seeks to find common themes and causes of poor publicity and brainstorm how association legal counsel can help prevent it.

Elina B. Gilbert, ESQ.*, HindmanSanchez PC, Arvada, CO; James R. McCormick Jr., ESQ., Peters & Freedman LLP, Encinitas, CA

11:30 a.m.–12:30 p.m.

Concurrent Sessions

Difficult and Disabled: Strategies for Dealing with Aging in Place and Disabled “Warehousing”

Handling elderly or disabled residents can present challenges for the most seasoned practitioners and well-meaning boards. This session provides an understanding of cases and laws that govern interactions with elderly residents who elect to age in place and disabled residents whose families warehouse them in community associations as opposed to qualified treatment facilities or at home. It also identifies liability considerations and outlines strategies for creating successful relationships with these individuals.

Sean D. Allen, ESQ., Roseman & Associates APC, Sherman Oaks, CA; Jasmine Fisher Hale, ESQ., Adams Kessler PLC, Los Angeles, CA

Avoiding Litigation and Using Alternative Dispute Resolution When You Can't

This session offers an interactive discussion on methods for avoiding litigation—from the plaintiff or defense side of an issue—from the perspectives of an association attorney and a claims manager. Discover some of the many minefields associations face that appear to lead to unavoidable litigation, and explore statutorily required alternative dispute resolution (ADR) as well as the voluntary use of ADR.

Edward Hoffman Jr., *ESQ.*, Barrow|Hoffman, Warminster, PA; Jennifer Wojciechowski, *JD*, Community Association Underwriters of America Inc., Newton, PA

Anatomy of a Transition Construction Defect Case: How to Make It Successful and How Statutory Requirements Can Help

This session discusses a transition construction defect case gone wrong. Learn how the legal system can hinder a settlement even if all parties agree that defects occurred, and find out how the process can be bogged down by determining the cost of the corrective work and who is responsible for payment. In addition hear how various statutory guidelines can help or hurt the process.

Edmund Allcock, *ESQ.*, Marcus, Errico, Emmer & Brooks PC, Braintree, MA; Mitchell Frumkin, *PE, RS*, Kipcon Inc., North Brunswick, NJ; E. Richard Kennedy, *ESQ.*, Kennedy Wronko Kennedy, Montville, NJ;

12:30–1:10 p.m.

Lunch

1:10–2:10 p.m.

Panel of Pundits

Got questions? Get answers. This interactive session gives attendees of all experience levels the opportunity to ask an expert panel of attorneys about issues that have arisen, or may arise, in their practices. It also gives the panel of experts the opportunity to pose questions about pressing legal concerns and trends in the industry.

Brendan P. Bunn, *ESQ.*, Chadwick, Washington, Moriarty, Elmore & Bunn PC, Fairfax, VA; Patrick Costello, *ESQ.*, Keay &

Costello PC, Wheaton, IL; Jennifer Loheac, *ESQ.*, Becker & Poliakoff, Morristown, NJ; Janet L. S. Powers, *ESQ.*, Fiore, Racobs & Powers, Irvine, CA. Moderated by Scott B. Carpenter, *ESQ.*, Carpenter, Hazlewood, Delgado & Bolen PLC, Tempe, AZ.

2:20–3:50 p.m.

Concurrent Sessions

Hot Topics in Community Association Law

This session covers the latest trends in association law, including legal considerations associated with adopting and administering enforceable leasing restrictions and statutory limitations on associations' authority to regulate alternative energy components. Further, implications and liabilities that social media, green initiatives, technologies and conservation methods will be addressed.

David J. Graf, *ESQ.*, Moeller Graf PC, Englewood, CO; W. Alexander Noland, *ESQ.*, SwedelsonGottlieb, Los Angeles, CA; Steven L. Sugarman, *ESQ.*, Steven L. Sugarman & Associates, Berwyn, PA; Raymond B. Via Jr., *ESQ.*, Whiteford, Taylor & Preston LLP, Bethesda, MD. Moderated by E. Richard Kennedy, *ESQ.*, Kennedy Wronko Kennedy, Montville, NJ.

So the Case Didn't Settle, Now What? An A to Z Experience of Trial Preparation Through Post-Trial Motions

This advanced session addresses all aspects of trial matters, from preparation to close. Get strategies and skills for evidence delivery, pre-trial planning, documents and witness organization, jury selection, delivering effective testimony and ways to overcome evidentiary exclusions and exclude opposing party evidence. Gain information for the trial binder, direct- and cross-examination tips and tactics and do's and don'ts for presenting your case. Also learn how to effectively use demonstrative evidence and the best and most cost-effective technology.

