

We believe the best ideas come from relationships that cherish innovation, from passion that seeks to understand where we are going and not just where we are, from notes scribbled on napkins and not just strategic plans.



The College of Law Practice Management

e Newsletter

November 2009

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Fellow News

2010 Officers

Edward Flitton - President
Bill Gibson - President-Elect
Joan Gleich - Treasurer
Mary Beth Pratt - Secretary

2010 Trustees

Andrew Adkins
David Bilinsky
Maggie Callicrate
Ron Friedmann
Mark Greene
Sally Fiona King
John Michalik
Richard Potter
Mark Robertson
Ron Stuardt
Erica Tamblyn

The Board of Trustees welcomes

Greetings Fellows!

It was a thrill to be able to participate in the Futures Conference and Annual Meeting in September. The survey taken afterwards indicates that our Fellows gave both events very high ratings.

There are so many people who contributed to this success that I cannot begin to list them all in this short space. It began with a Futures Committee which conceived of the conference and its general topics. A planning committee then took over the task of organizing this event. [Burkey Belser's](#) firm did a fabulous job of developing highly effective marketing materials. [Andy Adkins](#) took on the role of finalizing these plans and organizing the speakers. Most of the speakers at the conference were Fellows, who demonstrated the incredible depth and ability of our College.

While the economy made it more difficult to attract non-Fellows to this conference, we still had 20 non-Fellows attend. And, more than 70 of our Fellows attended. This high level of participation was highly gratifying and helps strengthen our fellowship. It also meant that the annual meeting made money for the College for the first time in several years.

The induction dinner was a warm and wonderful evening, with 13 new Fellows inducted. Listening to the descriptions of their careers confirmed that we continue

John Michalik as a new member of the Board. We look forward to his insight and participation.

Thanks to all of the Trustees for their continued good work and dedication to the College.

Class of 2009

The high point of our annual meeting each year is the induction of a new class of Fellows. [Click here](#) to meet the class of 2009.

Leary Davis received the Judge John J. Parker Award from the North Carolina Bar Association this summer. The Award was established in 1959 by the NCBA as "the highest honor of this association bestowed in recognition of conspicuous service to the cause of jurisprudence in North Carolina.

Dan Pinnington and Reid Trautz have co-written a new book: *The Busy Lawyer's Guide to Success: Essential Tips to Power Your Practice* published by the ABA. [Click here](#) for more information.

Jordan Furlong has joined Edge International as a partner and has also joined Stem Legal as a senior consultant and principal of their new Legal Media Strategy service.

Congratulations to **Dave Bilinsky** on the success of the Pacific Legal Technology Conference held in Vancouver last month.

Futures Conference & College Annual Meeting & Induction Ceremony - A

to add to our depth of talent.

And, of course, the most important contributor to the success of these events was the incomparable **Karen Rosen**, who calmly oversaw every detail necessary to make this a wonderful weekend. Thanks, Karen!!

Given that success, it is not surprising that the Trustees decided to stage a similar conference in conjunction with the 2010 Annual Meeting in Washington, D.C. We are looking now for a law school to join us in the conference. We will advise you of the dates as soon as we have those arrangements.

The other initiative recommended by the Futures Committee was a program to assist the Legal Services Corporation with its program visits to the various state and local legal aid programs which it supports. We participated in three of those visits this year, thus developing a way to share the talents of our Fellows with the community. **Ron Staudt** is to be thanked for originating and organizing this novel public service. We will be continuing that program next year.

The Trustees have also decided to explore other ways for Fellows to meet and contribute. A new Futures Committee, chaired by Incoming President **Bill Gibson**, is being formed to head up this project.

The overriding goal here is to make being a Fellow an exciting and fruitful experience. Please let Karen or me know if you have ideas in that regard.

Finally, we were all saddened to learn of the recent passing of **Jim Lantonio**. He was an extraordinarily talented and experienced Fellow who contributed much to the College, especially in the last nine years in which he served as a Trustee. There is a tribute to him elsewhere in this

Big Winner & Great Fun!

