THE BUSINESS OF BEING A LAWYER (BBL) 
COURSE INFORMATION

I. Professor and Contact Information

Professor: Pam Pierson 
Office: Room 336 
Telephone: 348-1139 
Office Hours: Wednesdays, 9:30 – 10:30 AM (or other times by appointment) 
Email: ppierson@law.ua.edu

II. Course Material

Required: Pamela Bucy Pierson, The Business of Being a Lawyer. (All proceeds go to UA law School Public Interest Institute.)

Additionally, there are two resources (not required) available on TWEN (password: BBLSPRING2017) for your perusal. The first is information on Limited Scope Representation (LSR) provided by The Honorable Henry Callaway. The second is a sample portfolio for a “pitch” (which we cover on February 17).

III. Course Description

BBL is designed to help navigate the legal profession and law related professions. It covers the following: (1) Economic trends in the legal profession and what these trends mean for lawyers, (2) Personal financial planning basics and how financial decisions affect one’s career, (3) Emotional Intelligence (EQ) issues such as recognizing and using one’s strengths, cultivating habits of resilience, and dealing with stress and setbacks, (4) How to be an effective “free agent” throughout one’s career (in light of the fact that the average lawyer changes jobs 7 times in a career).

IV. Class Requirements

1. Be on time.

2. Attendance is required. We are in Room 187 and various breakout rooms (see below). Class meets on Fridays, February 10: 8:30 – Noon; 1:30 – 5 PM; February 17: 9 AM – 2 PM (lunch provided); and February 24: 9 AM – 2 PM (lunch provided). Class roll will be taken in the morning and afternoon on February 10 and during the morning sessions on February 17 and 24. You may miss class only for good cause. Please see me prior to class if this policy creates a problem for you.

3. Satisfactory and timely completion of all course assignments.
4. No “screens” allowed in class other than the e-book, THE BUSINESS OF BEING A LAWYER.

5. Class participation is encouraged, especially questions for guest speakers. Note also on the syllabus that everyone is assigned to groups for certain course coverage. I welcome volunteers on every topic but will call on you only during your assigned coverage.

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<thead>
<tr>
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<td>Kellerhouse, Lauren</td>
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V. Grading Policy

This course is graded P, D, F.

VI. BBL Webpage and Video Library

The BBL webpage may be found at [http://www.law.ua.edu/academics/the-business-of-being-a-lawyer/](http://www.law.ua.edu/academics/the-business-of-being-a-lawyer/).

Available on the BBL webpage is a Video Library of over 100 video interviews with lawyers and judges on BBL topics. Almost all interviewees have taken Gallup Strengths finder prior to their interview and discuss in their interview their five strengths and how they use them in their job. There are four indices for the library: (1) name of interviewee, (2) 34 Gallup strengths, (3) BBL subject topics, (4) practice areas. Note that one of your assignments uses this Video Library. In addition, I encourage you to view interviews from this library whenever you are interested in working at one of the offices of lawyers interviewed, or if you are interviewing with one of these offices for a position.

Also available on the BBL webpage are a series of short videos prepared by UA law students that provide practical tips for navigating law school and the workplace:

- Advice for 1Ls from 3Ls
- Business Etiquette: What Every Lawyer Needs to Know
VII. **ADA Accommodations**

The Law School is committed to meeting the needs of students with physical, learning, and other disabilities, and provides appropriate accommodations and services tailored to each person's specific requirements. The Law School's assistant deans and the University's Office of Disability Services work together to help individuals with disabilities achieve and maintain individual autonomy. Students with disabilities are encouraged to contact Dean Grace Lee at (205) 348-5751 or glee@law.ua.edu so that the individual's needs for support services can be evaluated and accommodated in a timely manner.

VIII. **Uses of Technology**

Use of “screens” is not permitted during BBL class sessions other than access to the e-book version of the course materials. This means no use of lap tops, no telephones (no texting), no ipads, etc.