Judge Jonathon Cannon, JAMS, Orange, CA; Steven A. Roseman, *ESQ.*, Roseman & Associates APC, Sherman Oaks, CA



Mixed Use Is All Mixed Up!

With the growing popularity of mixed-use condominium developments comes growing pains, the result of commercial and residential owners being thrown together to co-exist happily ever after—or not. This session identifies areas of conflict; explores the physical, social and “governing document-generated” origins of conflicts; and recommends ways to narrow the divide between two somewhat competing common-interest development interests.

Jeffrey A. Beaumont, *ESQ.*, Beaumont Gitlin Tashjian, Woodland Hills, CA; Matt D. Ober *ESQ.*, Richardson Harman Ober PC, Pasadena, CA

4–5:30 p.m.

Concurrent Sessions

Wouldn't Debtors' Prisons Be More Effective?

With the downturn in the economy, dealing with delinquent owners has become commonplace. Join an in-depth discussion of the interplay between the Fair Debt Collection Practices Act (FDCPA), bankruptcy and assessment collections. Topics include: (1) avoiding FDCPA violations; (2) avoiding an automatic stay violation when collecting debts from owners in bankruptcy, including the difference between chapter 7 and chapter 13 cases; (3) getting the most out of chapter 13 plans;

(4) dealing with an owner who has received a discharge of debts; (5) collecting from non-bankrupt co-owners; and (6) protecting your clients from management company bankruptcy.

Katherine Bushey, *ESQ.*, Kaman & Cusimano LLC, Cleveland, OH; Christopher A. Jones, *ESQ.*, Whiteford, Taylor & Preston LLP, Falls Church, VA; Edward J. O'Connell, *ESQ.*, Whiteford, Taylor & Preston LLP, Falls Church, VA

The Attorney/Client Privilege and Confidentiality in Community Associations

The attorney/client privilege is the oldest privilege protecting communications and has been well-developed by the law. Yet when the client is a membership organization such as a community association, there can be a great deal of confusion. Every attorney who represents associations needs to understand the reach and limits of the privilege and related confidentiality issues. This session will improve such understanding and is particularly pertinent to attorneys for whom organizational representation is new.

Michael S. Karpoff, *ESQ.**, Hill Wallack LLP, Princeton, NJ; Amy Tinetti, *ESQ.*, Hughes, Gill, Cochrane PC, Walnut Creek, CA

Intellectual Property Issues for Community Associations

With associations branding themselves, owners creating websites to complain about associations and the relative ease that associations may infringe on intellectual property rights, this session explores ways community associations can protect themselves from intellectual property claims.

Geoffrey A. Lottenberg, *ESQ.*, Malin Haley DiMaggio & Bowen PA, Ft. Lauderdale, FL; Joel Martin McTague, *ESQ.*, Frank Weinberg & Black PL, Plantation, FL

SATURDAY, JAN. 30

8–9:30 a.m.

Breakfast

8:30–9:30 a.m.

CCAL Business Meeting

Want to contribute more to CCAL and its success? Join the CCAL Board of Governors for a discussion about the goals, challenges and achievements of CCAL over the last year. During this one-hour session, you'll hear reports from each of the committees and have the opportunity to provide input and feedback on the direction and goals of CCAL. This is a great opportunity take part in your organization.

9:30–11 a.m.

Concurrent Sessions

Golf and the Association: Trying Times for Both

As golfing in the United States declines, associations owning, operating or co-operating with non-owned golf facilities are confronted with difficult problems. This session addresses limitations on the association's right to fund golf operations, shared-use agreements, land-use concerns and relationships with golf entities (developer-owned, third-party purchasers and equity clubs). Hear about community dynamics (such as club members vs. non-club members and voting requirements), case law and problem-solving lessons learned.

Mary M. Howell, *ESQ.**, Epsten Grinnell & Howell APC; P. Michael Nagle, *ESQ.**, Nagle & Zaller PC, Scottsdale, AZ

Amending Governing Documents: Providing Effective Legal Counsel (and Effective Amendments)

This session examines the challenges of shepherding clients through the process of amending their governing documents. Learn the factors that lead clients to contemplate amending their original founding documents and explore initial considerations for attorneys and clients to discuss before getting knee-deep into the amendment process. Find out how to provide effective legal counsel throughout that process (including mistakes to avoid) and review case law and the lessons learned from those cases.