It was wonderful to see a record number of Fellows at the 2009 Futures Conference and Annual Meeting in Denver. We brought together a dynamic group of the most innovative law practice management minds for a day and a half conference discussing the future of the legal profession. The results were powerful! Attendees left armed with knowledge that they can use immediately to address the needs of the future. Please visit the Meetings page under Fellows' Corner at www.colpm.org to view Power Point presentations and photos from the conference.

The Futures Conference and Annual Meeting would not be possible without the support of our sponsors:

Greenfield Belser Ltd.
ABA Law Practice Management
Section
Canadian Bar Association
InsideCounsel
International Legal Technology
Association
Legal Marketing Association
Altman Weil, Inc.
Association of Legal
Administrators
Dell
FlexPrint
Holland & Hart LLP
Lawyers Weekly

THANK YOU!!

[This & That](#)
**Who Should Be A Fellow in the
College?**

Nominations for the Class of
2010 are due December 15th.
Please think about colleagues

newsletter. He will be missed.

My best wishes to you and yours for a safe
and happy holiday season.

Ed



In Memoriam - D. James Lantonio

To help celebrate the life of Jim Lantonio,
we've asked three Fellows to share their
thoughts about Jim. He will be missed!

It has been a month since all of us heard
about the loss of Jim Lantonio. I had
expected to see him at the College
meeting, and was looking forward to
catching up on his activities and plans for
the future. He was always full of ideas and
energy. I was anxious to hear about his
newest, provocative ideas about a new law
firm model, created to meet the challenges
of the current economic environment. Jim
thought "outside of the box" and made it
seem as if that was just the right thing to
do. Jim challenged everyone he worked
with to do the same. Just the other day, I
received a flyer about a new ALA book Jim
edited on "Law Firm Management and
Economics." There was his name in the
flyer, reminding me that he was always
working on ways to explain and improve

who have made a significant contribution to the law practice management profession and nominate them for Fellowship in the College. [Click here](#) for the nomination form.

Call for Volunteers

The College is looking for volunteers to help us on a couple of different fronts during the coming year.

Sponsorships

Like many non-profit organizations, sponsorships are very important to the College. If you have some ideas on companies the College should approach for sponsorships or if you have some time to help us in our sponsorship efforts, please contact Maggie Callicrate at mcallicrate@pierceatwood.com

InnovAction

The InnovAction Awards team needs volunteers to help with the 2010 InnovAction Awards. If you are interested please contact Jordan Furlong at jordan.furlong@gmail.com.

Legal Aid Service Project -

After a very successful pilot program with the Legal Services Corporation (LSC) we are planning to continue to offer the expertise of our Fellows at designated site visits the LSC has planned for 2010. If you are interested in helping out, please contact Ron Staudt at rstaudt@kentlaw.edu.

Join the College's LinkedIn Group. If you have a profile on LinkedIn, ask to join the College of Law Practice Management group. If you don't have a

law firm management models.

Jim's most valuable contribution to the law firm world we both knew, though, was the way he worked with people. We worked together for nine years, from 1990 when I joined Sidley Austin, until 1999, when Jim left to pursue other opportunities. During that time, we made many changes to policies and procedures. Everyone on the team appreciated Jim's personal management style and thoughtfulness. He would be there to explain changes, and listen to everyone's comments and point of view. He would walk through the office and make a point of talking to each and every person and, in most cases, knew their names. The Sidley family was greatly saddened to hear about the loss of Jim, and many told their own stories about how Jim remembered something about them each time they saw him.

In the past year, Jim and I kept up with each other via email, and I have the last email he sent me dated July 31, 2009, telling me about the five-week family trip to Europe with his wife Elaine, their daughter Danielle, and grandchildren Nicole and Drew. Jim told me about the trip he was planning when we talked about our plans for 2009 at last Year's College meeting. He was excited about the trip, and he told me that he was trying not to think about the amount of luggage they would be taking!. I don't think Jim would mind my sharing the thoughts he expressed in the email. He said "This trip has been fantastic. Seeing Europe through the eyes of Nicole and Drew has made it all worthwhile." He did many things for many people, and to him it was important and worth it to do things for others. He will be remembered by me and those he knew for his caring, thoughtful ways. I think Jim would like that.