IX. **Assignments:**

There are three assignments in this course. All are attached to this syllabus. Use the format for each that is attached. Completion of all three is required to pass the course. Submit your assignments together, as one packet, to Erica Nicholson, Room, 343, no later than Friday, May 5, 2017. The assignments should be submitted in hard copy.

1. **Assignment 1:** To complete this assignment you will need to keep a monthly personal financial budget. Feel free to use one of the free online budgets (such as Budget Simple). You will not turn in the budget you prepare but you will use it for this assignment.

2. **Assignment 2:** To complete this assignment you will need to view at least six video interviews in the BBL video library (on the BBL webpage). Please note that these are large files and you may want to view your interviews when at the law school or other facility with a fast internet connection.

3. **Assignment 3:** To complete this assignment you will choose any 20 pages of the book, *The Business of Being a Lawyer*, and write a one-page, single-spaced, reflections paper on what you read, following the instructions in the assignment.
X. Stress Hardiness Survey

I hope you will participate in the stress hardiness survey we are conducting as part of BBL if you have not done so as a 2L or 3L student. (If you did take it as a 1L, you can take again. The 2L/3L survey is different from the 1L survey.) All responses to the survey are anonymous and confidential. I will not know who has taken the survey or the results of any participant. The survey is brief (takes about 15 minutes) to take, and is fairly enlightening to you as to your strategies for stress management. The data we gather will help provide more information about handling stress in the legal profession. This survey is part of a four-year research project, “Stress Hardiness in Law Students and Lawyers (IRB # 16-OR-280-R1).

XI. BBL Syllabus

FRIDAY, FEBRUARY 10:

8:30 AM – 9:30 AM: Overview of Course
    Topic: Economic Trends in the Legal Profession
    Reading: pp 16-190; 222-242
    Group 1

9:30 – 9:45 AM: Break

9:45 – 10:45 AM: Economic Trends in the Legal Profession (continued)
    Reading: pp 161-190; 222 – 224
    Group 1

11AM – 12:15 PM: Panel: ECONOMIC TRENDS IN THE LEGAL PROFESSION
    • The Honorable Scott Donaldson, Alabama Court of Civil Appeals
    • Joe Van Heest, Public Defender for Tuscaloosa County
    • Jenna Bedsole, Shareholder, Baker, Donelson, Bearman, Caldwell & Berkowitz

1:30 PM – 2:30 PM Topic: Personal Financial Planning
    Reading: pp 99-153
    Group 2

2:30 – 2:45 PM Break

2:45 – 5 PM Topic: Personal Financial Planning (continued)
    Reading: pp 99-153
    Group 2
    and
    Topic: Emotional Intelligence
    Reading: pp 1 – 70
    Group 3

(We will take a 15-minute break during this afternoon session at a time that fits with class discussion and exercises.)

FRIDAY, FEBRUARY 17:

9 – 10 AM Pitch Exercise: Please see pp. 16 of this syllabus.

10 – 10:15 AM Break

10:15 – 11:30 AM Topic: Emotional Intelligence (continued from Feb 10)
    Reading: pp 1 – 70
    Group 3
GUEST SPEAKER: Cooper Shattuck, Attorney at Law

11:30 – 12:45 Breakout Groups and Lunch

BREAKOUT LEADERS:

- Cooper Shattuck, Attorney at Law (previously, General Counsel, University of Alabama System; Legal Counsel, Governor Robert Bentley; Managing Partner, Rosen Harwood, P.A.)
  - ROOM 172
- Katie Osburne, Deputy General Counsel, University of Alabama System
  - ROOM 283
- Chad Tindol, Vice Chancellor for Risk and Compliance, Special Assistant to the Chancellor, and Deputy General Counsel, University of Alabama System,
  - ROOM 275
- Philip Reich, Attorney at Law (previously Alabama Circuit Court Judge, Special Assistant to the Chancellor and Deputy General Counsel, University of Alabama System)
  - ROOM A225

1 – 2 PM Topic: Emotional Intelligence (continued)
Reading: pp 1 – 70
Group 3

FRIDAY, FEBRUARY 24:

9 – 10 AM: PANEL ON ECONOMIC TRENDS AND EQ (questions: Group 1)