Marion A. Aaron, *ESQ.*, Berding & Weil LLP, Walnut Creek, CA; Allen B. Warren, *ESQ.*, Chadwick, Washington, Moriarty, Elmore & Bunn PC, Fairfax, VA

Pet Regulations, Pet Peeves and Pets That Aren't Pets

Animal-related issues are important and emotionally charged. Learn about the wide range of pet issues in associations, from regulations for everyday living to core rules on who stays and who goes. This session covers the practical and legal handling of complaints, breed-specific regulations, the drafting and enforcement of regulations, pet amenities and "pets" as service, assistant and therapy animals.

Laura Brandow, *ESQ.*, Marcus, Errico, Emmer & Brooks PC, Braintree, MA; Carmen Rowe, *ESQ.*, Gryphon Law Group PS, Centralia, WA

EARN MANDATORY CONTINUING LEGAL EDUCATION CREDITS

The Community Association Law Seminar submits for MCLE credit in more than 25 states. In past years, the seminar qualified for 13–20 hours of MCLE credits. CAI will apply for credit in Alabama, Arkansas, California, Colorado, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Kentucky, Minnesota, Missouri, Nevada, New Jersey, New Mexico, New York, North Carolina, Ohio, Oregon, Pennsylvania, South Carolina, Texas, Utah, Virginia, Washington, West Virginia and Wisconsin. CAI cannot guarantee approval for all of the listed states. For information regarding MCLE credit in other states, please contact CAI at (888) 224-4321 and ask for Carly Reid.

Insurance Masters Program

CCAL and CIRMS members are pleased to offer the CIRMS Insurance Masters Program, conducted concurrently with the Law Seminar. Taught at a master's level by community association insurance experts for experienced insurance professionals, the program goes beyond the basics of community association insurance to include risk management and legal issues. Space is limited. Registration for the Law Seminar includes the CIRMS Insurance Masters Program.

THURSDAY, JAN. 28 |
3:30–5 p.m.

Aging Together: Association Buildings and Residents

Associations and their residents alike are aging in place—some as a matter of course and some deliberately so in 55+ communities. With 12 million condominium homeowners 55 or older, and another 12–15 million in that age range living in planned communities and cooperatives, long-range planning for aging together for most association stakeholders is non-existent or uncertain. This session presents an integrated view of both aging residents and aging buildings with a focus on how boards can apply best practices to association insurance, management and forward-looking reserve practices so that buildings and people can grow old together gracefully.

Robert Browning, PCAM, RS, Browning Reserve Group, Carmichael, CA; Karyl Dicker Foray, CIRMS, Rosenthal Brothers Inc., Deerfield, IL; Mary M. Howell, ESQ.*, Epsten Grinnell & Howell, APC, San Diego, CA; Lori A. Long, CIRMS, Community Association Underwriters of America, Newtown, PA; Phillip Masi, CIRMS, Brown & Brown Insurance, Winter Springs, FL; Francis McGovern Jr., ESQ., McGovern Legal Services LLC, New Brunswick, NJ; Jessica Towles, CMCA, AMS, PCAM, Foster/Premier Inc., Buffalo Grove, IL; Clifford J. Treese, CIRMS, Association Data Inc., Mountain House, CA

FRIDAY, JAN. 29 |

9:50–11:20 a.m.

CIRMS Crossover

My Association Client Has Been Sued: How Can I Be a Hero and Make Sure Defense Fees and Costs Are Covered?

When the association, the board of directors and/or the community association manager receives a demand or is served with a lawsuit, the potential financial impact on the association's assets is significant. What must counsel do to determine who will pay the potentially significant defense fees and cost? This session presents a logical sequence for reviewing insurance, contracts and indemnity agreements to make sure each potential source for funding the client's defense is revealed. In addition, a risk management audit checklist is provided to help maximize potential funding before a suit or demand arrives.

David S. Kasdan, ESQ., Hoey, King, Epstein, Prezioso & Marquez, New York, NY; Joel W. Meskin, ESQ.*, CIRMS, McGowan Program Administrators, Fairview Park, OH

11:30 a.m.–12:30 p.m.

CIRMS Crossover

Avoiding Litigation and Using Alternative Dispute Resolution When You Can't

This session offers an interactive discussion on methods for avoiding litigation—from the plaintiff or defense side of an issue—from the perspectives of an association attorney and a claims manager. Discover some of the many minefields associations face that appear to lead to unavoidable litigation, and explore statutorily required alternative dispute resolution (ADR) as well as the voluntary use of ADR.