Carol Phillips

profile on LinkedIn, create one at www.linkedin.com and then join the College group.

What's New?

Tell us. Have you changed jobs, received an honor, written a book...let us know so we can include the information in next quarter's newsletter.

Are You Up To Date?

It is a good time of the year to take a few minutes to check and see if your information on the College website is up to date. Just go to www.colpm.org and click on the Directory page. Please let Karen Rosen know about any changes.

Sustaining Fellows

The College would like to recognize and thank our 2009 Sustaining Fellows for their ongoing support of the College of Law Practice Management

Managing Partner (\$500-\$1,000)

Edward Flitton
John Hellerman, *in honor of Hellerman Baretz Communications*
Lowell Rothschild

Barrister's Circle (\$250 - \$499)

Charles Coulter
John Cummins, *in memory of David Brezina*
Joan Gleich
Pete Peterson, *in honor of Robert Yegge*

Advocate (\$100 - \$249)

Judy Anderson
Maggie Callicrate
Richard Granat, *in memory of James Keane*

Jim Lantonio was one of the most caring people I have ever known. He did so much for people and asked nothing in return other than that people always put forth their best efforts. He was a loving husband, father and grandfather. He was a friend and mentor to more people than we could imagine. He put concern for others ahead of concern for himself. As busy as he was (he didn't seem to really grasp the meaning of "retirement") he never forgot special events in other people's lives. All of us were enriched by knowing him. Leah and I will especially miss him. He was one of our dearest and closest friends. We enjoyed traveling with Jim and Elaine and were excited that they were in the process of moving to our community in Williamsburg. On a professional level, he was a leader and innovator. His impact on the legal community and the administration of law firms will be felt for years to come. He will truly be missed on so many levels.

Rob Rubenstein

In my 36+ years of being a law firm administrator I have been blessed with a few great mentors and role models. None had the impact of Jim Lantonio. I had the good fortune of working under his tutelage at Milbank starting when we both joined the firm in 1999. Jim's impact on the firm will be felt for years and years to come. He has been deeply missed since he retired, at all levels of the Milbank community.

Jim supported all of us to challenge ourselves. He pushed us to reach beyond what we thought possible and look at every situation through many lenses. He strengthened my belief that there are multiple solutions to every situation and caused me to realize that often the one you thought would never be plausible was the right one. No one made me think more, think more differently, reach beyond what I thought was possible and believe in myself

Ron Friedmann
Robert Greene
K. William Gibson
Dave Hambourger
John Hanley, *in memory of*
Robert Yegge
Gerry Malone
Carol Phillips
Ed Poll
Richard Potter
Mark Robertson
Joel Rose
Robert Rubenstein
Sally Schmidt
Cullen Smith

more.

And I am not alone. That is his legacy at Milbank. I have the fortune to travel to our offices with regularity. Jim is remembered this way throughout the world. He never forgot that people are our most important asset.

Knowing that Jim is in a better place has brought us comfort. Wondering what he will do as its newest resident keeps us intrigued. He has left a giant hole in our hearts and lives. He left us all with one message, "GIVE A DAMN."

Erica Tamblyn

Legal Services Corporation Pilot Program A Success!

As the College celebrates the end of the first year of our collaboration with the Legal Services Corporation (LSC), we want to provide you with an update and an invitation. But, first, we must acknowledge the contributions of the late Jim Lantonio. He was a wonderful supporter of this project, and we benefited greatly from his wisdom and insight. We will miss him very much.

Our collaboration began when the boards of the LSC and the College agreed to begin a volunteer project to apply some of the knowledge of College Fellows to some of the challenges faced by LSC. LSC provides over \$400 million in grants to 137 independent nonprofit legal aid programs with 900 offices that provide legal assistance to low-income individuals and families across the country. These law offices have all the practice management challenges that other law offices have: staffing; technology; management; marketing and communications; and the like. Our pilot program was organized under the supervision of the LSC Office of Program Performance as part of its regular annual series of Program Quality Visits.

Eight to 10 such visits are conducted each year.

[more](#)

InnovAction

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