



Conference Session:
STATE OF THE INDUSTRY
with

**Jas Basra, Brian Caron, Jean
Clauson, Charles Johnson, Keri
Norris, John Wachsmann
Moderated by Stephen Ginsberg**

Thursday, April 16, 2015

9:00 to 10:30 AM

4/16: State of the Industry Panel

STATE OF THE INDUSTRY PANEL with Jean Clauson, Brian Caron, Charles Johnson, John Wachsmann, Stephen Ginsberg (moderator) and TWO surprise guests

Date: Thursday, April 16, 2015

Time: 9:00 AM to 10:30 AM

SESSION DESCRIPTION:

This annual session brings together professionals from every segment of the group legal services plan industry to discuss the year that just passed and new issues that are being raised this year. Hear from for-profit plan administrators, a union plan administrator, a provider, an employer and a broker. Topics will include the effects of the economy, federal legislation, federal case law and the changing legal industry.

ABOUT THE PANEL:

Jean Clauson, has been an active member of GLSA for more than five years. She is the Chair of the GLSA Education Committee and serves as a member of the Commission on the Future of Legal Services (Access to Justice). Jean has been with leading Legal Plan Administrator - ARAG since 2008, and shares in ARAG's mission to provide affordable legal access for all. Jean is Manager of Provider Network Development in which she establishes strategic business partnerships in the legal industry and leads a team dedicated to expanding awareness of the legal plan concept. She attended Drake University, Des Moines, IA, majoring in the Ethics of Law, Politics and Society program. Jean is also a National and Midwest member of the Legal Marketing Association (LMA) which keeps her ahead of trends in the legal industry which she shares through her affiliation with GLSA and ARAG so attorneys may better understand how to remain relevant as there are changes in the legal industry.

Brian Caron is the Assistant General Counsel and Director of Panel Management at Hyatt Legal Plans. He has held that role since the beginning of 2014. Brian joined Hyatt in 2006 as Assistant Counsel. In 2011, he became Regional Sales Manager for the Northeast Region of the United States. Before joining Hyatt, Brian was the owner of a full-service firm located in Cleveland, Ohio. He also served as a Hyatt Panel Attorney during that time. Brian holds a B.A. in Economics and Public Policy from Case Western Reserve University, and a J.D. from Case Western Reserve University School of Law.

John Wachsmann is the principal at Wachsmann & Associates, PC. (1990-present) He maintains a full caseload and manages staff of six, including 3 attorneys. The offices do significant legal work as a provider attorney. He also worked at Hyatt Legal Services as a Staff Attorney and a Managing Attorney (1985-1990). Mr. Wachsmann's experience with GLSA - he has been a member since 1996; he was a board member from 2000-2009 and was President from 2007-2008. His now is a current Board member. He has presented at several GLSA Conferences and served on numerous committees including program planning, membership, and webinar.

Stephen Ginsberg is the Executive Director of the Unifor Legal Services Plan ("ULSP"), formerly the Canadian Auto Workers Legal Services Plan, which provides benefits to 86,000 active and retired members, and their spouses and dependents, employed and/or retired from at GM, Ford, Chrysler and thirty other Unifor-represented workplaces in Canada.

Charles Johnson is GLSA's Board Treasurer and Secretary-Treasurer of the Boston Teachers Union.