- Richard Brock, Founder and CEO, OnBoard Search and Staffing, Inc.;
- Steven McMeekin, Wainwright Pope McMeekin, PC
- Charles Prueter, Associate, Waller Lansden Dortch and Davis, LLP (questions: Group 1)

10 AM – 10:15 AM Break

10:15 – 11:30 AM PANEL ON ECONOMIC TRENDS AND EQ (questions: Group 2)

- Frank Caprio, Partner, Bradley Arant, Boult Cummings, LLP;
- Ben Chastain, Axiom Global Legal Services
- Joyce Vance, United States Attorney, ND AL, August, 2009 – January 20, 2017
11:30 AM – 12:45 PM  Breakout Groups and Lunch:
   • Richard Brock, Ben Chastain, Crystal McMeekin  
     o ROOM 172
   • Frank Caprio and Charles Prueter  
     o ROOM 283
   • Joyce Vance and Sarah Meginniss Folse  
     o ROOM 275
   • Jeff Utsey and Steven McMeekin,  
     o ROOM A225

1 – 2 PM  PANEL ON ECONOMIC TRENDS AND EQ (questions: Group 3)
   • Crystal McMeekin, Brown Mackie College
   • Sarah Meginniss Folse, Assistant District Attorney, Tuscaloosa County, Alabama
   • Jeff Utsey, Utsey and Utsey
Faculty Bios

Jenna Bedsole, Shareholder, Baker Donelson Bearman Caldwell & Berkowitz. Jenna Bedsole leads the Labor & Employment Practice Group and as such is responsible the growth and strategic initiatives for one of the firm's largest practice groups. She manages 90 lawyers across 8 states in 16 offices. She has represented employers in a broad range of employment matters, including the defense of cases under federal and state discrimination laws, and the enforcement of non-compete agreements.

Ms. Bedsole leads the Labor & Employment Practice Group and as such is responsible the growth and strategic initiatives for one of the firm's largest practice groups. She manages 90 lawyers across 8 states in 16 offices. She has represented employers in a broad range of employment matters, including the defense of cases under federal and state discrimination laws, and the enforcement of non-compete agreements.

Ms. Bedsole conducts management and employee training relating to employment issues in the workplace, drafts handbooks and employment agreements, provides policy review and regularly counsels employers to ensure compliance with applicable employment and labor laws.

Ms. Bedsole also represents educational institutions and school boards regarding issues with the Students First Act, the Fair Dismissal Act, No Child Left Behind, the IDEA, due process proceedings, special education, FERPA issues, truancy proceedings, attendance, zoning and the First Amendment. She has defended education clients before the EEOC, the Office of Civil Rights and FMCS Arbitrators.

Ms. Bedsole is a registered mediator with the Alabama Center for Dispute Resolution.

In addition, Ms. Bedsole has been active within the Birmingham Bar Association. She served as President of the Young Lawyers Section and chaired the Long Range Planning Committee in 2010. For several years, she served on the Board of the Birmingham Bar Foundation. She is a member of the inaugural class of the Alabama State Bar’s Leadership Forum. She is an Advisory Board member of the Blackburn Institute, a student leadership network with the University of Alabama and serves on the Board of Autism2Ability which developed an app to assist individuals with autism to communicate. She volunteers with the YWCA. She and her husband, Chess, have two children, Helen and Cameron. She is the producer/director of the documentary, Stand Up, Speak Out: The Nina Miglionico Story.

Ms. Bedsole is a graduate of University of Alabama School of Law and received her B.A. from University of Alabama prior to going to law school.

Richard Brock, Founder and CEO, OnBoard Search and Staffing, Inc. Richard Brock is a seasoned entrepreneur, legal search consultant, attorney career coach and former practicing lawyer. He has founded several businesses which operate in the legal industry including two attorney recruiting companies. He has worked with dozens of law firms and corporations and hundreds of attorneys across the country on strategic growth initiatives, lateral attorney placements and law firm mergers. In addition to operating his current legal recruiting company, OnBoard Search & Staffing, he is also the founder and CEO of LawFit, a legal technology business which helps law students and lawyers make better career decisions through a proprietary online assessment. He is a graduate of the University of Alabama School of Law and Washington & Lee University. Brock’s
companies have received numerous awards and recognition for success and growth including Inc. 500 and Inc. 5000 Awards for fastest growing companies in America.

