



# GLSA Annual Conference

March 30-April 2, 2025

Join **Group Legal Services  
Association**

In the Nation's Capital-  
Washington, D.C.

GLSA ~ an organization whose  
members are committed to  
**Access to Justice**

**Early Bird** registration  
rate available until  
**February 14, 2025**

## **YOUR REGISTRATION FEE INCLUDES:**

- Daily Deluxe Breakfasts
- Opening Welcome Cocktail Reception
- State of the Industry Session
- Awards Luncheon
- Networking Event and Cocktail Reception
- Refreshment Breaks Throughout Conference
- Twelve (12) CLE Education Sessions & Networking!
- Legal Plan Operations Bootcamp

## **Attorneys**

Network with Legal Plans  
while obtaining  
CLEs!

## **Legal Plans**

Register for a space to exhibit  
and recruit  
new attorneys!

# CONFERENCE SCHEDULE

**Sunday**

**March 30, 2025**

- 3:00pm-7:00pm Registration Opens
- 3:00pm-5:00pm Hospitality Open
- 5:00pm-7:00pm Welcome Cocktail Reception

**Monday**

**March 31, 2025**

- 7:00am-5:00pm Registration Open
- 8:00am-9:00am Deluxe Breakfast
- 9:00am-10:00am CLE Session-The Future Law Firm Economic Model
- 10:00am-10:15am Networking Break
- 10:15am-12:15 CLE Session-Legal Plan Bootcamp
- 12:15pm-2:00pm Group Luncheon with Awards
- 2:00pm-3:15pm CLE Session-AI and Chat GPT Workshop
- 3:15pm-3:30pm Networking Break
- 3:30pm-4:30pm CLE Session-Human & Tech Innovations
- 5:00pm-6:00pm Networking Cocktail Reception
- 7:00pm-10:00pm Optional Activity

**Tuesday**

**April 1, 2025**

- 7:00am-5:00pm Registration Open
- 7:00am-8:15am Deluxe Breakfast
- 8:15am-9:15am CLE Session-State of the Industry
- 9:15am-9:30am Networking Break
- 9:30am-10:30am CLE Session-Essentials of Intellectual Property
- 10:30am-11:30am CLE Session-Ethical Tips from Movie & TV Lawyers
- 11:00-11:45am GLSA Board of Directors Ballots Due at Registration Desk

## NETWORKING

A CONFERENCE FILLED WITH NETWORKING OPPORTUNITIES FOR ATTORNEYS, LEGAL PLANS, TECH COMPANIES AND ALL THOSE COMMITTED TO ACCESS TO JUSTICE!



## CONFERENCE SCHEDULE

(continued)

<b>Tuesday</b>	<b>April 1, 2025 (continued)</b>
11:30am-11:45am	Networking Break
11:45am-12:45pm	CLE Session-Bridging the Legal Gap in Rural America
11:45am-12:45pm	CLE Session-ERISA Update
12:45pm	Announcement of Elections
12:45pm-2:00pm	Lunch On Your Own
2:00pm-3:00pm	Guest Speaker-Rachel Rossi, Former Director, Office for Access to Justice, United States Department of Justice
3:00pm-6:00pm	An Afternoon in Washington DC-Optional Activity
6:00pm-7:00pm	Cocktail Reception
7:00pm-10:00pm	Dinner on your Own on the Harbor
<b>Wednesday</b>	<b>April 2, 2025</b>
8:00am-10:00pm	Registration Open
8:00am-9:00am	Farewell Deluxe Breakfast
9:00am-10:00am	CLE Session-Roundtable Session, Unions & Plans
10:00am-11:00am	CLE Session-Up Up, But Not Away Bankruptcy Update
11:00am-12:00pm	New GLSA Board Meeting
12:00pm	Conference Ends



## ACCOMODATIONS

### GAYLORD NATIONAL RESORT AND CONVENTION CENTER



The Gaylord National, nestled on the banks of the Potomac River, is an oasis of opulence with breathtaking spaces, world-class service, and top-tier dining options.



Enjoy all National Harbor has to offer by exploring the vibrant waterfront promenade where boutiques, restaurants, and entertainment venues await.



