



Boston Chapter of the Association of Legal Administrators

2018 One Day Leadership Conference & Business Partner Expo

*Innovative Leadership:
Leading With Inent*

Wednesday, September 26, 2018

8:00 AM - 5:00 PM

The State Room, 60 State Street
Boston, MA

Register



**Diversity
& Inclusion**

SCORECARD
We Participate

2018 One Day Leadership Conference & Business Partner Expo

Wednesday, September 26, 2018

AGENDA

Time	Event/Speaker
7:00am - 5:00pm	Registration Desk Open
8:30am - 3:30pm	Business Partner Tables Open
8:30am - 9:00am	Continental Breakfast
8:45am - 9:00am	Opening Remarks <i>Jon Petz, CSP – Emcee, Author, Sarcastic Introvert</i>
9:00am - 10:00am	Influencing People You Have No Authority Over <i>Garrison Wynn, CSP– Keynote Speaker, Business Leader, Author, Comedian</i>
10:00am - 10:15am	Break
10:15am-10:30am	Welcome Back the Audience <i>Jon Petz, CSP – Emcee, Author, Sarcastic Introvert</i>
10:30am - 11:30am	Attention Pays™: How to Drive Profitability, Productivity and Accountability <i>Neen James, CSP - Leadership Expert and Author</i>
11:30am - 12:15pm	Business Partner Exhibit Hall
12:15pm - 1:00pm	Luncheon
1:00pm -1:15pm	Welcome Back the Audience <i>Jon Petz, CSP – Emcee, Author, Sarcastic Introvert</i>
1:15pm - 2:15pm	Influence Redefined: Be the Leader You Were Meant to Be, Monday to Monday® <i>Stacey Hanke, CSP- Leadership and Personal Development Expert</i>
2:15pm -2:30pm	Break
2:35pm - 3:35pm	How One Attitude, One Action, and One Person Can Change the World <i>John O’Leary - #1 National Bestselling Author and Speaker</i>
3:35pm - 3:45 pm	Closing Remarks <i>Jon Petz, CSP – Emcee, Author, Sarcastic Introvert</i>
3:45pm - 5:00pm	Networking/Business Partner Reception

*Innovative Leadership:
Leading With Intent*

Innovative Leadership



Garrison Wynn, CSP fuses comic timing and research to deliver motivational business expertise. His talents establish him as a Fortune 500 leader and professional stand-up comedian. For 20 years, he has given keynote presentations to clients (such as American Express, Wells Fargo, Oracle and NASA) at corporate and association events. He is the author of the Amazon bestseller *The Real Truth about Success*, the Amazon #1 bestseller *The Cowbell Principle*, has been a weekly contributor to the *Washington Post* and featured in *Forbes* and *Inc. Magazines*. In his teens he debuted the world's first video gaming system (Odyssey) with baseball legend Hank Aaron and as a young man spent 6 years touring comedy clubs with the top names in the business. He went on to become the youngest department head in a Fortune 500 company's history where he researched and designed processes for 38 company locations nationwide and developed & marketed products still being sold in 30 countries.

Influencing People You Have No Authority Over

CLMSM Application Credit: Application Management Category: 1 in Communication Skills

CLM® Recertification Credit: 1 hour in the subject area of Communications & Organizational Management (CM)

Sponsored by Thomson Reuters

A great idea rarely wins out on its own merit. Sound, well-structured logic regularly loses out to mediocre ideas from people who really know how to influence. This enlightening, research-based session delves into the human condition, revealing that the true key to influence is not intelligence or logic, but an understanding of what people really value. Through a collaborative toolkit, this program delivers the tips and strategies you need to make people see the value of your ideas so you're well positioned to gain agreement.

Benefits:

- ✓ Developing strategic advocates and create your own personal "influence upward" plan
- ✓ How to get people to agree with you
- ✓ Why some people disagree with everything, and what you can do about it
- ✓ How to get people to listen to your ideas
- ✓ Managing your boss: How to help your supervisor make your job easier
- ✓ How to gain more influence from any position in your organization
- ✓ Reading between the lines: Learning how to adjust your approach
- ✓ How to hold people more accountable on projects without conflict
- ✓ How to make sure your input is seen as consistently valuable to others
- ✓ Creating a repeatable process for agreement: Making the tools work well
- ✓ Gaining an understanding of what people really value and how that impacts agreement



Neen James, CSP Leadership Expert and Author

She is a leadership expert focused in the areas of performance and productivity. A little Aussie with a lot of sass, Neen is obsessed with helping people get more done so they can create more significant moments in life that matter! With a strong corporate background in development and managing large teams throughout several industries, Neen is the perfect fit for organizations who want implementable strategies to save time, increase focus, and help their people get more done. Neen often appears in the media sharing her expertise and is a published author of eight books, including *Ah-Maze: Creating Moments That Matter*, *Folding Time™* and *Secrets of Super-Productivity*. When she isn't speaking or coaching clients, she enjoys traveling the world seeking adventure and collecting fabulous shoes.