Frank Caprio, Partner, Bradley Arant Boult & Cummings, LLP. Frank Caprio chairs Bradley’s Intellectual Property Practice Group. He focuses on intellectual property law and assists clients in the protection and use of their intellectual property rights, and in the litigation of various technology-related disputes involving patent, trademark, copyright, trade secret, and computer issues. He has been selected by his peers for inclusion in the Best Lawyers in America in both Intellectual Property Law and Information Technology Law.

He is a retired Naval Flight Officer and Mission Commander having served in the 70’s, 80’s and 90’s in active duty and reserve squadrons flying the Lockheed P-3 Orion Aircraft, conducting Anti-Submarine Warfare (ASW) Missions. He also worked in industry as an engineer providing technical analysis and program management to projects that included missile programs, warhead testing, and six-degree of freedom simulations.

Frank regularly speaks on IP issues to business owners and lawyer associations, and has held leadership positions in his local and state bar associations. Frank is active in community service and has served as a Board member for Huntsville Hospital, YMCA, Biztec (business incubator), Chamber of Commerce, Emergency Management Agency, and the Vanderbilt NROTC Advisory Board.

In his law practice, Frank Caprio has had the great privilege of protecting his clients’ creative ideas. Before law school he served as a Naval Flight Officer, and he also worked as an engineer in the missile industry. Frank believes that many of the lessons he learned in those jobs are applicable to the business side of the practice of law.

Ben Chastain, Attorney, Axiom Global Legal Services. Ben graduated from the University of Alabama School of Law in 2006 and worked at King & Spalding in Atlanta, Georgia prior to joining Axiom in 2016.

The Honorable Scott Donaldson, Alabama Court of Civil Appeals. Judge, Alabama Court of Civil Appeals. Judge Donaldson received a B.S. degree in Commerce and Business Administration from the University of Alabama and graduated cum laude from the Cumberland School of Law in 1984. Judge Donaldson practiced law for over 18 years and was elected to the State Bar Commission and State Bar Disciplinary Commission. From 2003-2013, he was a circuit judge for the Sixth Judicial Circuit. Judge Donaldson has taught numerous courses for the Alabama Judicial College and the National Judicial College. He has also been an adjunct faculty member at the University of Alabama Law School and Business School, and is a frequent speaker at legal and judicial education conferences on various topics.

Sarah Meginnis Folse, Assistant District Attorney, Tuscaloosa, Alabama. Sarah is a 2011 graduate of the University of Alabama School of Law. Prior to joining the Tuscaloosa District Attorney’s office, Sarah clerked for the United States District Court, ND AL.

Crystal McMeekin, College Instructor of online and hybrid learning legal courses for paralegal,
associate and bachelor degrees at Brown Mackie College. She has served as Executive Director of the Birmingham Bar Foundation, responsible for all administrative, financial, fund development, community education, and grant making operations. Prior to joining the Birmingham Bar Foundation, she was in private practice focusing on probate, criminal, domestic relations and general civil and business matters. She has served in bar leadership at the local and state levels and at the America Bar Association, National Conference of Bar Foundations. Ms. McMeekin received her B.S. in Mathematics from the University of Montevallo and her J.D. from the University of Alabama School of Law.