Stroll along the harbor or ride the iconic Capital Wheel for breathtaking views of the city skyline. With its blend of culture, recreation, and natural beauty, National Harbor promises an unforgettable experience for everyone.

[Click here](#) to book your stay!

# Hands Down!

## GLSA's Annual Conference has the MOST Effective Networking Opportunities



# Unparalleled CLE Education

## GLSA's Annual Conference Offers Advanced, Stellar Sessions that Ensure the Best ROI!



Join  
Group Legal Services  
Association  
as we welcome  
Rachel Rossi,  
Former Director,  
of the  
Office for  
Access to Justice,  
United States  
Department  
of  
Justice

Tuesday,  
March 31, 2025  
2pm-3pm



Special  
Guest Speaker



Rachel Rossi is an American lawyer and former Director of the Office for Access to Justice of the United States Department of Justice.

Ms. Rossi has worked as a public defender in Los Angeles County, and as criminal justice counsel to Democratic Senator Dick Durbin.

She has worked on the United States House Committee on the Judiciary, Subcommittee on Crime, Terrorism and Homeland Security.

Rossi was the first former public defender to run for the nonpartisan seat of Los Angeles District Attorney.

# Back By Popular Demand!

## LEGAL PLAN OPERATIONS BOOTCAMP

### Transform Your Business



An intensive, expert-led bootcamp designed to revolutionize the way you approach your legal plan business. The insights here are so potent and so transformative that we are offering it again!

#### Here's a sneak peek:

**Building a Robust Network:** Learn the strategies to create a formidable network of attorneys, ensuring you have the best minds on your side.



**Becoming Indispensable:** Discover the secrets to positioning your firm as an essential provider, making you the go-to choice for clients.

**Operational Excellence:** Take a deep dive into designing operations that streamline your service offerings, ensuring efficiency and client satisfaction.

**Stay Compliant:** Get updated on the latest in compliance requirements, ensuring your firm operates within the legal framework.

**First Impressions Matter:** Master the art of creating unforgettable first impressions, setting the tone for lasting client relationships.

**The bootcamp is more than just a learning experience—it's a promise of transformation.  
A promise that your business will never be the same again.**



## CLE EDUCATION SESSIONS

### **State of the Industry**

GLSA's uniquely dynamic discussion between legal plans and network attorneys. What is new on the Access to Justice landscape? Attend and listen, as well as offer your perspective. Two For One-Education, as well as Networking!

*Panelists: Legal Plans, Attorneys, Tech Firms and You!*

### **Roundtable-Unions, Trustees, Plans, & Attorneys**

GLSA-The Industry's Home for **ALL** Legal Plans wants to hear from **YOU!**

Attend this peer-to-peer discussion which will provide for small group dialogue to gather unique insight, offer your POV and energetically answer all your questions! This collegial exchange of information is unparalleled and a "do not miss!" for legal plans, trustees, unions and attorneys.

*Please submit topics to:*

*awaggoner@glsonline.org*

### **ERISA Update**

Learn about the recent guidance from the Department of Labor, as well as offer best practices for plan sponsors, fiduciaries, record keepers, and plan participants.

We will examine recent rulings and the effect on compliance.

### **Up, Up, But Not Away....Bankruptcy Filings**

What is going on with bankruptcy filings? What can we expect going forward? Will the new administration bring increased filings? Matt Hahne will dive into the recent trend of upward bankruptcy filings and discuss what is causing the uptick. A look at what we can expect in 2025 and beyond...

*Presenter:*

*Matthew Hahne, Attorney & Counselor at Law  
Boleman Law Firm, P.C.*

### **Human and Technological Innovation in Legal Services Delivery**

Join the dynamic discussion as we examine the current landscape of the legal services industry. An overview of recent innovations along with a forecast of trends and innovations will be offered as well as examining how to leverage innovations as a participating plan attorney.