Attention Pays™: How to Drive Profitability, Productivity and Accountability

CLMSM Application Credit: Application Management Category: 1 hour in Communication Skills

CLM® Recertification Credit: 1 hour in the subject area of Communications & Organizational Management (CM)

Sponsored by JOHNLEONARD Employment Services

To get the results you want, you need to get attention. But most people don't know how to get it and keep it. People often see attention as a transaction, something to trade, but it's much more than that. Neen has identified that people pay attention at three different levels; personal, professional, and global, and she's designed a powerful methodology that makes it easy to leverage all three. Join speaker, author, and sassy little Aussie, Neen James, and discover what makes attention valuable and why paying attention in very specific ways drives profitability, productivity and accountability.

Innovative Leadership



Stacey Hanke , CSP Leadership and Personal Development Expert

Stacey Hanke is author of the book; *Influence Redefined...Be the Leader You Were Meant to Be, Monday to Monday*®. She is also co-author of the book; *Yes You Can! Everything You Need From A To Z To Influence Others To Take Action*. Stacey is founder of Stacey Hanke Inc. She has trained and presented to thousands to rid business leaders of bad body language habits and to choose words wisely in the financial industry to the healthcare industry to government and everyone in between. Her client list is vast from Coca-Cola, FedEx, Kohl's, United States Army, Navy and Air Force, McDonald's, Publicis Media, Nationwide, US Cellular, Pfizer, GE, General Mills and Abbvie.

Her team works with Directors up to the C-Suite. In addition to her client list, she has been the Emcee for Tedx. She has inspired thousands as a featured guest on media outlets including; The New York Times, Forbes, Entrepreneur, Thrive, SmartMoney magazine, The Economist and Business Week.

Influence Redefined; Be the Leader You Were Meant to Be, Monday to Monday®

CLMSM Application Credit: Application Management Category: 1 hour in Communication Skills

CLM® Recertification Credit: 1 hour in the subject area of Communications & Organizational Management (CM)

Sponsored by ACS Services, Inc.

We all want to enhance our influence...but what if we are sabotaging our influence without even knowing it? You may not be as influential as you think you are! Most of us believe if we know our topic or if we feel good we must be good. Influence Redefined will give you the opportunity to take a closer look at what's really going rather than what you believe to be true.

How you communicate verbally and non-verbally determines whether or not others see you as credible, knowledgeable and trustworthy. Without doing this effectively, you inhibit your potential to reach a goal of influencing, increasing profits and building a reputation you're proud of Monday to Monday®.



John O'Leary , #1 National Bestselling Author and Speaker

In 1987, John O'Leary was a curious nine-year-old boy. Playing with fire and gasoline, John created a massive explosion in his home and was burned on 100% of his body. He was given 1% chance to live. This epic story of survival was first showcased in his parents' book, *Overwhelming Odds*, in 2006. Originally printing 200 copies for friends and family, his parents have sold 60,000+ copies, most in back-of-room sales at John's speaking events. It was this book that first invited John to embrace his miraculous recovery and share it with the world. John's first book *ON FIRE: The 7 Choices to Ignite a Radically Inspired Life* was an instant a #1 National Bestseller; 30,000+ copies sold in the first 3 weeks. John is a contributor for The Huffington Post and Parade Magazine website and has

an online community of 75,000+. John considers his greatest success to be his marriage to his wife Beth, their four children and his relationships with friends and family.