Steven McMeekin, Wainwright Pope & McMeekin, PC. Steven is a native of Gadsden, Alabama. He was admitted to the Alabama State Bar in 1990. Steven is also admitted to the U.S. Court Appeals, Eleventh Circuit, and the United States District Courts for the Northern and Middle Districts of Alabama. Steven received both his B.A. degree and his J.D. degree from the University of Alabama. While at the University of Alabama School of Law, he was a member of the John A. Campbell Moot Court Board and the National Moot Court Competition Team. He is a member of the Birmingham and American Bar Associations, the Alabama Defense Lawyer’s Association, and the Defense Research Institute. Steven was President of the Workers’ Compensation Section of the Birmingham Bar Association for 2010. He has served on the Executive Committee of the Birmingham Bar Association, and the Board of Directors of the Birmingham Bar Foundation. Steven also served as the Chair of the Alabama State Bar Workers’ Compensation Section for 2014-2015. He is listed in The Best Lawyers in America. He has achieved the AV Preeminent rating—the highest possible rating—from Martindale-Hubbell.

Katie Osburne, Deputy General Counsel, University of Alabama System. Katie Osburne is Deputy General Counsel, University of Alabama System. Prior to joining the UA system, Ms. Osburne practiced with the firm, Rosen Harwood P.A., Tuscaloosa, Alabama, where she specialized in administrative law, litigation and family law. Ms. Osburne has served as a member of the Executive Committee, Young Lawyers Section, Alabama State Bar; Chair, Law School Relations Committee, Alabama State Bar; Member, Alabama Custodial Law Revision Task Force; Member, Executive Committee, Tuscaloosa County Bar Association; Member, 2013 Leadership Tuscaloosa Class; and Member, Junior League of Tuscaloosa's Executive Board. Ms. Osburne received her undergraduate degree and her J.D. from the University of Alabama.

Charles Prueter, Associate, Waller Lansden Dortch & Davis, LLP. B.A., summa cum laude, Ohio State University, 2009; J.D., summa cum laude, University of Alabama School of Law, 2012. Charles was the Editor in Chief of the Alabama Law Review during law school and was inducted into the Order of the Coif upon graduation. After law school, Charles served as a law clerk to Judge Sim Lake, who sits on the U.S. District Court for the Southern District Texas. The next year, he served as a law clerk to Judge Jennifer Walker Elrod, who sits on the U.S. Court of Appeals for the Fifth Circuit. Charles now is an associate at Waller Lansden Dortch & Davis, LLP, in Birmingham, where he focuses his practice on civil litigation matters and white collar criminal defense.

Philip A. Reich, Attorney at Law. Special Assistant to the Chancellor, and Deputy General
Counsel, Circuit Court Judge, State of Alabama.

**Cooper Shattuck, Attorney at Law.** Previously, General Counsel, University of Alabama System. Prior to joining the UA System, Mr. Shattuck served as the Chief Legal Advisor for Governor Robert Bentley, and practiced with two law firms: Rosen Harwood P.A. and Hubbard, Smith, McIlwain, Brakefield & Shattuck, P.C, both of Tuscaloosa, Alabama. Mr. Shattuck received his B.S. in Economics from Georgia Tech and his J.D. from the University of Alabama School of Law. Cooper spent 20 years in private practice in Tuscaloosa, representing both plaintiffs and defendants in state and federal courts, throughout the nation and in Puerto Rico. He later served as Chief Legal Advisor to the Governor where he worked with and in all areas of state government and worked extensively on the Deepwater Horizon/BP Oil Spill. He led the state’s efforts to assess damages done both economically and environmentally, and led the Governor’s team in settlement negotiations resulting in a $1 billion economic settlement for the state and over $1 billion dollars in Natural Resource Damage Assessment funds, Clean Water Act (RESTORE) funds, and criminal fines and penalties. He later served as General Counsel for the University of Alabama System, where he coordinated, managed, and administered legal strategies and services for the entire University of Alabama System including three campuses, its health system (including a hospital and insurer), and over 50 affiliated entities, with an operating budget of $5.5 billion, over 38,000 employees, and a $1.2 billion pooled investment endowment. Currently, Cooper operates his own law practice as a solo practitioner, experiencing first-hand the challenges of juggling a small business while practicing law. He is also very involved in the Alabama State Bar, having served as its Vice President twice, and on its Executive Council, Disciplinary Commission, Disciplinary Panels, and over 18 different committees and task forces.