*Presenter:*

*JJ Garofalo, CEO*

*Legal Resources and Attorney Live*

### **Bridging the Legal Gap in Rural America**

Rural America stands at the crossroads of scarcity and opportunity. While nonprofit organizations emphasize the lack of essential services—hospitals, dentists, and grocery stores—the for-profit sector often dismisses these areas as unviable due to perceived low population density and limited per person income. Yet, the prevalence of big-box retailers and discount stores in these regions reveals a different narrative: rural communities have needs and are willing to pay for essential services.

This dichotomy raises an important question: Why do perceptions differ so drastically? While urban areas may offer a simpler path to profitability, rural regions require innovative, sustainable business models tailored to their unique dynamics. Nowhere is this more apparent than in the legal profession.

*Presenter:*

*Wayne Hassay, Managing Partner*

*Maguire Schneider Hassay*

### **AI and CHAT GPT in the Legal Industry**

An interactive workshop for AI and its practical applications. The session is designed to apply to beginners and advanced users. Bring your laptop and we will break up in groups to learn how to grasp this useful tool for your firm. After a small-group collaborative effort, results will be shared with the audience. To complete our session, a review of the ethics in the use of AI will be reviewed. Don't miss this one-of-a-kind learning experience.



## CLE EDUCATION SESSIONS

### **Essentials of Intellectual Property**

#### **What Every Lawyer Should Know**

The intellectual property law landscape is in constant flux, particularly with the rise of AI, blockchain, and the new Unified Patent Court in Europe. In this era of a global financial and social economy, no lawyer can afford to avoid having at least a basic working knowledge of intellectual property.

This session will provide basic information every practicing lawyer needs to know about intellectual property protection in the United States, including patents, copyrights, trademarks, and trade secrets.

These specialized areas of the law show up both in expected situations, such as the sale of business assets where the brand name or product name is involved, and in unexpected situations, such as the simple employment contract where companies are more frequently requiring employees to sign away all rights to any invention as part of their employment, in divorces where one spouse has rights in certain technology, copyrights, or even patents, or in estates when figuring out how to deal with the most valuable types of intangible property.

The unwary attorneys may overlook important and far-reaching consequences to their clients, or in fact may not even be aware they are being overlooked until it is too late.

*Presenter:*

*Thomas Dunlap*

*Dunlap Bennett & Ludwig PLLC*

### **OPTIONAL ACTIVITY-MON, MAR 31, 2025**

#### **Moonlit Tour of the National Mall & Top Washington DC Attractions**

Let's experience Washington DC lit up at night together during this professionally guided tour of the National Mall and monuments. We will visit such sites as the Arlington Cemetery and Washington Monument, as well as have photo stops at the White House, U.S. Capitol, Martin Luther King Jr Memorial, WWII Memorial, Lincoln Memorial, and more.

Includes transportation to and from Gaylord National Harbor.

### **Ethical Tips from Movies & TV Lawyers**

Ethical legal actions are at the core of any and every successful law-related business endeavor, so attendees will find tremendous value, insight, and education in an entertaining and informative way, which will benefit your business, improve your caseload, and illustrate the value of using a vetted and approved attorneys.

Ben Farrow will use five to six television and movie clips to demonstrate some typical ethical issues and apply the model rules to provide guidance.

*Presenter:*

*Benjamin H. Farrow*

*Anderson, Williams and Farrow, LLC*

### **The Future Law Firm Economic Model: Pricing, Staffing, and How Smaller Law Firms Will Compete**

As AI exerts greater influence on the legal market and how legal services are delivered, many law firm leaders have important questions about what the future might hold in terms of how their law firm will continue to be a profitable and productive business. This session will explore the future of the law firm economic model, including the impact AI might have on billable hours, how matters are priced and staffed, and how law firms can compete on this changing landscape.

*Presenter:*

*William Josten*

*Legal Marketplace Innovations Strategist  
Thomson Reuters Institute*

### **OPTIONAL ACTIVITY-TUES, APRIL 1, 2025**

#### **An Afternoon in Washington DC**

Visit America's legislative and judicial branches of government on a small-group walking tour of the U.S. Capitol and the Library of Congress. You will have reserved entry for a professional guide-led tour of historical areas of the Capitol and a fascinating tour of the largest library in the world to bring politics and history to life!