THE POWER OF ONE: How One Attitude, One Action and One Person Can Change the World

CLMSM Application Credit: Application Management Category: 1 hour in Communication Skills

CLM® Recertification Credit: 1 hour in the subject area of Communications & Organizational Management (CM)

Sponsored by Citizens Bank

Expected to die, John O'Leary now teaches others how to truly live. John was a curious nine-year-old boy. Playing with fire and gasoline, he created a massive explosion in his garage and was burned on 100% of his body. Given less than 1% chance of survival, John is proof of the power of the human spirit. Surprisingly, this "survivor" story isn't focused on John – rather, it is a celebration of heroes who intimately served him and his family. From a dedicated Hall of Fame sports announcer to a visionary burn nurse (and countless others), every individual involved in this 1987 fire teaches us this truth: one person can make a profound difference in the lives of others. With emotional storytelling and unexpected humor, John reminds audiences of the significance of daily attitudes, the power of gratitude, and the impact of serving others with courage. He reawakens audiences to realize the gift of today and the possibility of tomorrow. John illustrates this truth: one attitude, one action and one person can absolutely change the world.



Jon Petz, CSP –Your Favorite Magician Returns to Emcee

Jon Petz is the founder of *Bore No More™*, an idea lab for increasing personal and employee engagement. As the author of several books, including the top-selling title, "Boring Meetings Suck" The USA Today, Wall Street Journal, CNBC, ABC News, Success Magazine and many other media outlets have covered the success of Jon Petz as an author, thought leader and engagement expert. American Business Journals named him a top 40 business professionals under the age of 40. He's appeared on NBC, CBS, FOX, Food Network and has opened for groups from the American Idol Tour to Rascal Flatts.

2018 One Day Leadership Conference & Business Partner Expo

Register Online or Complete the Registration Form Below

Registration Form

NOTE: This is a two-sided document. Please see reverse.

Name: _____

Member of ALA? _____ If yes, indicate your ALA International ID# _____

Title: _____ Firm Name: _____

Street: _____

City: _____ State: _____ Zip: _____

Phone: _____ Email: _____

☐ Dietary restrictions or allergies? _____

Pricing Details on Next Page

Eligibility

Registration fees are based on membership status (ALA Boston Chapter member, Other ALA member or nonmember) on the date registration and payment are received; however, all member rates are contingent on the member renewing her or his full Boston Chapter ALA 2018 membership. Boston Chapter and ALA members may register for the One Day Leadership Conference & Business Partner Expo at the member rates noted on the registration form. Nonmember registration is restricted to individuals who are not currently members of ALA, but who do meet the eligibility requirements for ALA membership. Learn more about membership eligibility requirements or contact Amy McDuff at amcduff@murthalaw.com.

NOTE: This is a two-sided document. Please see reverse.



Boston
Chapter

Boston Chapter of the Association of Legal Administrators

4 Lan Drive, Suite 310 - Westford, MA 01886

Ph: (978) 364-5136 • Fx: (978) 250-1117 • www.alaboston.org

Registration Form Page 2

Full Registration	\$100 Discount On or Before 6/30	\$50 Discount On or Before 8/31	Regular Price After 8/31	TOTAL
<input type="checkbox"/> Boston ALA Chapter Member	\$125	\$175	\$225	\$_____
<input type="checkbox"/> ALA Member, Boston Chapter Non-Member	\$175	\$225	\$275	\$_____
<input type="checkbox"/> Non-Member/Guest	\$225	\$275	\$325	\$_____

Chapter Affiliation

- | | |
|--|---|
| <input type="checkbox"/> ALA, no Chapter affiliation | <input type="checkbox"/> New York Chapter |
| <input type="checkbox"/> Boston Chapter | <input type="checkbox"/> Nutmeg Chapter |
| <input type="checkbox"/> Downeast Chapter | <input type="checkbox"/> Other |
| <input type="checkbox"/> Granite Chapter | If Other, Please Verify _____ |

Payment:

- ☐ Check enclosed. Please make payable to: **Association of Legal Administrators Boston Chapter.**

Please mail checks with completed registration form to:
ALA Boston, 4 Lan Drive, Suite 310, Westford, MA 01886

- ☐ I would like to pay by credit card (please select one): ☐ MC ☐ Visa ☐ AmEx

Name on Card: _____

Billing Address: _____

Credit Card #: _____ Exp: _____ CVV: _____

Signature: _____

Please fax this form to 978-250-1117 to the attention of Caroline or mail it to: ALA Boston Chapter, 4 Lan Drive, Suite 310, Westford, MA 01886 or you can register online 24/7 at www.alaboston.org/events!

Do you have questions or need help registering? Please contact Caroline at 978-364-5136 or Caroline@McKennaManagement.com

Refunds and Cancellations: Refunds are subject to a \$50 processing fee. Sorry, no refunds after September 19, 2018.



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Chapter

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