**Chad Tindol, Director of Risk Management, University of Alabama System.** Chad Tindol has been an attorney for 20 years. With the exception of a clerkship for Judge Harold Albritton, that time has been spent almost equally divided between private practice and work for the University of Alabama System. At UAS, Chad has worked in the office of counsel, at the law school, and currently serves as Vice Chancellor for Risk and Compliance, Special Assistant to the Chancellor, and Deputy General Counsel. Mr. Tindol received his B.A., summa cum laude, University of Alabama and his J.D. from Yale Law School.

**Joe Van Heest, Public Defender for Tuscaloosa County.** Mr. Van Heest has been practicing law for 23 years. He is licensed to practice law in Alabama, Maryland, and Washington DC. Born in the Northeast, he graduated The Catholic University of America School of Law, in 1992, and moved to Montgomery, Alabama to clerk for U.S. District Judge Harold Albritton. He spent 18 years living in Montgomery, and working for 4 years as an Assistant Federal Defender sandwiched by two stints in private practice. His career has been dedicated to criminal defense. Since August 2010, Mr. Van Heest has been the appointed Public Defender for Tuscaloosa County.

Mr. Van Heest is a past-president of the Alabama Criminal Defense Lawyers Association (ACDLA) and the Federal Bar Association - Montgomery Chapter, and a former
president of the Board of Directors for Tuscaloosa County Community Corrections. He remains active with ACDLA, the National Association of Criminal Defense Lawyers and the National Association for Public Defense. He currently serves on the following committees: Alabama Supreme Court’s Pattern Criminal Jury Instructions committee, the Alabama State Bar Committee on Appointed Counsel and Indigent Representation, and the Standards Committee of the Alabama Sentencing Commission.

Jeff Utsey, Utsey & Utsey. Jeff Utsey is in private practice with the firm Utsey & Utsey, in Butler, Alabama. Utsey & Utsey represents individuals throughout the State of Alabama and surrounding areas in general practice matters with an emphasis on litigation. Jeff is a member of the Alabama State Bar, the American Bar Association, Bench and Bar Legal Association, the American Associate of Justice, and the Alabama Association for Justice. He received his undergraduate degree from the University of Alabama and his J.D. from the University of Alabama School of Law.

Joyce Vance, United States Attorney, ND AL, August, 2009 – January 20, 2017. Former United States Attorney Joyce White Vance is the top-ranking federal law enforcement official in the Northern District of Alabama. She was one of the first five U.S. Attorneys nominated by President Barack Obama. Vance was confirmed by the Senate on August 7, 2009. The District she serves includes 31 counties and almost three million people, approximately 60% of Alabama’s population. Vance oversees a staff of 105 employees, including 51 attorneys and 58 non-attorney support personnel, with offices in Birmingham and Huntsville.

As U.S. Attorney, Vance directs the prosecution of federal crimes, the defense of the United States in civil cases, and the collection of debts owed to the United States.

Ms. Vance's priorities for the District include terrorism and national security, financial fraud and public corruption, violent crime, and protecting vulnerable members of the community in areas including child exploitation and civil rights.

The Office continues to aggressively pursue returning funds to the public through asset forfeiture, criminal restitution and fines, and other financial litigation. Those collections, during Vance's tenure to date, have exceeded the Office's budget.

Vance was appointed to a two-year term on the Attorney General’s Advisory Committee in December of 2009, where she helped to craft Justice Department policy. She co-chairs the AGAC’s Criminal Practice Subcommittee and serves on the Management and Budget, Civil Rights, and Environmental Law Subcommittees.

Vance started in the U.S. Attorney’s office in July of 1991 as an Assistant U.S. Attorney with the Criminal Division. She served as trial counsel in cases involving civil rights violations, drug trafficking, financial fraud, and violent crime. In 2001, she moved to the Office’s Appellate Division. She became the Chief of that Division in 2004, supervising the Office’s criminal and civil appellate work and arguing frequently before the Eleventh Circuit Court of Appeals. Before coming to the U.S. Attorney’s Office, Vance was a civil litigator in private practice in Washington, D.C. and Birmingham, Alabama.
Vance is a graduate of Bates College in Lewiston, Maine and the University of Virginia School of Law. She is married to Alabama Circuit Judge Robert S. Vance, Jr. They have four children.
BBL Assignment #1

Reflections in Budget

1. List 3 discretionary spending items (small or large) in your budget and the estimated amount you spend on such items in a calendar year. (For example, I drink 3 diet cokes per day (@ $1.00 per soda), I spend $1095 per year on diet coke!).