Limited to 15 people-Reserve early!

Includes transportation to the starting point of the tour only (return trip not included.)

# UNIQUE EXHIBITOR & SPONSORSHIP OPPORTUNITIES

## CONFERENCE EXHIBITORS

Exhibit at the conference and take advantage of ALL the year-long, extended exposure! Your booth will be incorporated in our meeting space for unlimited, continuous access to conference attendees!

Plus!

Obtain a premier “seat at the table” as you take your spot at the State of the Industry Panel! The Annual Conference is the optimal time to network with others whose interests lie in advancing access to quality legal services and attending informative CLE sessions

See the benefits and prices in GLSA’s Annual Sponsorship Brochure by Clicking Here:

[Events](#)



## CONFERENCE SPONSORS

Enjoy a special designation as a conference sponsor, as well as recognition at the event, including a listing of your firm in all of the conference materials and the website!



Support GLSA by sponsoring the following:

CLE Session	\$500	Lanyards	\$750
Networking Break Sponsor	\$750	Badges	\$750
Signature Cocktail Sponsor	\$1000	Welcome Reception	\$1000
Breakfast Sponsor (3 available)	\$1000	Promotional Information	\$1000
Awards Luncheon (Exclusive)	\$2500	Table Placement of materials	\$1000

## NEW OPPORTUNITY FOR SPONSORS AT THE ANNUAL CONFERENCE!

Become a Pinnacle Sponsor and GLSA will provide your firm with a dedicated space at the

Gaylord to host an event—your own special cocktail party, a meeting of your network attorneys or a special luncheon. You can host your own event with the benefit of GLSA coordinating the details and without any hassle! We will do the work for you!

# REGISTRATION FORM

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Title: \_\_\_\_\_ Name on Badge: \_\_\_\_\_

Company /Firm \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Bill to: Card type: \_\_\_\_\_ Name on Card \_\_\_\_\_

Card # \_\_\_\_\_ Exp date: \_\_\_\_\_ Code \_\_\_\_\_

Billing address: \_\_\_\_\_ City: \_\_\_\_\_ ST: \_\_\_\_\_ ZIP: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

Amount to be charged on card \$ \_\_\_\_\_ Signature: \_\_\_\_\_

**Please list state (s) in which you seek CLEs:**

- Your Registration Fee Includes:**
- Daily Deluxe Breakfasts
  - Opening Welcome Cocktail Reception
  - State of the Industry Session
  - Awards Luncheon
  - Networking Event and Cocktail Reception
  - Twelve (12) CLE Education Sessions & Networking!
  - Hospitality Suite Throughout Conference
  - Refreshment Breaks throughout the Conference

**Cancellation Policy**

Cancellation notices received between Feb 15, 2025 and March 1, 2025 will receive a 50% refund.

Cancellation notices received on or after February 28, 2025 will unfortunately not receive a refund.

**Hotel**

The conference will be held at the **Gaylord National Resort and Convention Center**. A limited number of rooms are blocked at a special conference rate of \$329 per night. [Click here](#) to reserve or call the hotel to book your stay at 301-965-4000

**Special Requests**

Accessibility: \_\_\_\_\_

\_\_\_\_\_

Dietary Requirements: \_\_\_\_\_

\_\_\_\_\_

**Payment**

Visit [www.glsaonline.org](http://www.glsaonline.org) and click on "Annual Conference" to register online with your credit card.

OR complete the form above and mail with your check to: Group Legal Services Assoc-GLSA, PO Box 1693, Arlington Heights, IL 60006

**Conference Fees**

Members	(until 2/14/25)	@	695.00 =	
	(after 2/14/25)	@	745.00 =	
Social guests		@	595.00 =	
	Guest Name:			
	Guest Name:			
Non-members:		@	995.00 =	
<b><u>Optional:</u></b>				
Choice of Sponsorship-		@		
Moonlit Tour of the National Mall & Photo Stops at Top Washington DC Attractions		@	125.00 =	
An Afternoon in Washington DC		@	125.00 =	
<b><u>Processing Fee</u></b>				<b>25.00</b>
<b>Total</b>				<b>\$</b>