



**2017 Primerus Global Conference
October 4-7, 2017
Fairmont Pacific Rim Hotel
Vancouver, British Columbia**

Wednesday, October 4th

6:00 p.m. – 8:00 p.m.

Cocktail Reception – *graciously hosted by Koffman Kalef LLP*
Vancouver Convention Centre - West
1055 Canada Pl
Vancouver, BC
V6C 0C3

Thursday, October 5th

8:00 a.m. – 9:00 a.m.

Women Lawyers Section Breakfast – *a la carte (Botanist-Fairmont Pacific Rim)*

9:00 a.m. – 11:00 a.m.

Managing Partners Section Leadership Forum – What does the law firm of the future look like? (*Star Sapphire A*)

- Facilitated by Amber Vincent – Alyn-Weiss & Associates (Lakewood, CO)

11:00 a.m. – 12:00 p.m.

Primerus Business Law Institute Meeting (*Star Sapphire A*)

11:00 a.m. – 12:00 p.m.

Primerus Defense Institute Meeting (*Amber Room*)

11:00 a.m. – 12:00 p.m.

A Different Measure of Damages: Qualitative vs. Quantitative (*PPII Members*) (*Opal*)

- Bill Barton – Barton Trial Attorneys (Newport, Oregon)

12:00 p.m. – 1:00 p.m.

Members Only Luncheon (*Star Sapphire B*)

1:00 p.m. – 2:00 p.m.

Different Types of Cross Examination (*PPII Members*) (*Opal Room*)

- Bill Barton – Barton Trial Attorneys (Newport, Oregon)

6:30 p.m. – 8:00 p.m.

Cocktail Reception and Heavy Hors d'oeuvres (*Emerald Ballroom*)

Friday, October 6th

7:30 a.m. – 8:00 a.m.

Member Breakfast (*Star Sapphire B*)

9:00 a.m. – 9:30 a.m.

Spouse/Guest Breakfast (*Star Sapphire B*)

8:00 a.m. – 9:00 a.m.

Welcome, Opening Remarks, and Member Introductions (*Star Sapphire C*)

- Jack Buchanan, Primerus Founder & President (Grand Rapids, MI)

9:00 a.m. – 10:15 a.m.

Global Trends in the Legal Industry (*Star Sapphire C*)

- Thomas S. Clay – Altman Weil (Newton Square, PA)

10:15 a.m. – 10:30 a.m.

Break

10:30 a.m. – 11:30 a.m.

Developing your Practice – The Art of Forging Lasting Relationships (*Star Sapphire C*)

- Jack Downton – The Influence Business Ltd. (London, United Kingdom)
- Paul Clayton – The Influence Business Ltd. (London, United Kingdom)



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11:30 a.m. – 12:15 p.m.	Tame the Digital Chaos – Distraction, Time, Task & Email Management – Part 1 <i>(Star Sapphire C)</i> <ul style="list-style-type: none">• Paul Unger – Affinity Consulting Group (Columbus, OH)
12:15 p.m. – 1:00 p.m.	Member Luncheon <i>(Star Sapphire B)</i>
1:00 p.m. – 5:00 p.m.	North Shore Excursion
1:00 p.m. – 5:00 p.m.	Culinary Tour of Granville Island Market
5:30 p.m. – 6:30 p.m.	Young Lawyers Section Gathering <i>(Lobby Bar)</i>
6:30 p.m. – 10:30 p.m.	Cocktail Party and Awards Dinner <i>(Star Sapphire Ballroom)</i>
<u>Saturday, October 7th</u>	
8:00 a.m. – 8:30 a.m.	Member Breakfast <i>(Star Sapphire B)</i>
8:30 a.m. – 8:45 a.m.	Welcome <i>(Star Sapphire C)</i> <ul style="list-style-type: none">• Chad Sluss, Primerus Senior Vice President of Services (Grand Rapids, MI)
8:45 a.m. – 9:45 a.m.	Being the Speaker They Want to Hear <i>(Star Sapphire C)</i> <ul style="list-style-type: none">• Jack Downton – The Influence Business Ltd. (London, United Kingdom)• Paul Clayton – The Influence Business Ltd. (London, United Kingdom)
9:45 a.m. – 10:00 a.m.	Break
10:00 a.m. – 11:00 a.m.	Making the Most of your Primerus Membership <i>(Star Sapphire C)</i> <ul style="list-style-type: none">• Chad Sluss – Primerus Senior Vice President of Services (Grand Rapids, MI)
11:00 a.m. – 12:15 p.m.	Tame the Digital Chaos – Distraction, Time, Task & Email Management – Part 2 <i>(Star Sapphire C)</i> <ul style="list-style-type: none">• Paul Unger – Affinity Consulting Group (Columbus, OH)
12:15 p.m. - 1:00 p.m.	Lunch on Your Own
1:00 p.m. – 5:00 p.m.	Golf at University Golf Club
1:00 p.m. – 4:00 p.m.	Seawall Bike Tour of Stanley Park
1:30 p.m. – 4:30 p.m.	Vancouver Harbor Cruise
6:00 p.m.	Dine Around (Optional)