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<th>ITEM</th>
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2. Load the free app, “Edge Face Retirement” onto your phone. Put on a baseball cap (i.e., cover all of your hair). Take your picture. Watch yourself age (that’s who you will be saving for) . . . Which relative do you look the most alike? ______________________

3. List the three most surprising things you learned about personal financial planning from pp. 99-153 of the course book, and how might that impact your future financial decisions?

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BBL Assignment #2

Reflections from BBL Video Interviews

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<th>Individual I Watched</th>
<th>Two Key Points I Got from the Interview</th>
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BBL Assignment #3

Reflections on BBL Reading

Write a 1-page reflections paper on any 20 pages of the course book. Include in your paper:

- Page numbers of what you read (it’s fine to skip throughout the book);
- What you learned;
- What you found yourself agreeing with, and disagreeing with;
- Suggestions you have for the second edition of the course book.
Partner as Follows:

Adams, Sam / Page, Caroline  
Agostino, Alyssa / Pierre, Markenson  
Bacon, Leslie / Richardson, Sarah  
Brakefield, Hill / Sawyer, Jack  
Caldwell, Joseph / Schwartz, Joey  
Damrich, Mary Pat / Sebesta, Patrick  
Dellasala, Anthony / Shamsi-Basha, Zade  
Engman, Kevin / Smith, Aaron  
Guyther, Karli / Smith, Adrian  
Hoffman, Will / Smith, Andrew  
Hughes, Madeline / Snyder, Lauren  
Jabbour, Said / Spires, Carter  
Kahn, Max / Stephens, Nene  
Keller, Hillary / Terenzi, Taylor  
Kellerhouse, Lauren / Troutner, Chase  
Kiszla, Luke / Troxler, Marie  
Knox, Briana / Venable, Benjamin  
Leva, Harshila / Walters, Daniel  
Mok, Jon / Wharton, Dan  
Pagano, Jessica / Youngpeter, Christopher

Before 9 AM on February 17, 2017 meet your pitch partner and know where he/she sits in class. For this exercise, you may go anywhere close to our classroom but meet initially in class by 9 AM.

Also prior to class on February 17, review the pitch hypotheticals (next page), and decide which one you want to pitch to your partner. Also review the sample pitch portfolio (TWEN). During the exercise, each person should make a 7 minute pitch to their partner, and obtain feedback from their partner. Return to Room 187 by 9:30 AM.
Pitch Scenarios

(1) GENERAL TORT/LIABILITY: Big Box Company owns and operates 32 stores in State. It was recently sued by a patron who claims that she slipped and fell on a mysterious substance and suffered injuries and damages as a result. Big Box Company is dissatisfied with its current counsel and is looking to retain counsel to handle this case and potentially other general liability claims in some or all geographic areas of State. Big Box Company would expect its counsel to be able to participate in early investigations and defend general liability litigation.

(2) PRODUCT LIABILITY: Mad Medical Company is seeking counsel in State to defend numerous recently filed and future lawsuits claiming that Device X causes chronic medical problems. Also, Mad Medical Company may be looking for local counsel to assist in managing Multidistrict Litigation involving Device X.

(3) DISTRICT ATTORNEY BUDGET: You are the District Attorney. Your office handles all criminal matters for Ring County, which has a population of 500,000. There are 4 attorneys and 4 professional staff in your office. Eighty percent of funding for your office comes from the State. Ring County covers twenty percent. Facing a 15% cut in state funds, you seek an increase in county funding from the county. Prepare your pitch to the County Commission (4 citizens plus the probate judge).