



2011 PMP Client Retreat Agenda

Thursday, June 16th

8a-9a	Breakfast
9:00a-10:30a	Creating the Multimillion Dollar Law Firm John Morgan (Bio)
10:30a-12:30p	Areas of Practice That Can Pay for Your Advertising SSD Carol Leininger Wage & Hour Richard Cellar (Bio) Worker's Comp R.A. Patterson III (Bio) Consumer Debt Billy Howard (Bio) Mass Tort/Class Action Scott Weinstein (Bio) Mesothelioma Dennis Weitzel (Bio)
12:30p-1:30p	Lunch
1:30p-2p	Voir Dire Keith Mitnik (Bio)
2p-2:30p	Internet Marketing & PPC: The Future is Now! Matt Streit (Bio), Carl Jaeckel (Bio)
2:30p-2:45p	Break
2:45p-3:15p	The Art of Intake: The Good and the Ugly Kaci Bloemers (Bio)
3:15p-4p	Herding Sheep: Managing Staff Jim Kelleher (Bio)
4p-5p	CCC: Visit Morgan & Morgan Intake Center
5p	Cocktails and Dinner – Kres Chophouse



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8:30a-9:30a

Breakfast

9:30a-9:50a

POD System: Generating \$2MM+ annually per POD
How to manage your litigation files
How to manage your Case Managers
[Sean Shaughnessy](#) (Bio)

9:50a-10:15a

Case Managers: the formula for success
How many cases should you have in Demand?
How many cases should be banked each quarter? Year?
Average Fee Generation?
Judy Diaz

10:15a-10:35a

Case Management: How Technology Can Streamline Your Practice
Client Profiles Presentation
[Whit McIsaacs](#) (Bio)

10:35a-10:45a

Break

10:45a-12p

Round Table: Best Practices

12p-1p

Lunch - Conclusion of Client Retreat

Partnership Program Presentation

1p-2:30p

Why the Partnership Program Today
[John Morgan](#) (Bio)

2:30p-2:45p

Break

2:45p-3:15p

Mechanics of the PMP Partnership Program
[Kaci Bloemers](#) (Bio)

3:15p

Your Local Market