Edward Hoffman Jr., ESQ., Fitzpatrick Lentz & Bubba PC; Jennifer Wojciechowski, JD, Community Association Underwriters of America Inc., Newton, PA

4–5:30 p.m.

Getting Your Association's Electronic Pocket Picked: Cyber and Technology Risks

Risks in the wired world have never been easy to understand much less manage and insure. The electronic exposures to loss typically range from damaged or compromised data, exposure of personally identifiable information and theft of money and property caused by malicious bugs or hacking by unknown predators. In addition, the proliferation of drones and electronic surveillance elevates the possibility of invasion of privacy, and the risks related to the Internet of Things is just emerging. Associations, like the business world, may be becoming so dependent on the wired world that a loss of connectivity may mean the loss of existence. As a result, a number of association insurance agents and professionals are stepping into this cyber and technology risk market with new products and timely technical information.

Michael Cavanaugh, RPLU, Apogee Insurance Group, Wayne, PA; Kevin Davis, CIRMS, Kevin Davis Insurance Services, Los Angeles, CA; Evan Fenaroli, RPLU, Philadelphia Insurance Companies, Bala Cynwyd, PA; Nick Graf, CNA, Risk Control, San Francisco, CA; Robin C. Manougian, CIRMS, John Manougian Insurance Agency, Silver Spring, MD; Michael Schleich, McGowan Program Administrators, Fairview Park, OH; Robert A. Travis, CIRMS, Community Association Underwriters of America, Newtown, PA; Clifford J. Treese, CIRMS, Association Data Inc., Mountain House, CA

State continuing education units (CEUs) for insurance agents are pending. Agents must complete all 5.5 hours of the CIRMS Insurance Master's Program to earn CEUs. Special thanks to Community Association Underwriters for their CEU sponsorship.

Leadership

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The College of Community Association Lawyers

CCAL was established in 1993 to acknowledge CAI member attorneys who have distinguished themselves through contributions to the evolution and 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 community associations.

For more information about CCAL or for an application for membership, visit www.caionline.org/ccal.



GENERAL

Information

Accommodations

The Roosevelt New Orleans, A Waldorf Astoria Hotel

130 Roosevelt Way
New Orleans, LA 70112
(504) 648-1200

CAI Room Rate

Deluxe Room: \$239

Superior Room: \$269

The reservation deadline is Dec. 12, 2015, or until the room block is filled. Reservations received after the room block is filled or after Dec. 12, 2015, will be subject to availability.

To receive the group rate, callers must identify their affiliation with the 2016 CAI Law Seminar and Board of Trustees Meeting.

Registration Fees

CAI members: \$699

Nonmembers: \$795

The registration fee includes the Law Seminar proceedings on CD, all continental breakfasts, refreshment breaks, lunches and the Thursday evening reception. All fees must be paid prior to the seminar start date by check or credit card. Wednesday's optional half-day program is an additional fee. Please see the registration form for more information.

Law Seminar Registration Hours

Wednesday, Jan. 27 | Noon–1 p.m.
(Wednesday Optional Half-Day Program)

Wednesday, Jan. 27 | 5–7 p.m. (Early Registration)

Thursday, Jan. 28 | 11 a.m.–5 p.m.

Friday, Jan. 29 | 7 a.m.–5 p.m.

Saturday, Jan. 30 | 7:30–11:30 a.m.

Early Registration Discount

Register on or before Dec. 18 and receive a \$50 discount. Early registration is encouraged.

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.

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No more bulky handouts to lug around at this seminar. Attendees will have access to all session handouts submitted by content leaders in advance on the CAI website and during the seminar. Attendees will receive all materials on a fully searchable CD-ROM at registration.

Cancellation Policy: Full refunds will be issued if written cancellation is received on or before Dec. 18, 2015. Cancellations received between Dec. 19 and Dec. 31, 2015, are subject to a 50% administrative fee. Registration fees are not refundable after Dec. 31, 2015. E-mail cancellations to hcarson@caionline.org or fax them to (703) 997-2177. Substitutions may be made by phone or e-mail on or before Jan. 20, 2016. After Jan. 20, 2016, all changes must be made on site.

CAI Suitcasing Policy: CAI has a no-tolerance "suitcasing" policy, 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. Nonsponsoring suppliers participating in the seminar as attendees or speakers are prohibited from soliciting business in or after sessions or in the event 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 (\$2,100), which must be paid prior to registering as an attendee, exhibitor or sponsor at any future CAI conference or other event.

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