



STATE BAR OF WISCONSIN  
**PINNACLE**  
*Your Practice. Our Purpose.*



----- CLE SEMINAR -----

# Legal Ethics 2018

## The Good, the Bad, and the Ugly

**LIVE** SEMINAR: **Thursday, October 18, 2018** | Milwaukee  
SEM: **Friday, October 19, 2018** | Madison  
WEBCAST: **Friday, October 19, 2018**

**REPLAY** WEBCAST: **Thursday, November 1, 2018**  
WEBCAST: **Friday, November 9, 2018**  
WEBCAST: **Wednesday, November 14, 2018**  
WEBCAST: **Thursday, November 29, 2018**  
WEBCAST: **Tuesday, December 4, 2018**  
WEBCAST: **Saturday, December 15, 2018**

CREDITS

**4 CLE**  
**4 EPR**

# Legal Ethics 2018

## The Good, the Bad, and the Ugly

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### Insights into integrity

Hi! It's your conscience. Well, not actually – but it's close. *Legal Ethics 2018: The Good, the Bad, and the Ugly* is your guide to a lawyer's duties of communication under the Wisconsin Rules of Professional Conduct.

Communication is a huge part of your everyday practice. You communicate with clients, opposing counsel, judges, and clerks, to name a few. So it's essential you communicate within ethical parameters. *Legal Ethics 2018: The Good, the Bad, and the Ugly* is here to help.

### Conduct clues

The lawyer's duty to communicate extends far beyond simply an obligation to keep clients advised about the status of the representation.

We'll examine three key duties:

- Duty of candor to the tribunal
- Duty of fair dealing with others
- Duty of truthfulness to others

Our presenters will help you navigate morally murky situations and clarify what your duties truly are in real-life scenarios. Plus, find out about any special duties you may owe the court or individuals with adverse interests to those of your client.

**Register today!**

## Program Schedule

**8:00 AM Registration**

**8:30 AM Duty of Truthfulness to Others**

- What information must you tell opposing counsel?
- Do you have an obligation to correct errors made by an opposing party?
- What must you disclose if your client may be engaged in fraud?
- How far can you go in negotiations?

**10:00 AM Break**

**10:15 AM Duty of Fair Dealing with Others**

- What to do when your client brings you suspicious information
- What duties do you owe your firm?
- Truthfulness in advertising
- When can silence be misleading?

**Duty of Candor to the Tribunal**

- Responding to judicial inquiries
- What if you know the judge is mistaken about a material fact?
- When can an omission be misleading?
- What if you learn about a lie after representation has ended?

**12:05 PM Program Concludes**

Following program start time, webcast replay schedule will vary slightly from above listed times.

### Save 20% on Wisconsin Ethics Opinions

Save 20% on Wisconsin Ethics Opinions. Use discount code **CA2799** when you order online or by calling (800) 728-7788.\* **Plus, all seminar attendees receive a free two-week trial of the Books UnBound® version.**

It's everything ethics. Find the complete text of opinions issued by the State Bar's Standing Committee on Professional Ethics since 1954, including:

- Formal and informal opinions
- Memorandum decisions
- Ethical Dilemmas columns from the InsideTrack newsletter

**Print Book:** #AK0049; 614+ pp.; 2nd ed., 2016-17 (includes 2017-18 supplement)

**Member:** ~~\$99~~ \$79.20 | **Nonmember:** ~~\$129~~ \$103.20

**Books UnBound® Subscription:** #AE0049

**Member:** ~~\$159~~ \$127.20 | **Nonmember:** ~~\$199~~ \$159.20

\*Discount applies to both print and digital Books UnBound® editions of this title and cannot be applied to previous purchases. Offer valid as long as CLE credit is available for this program. For Books UnBound users, discount may be applied to purchase of individual Books UnBound title only and may not be used on purchase of full library.



## Faculty

### Program Chairs & Presenters

**Dean R. Dietrich (Moderator)**

Ruder Ware, L.L.S.C.  
Wausau

**Timothy J. Pierce**

State Bar of Wisconsin  
Madison

### Presenters

**Aviva Meridian Kaiser**

State Bar of Wisconsin  
Madison

**Keith L. Sellen**

Office of Lawyer Regulation  
Madison

**Max Welsh**

InOutsource Consulting  
Milwaukee

## Location

### Live Milwaukee Seminar:

**OCTOBER 18, 2018**

**Milwaukee, Radisson Milwaukee West**

2303 N. Mayfair Rd., Hwy. 100 at North Ave.,  
(414) 257-3400

### Live Madison Seminar:

**OCTOBER 19, 2018**

**Madison, State Bar Center**

5302 Eastpark Blvd., American Center,  
(608) 257-3838

## Credits

This program has been submitted to the Wisconsin Board of Bar Examiners for up to **4.0 CLE credits including 4.0 Ethics and Professional Responsibility credits.**

The live seminars on Thursday, October 18 and Friday, October 19 and the live webcast on Friday, October 19 will also be submitted for Minnesota credit.

### Who should attend:

- All lawyers
- Paralegals
- Legal assistants
- Law office managers

### How you'll benefit:

- Understand a lawyer's duty to communicate in different situations with various people
- Learn your requirements for communicating with opposing parties and counsel
- Delve into the duty of candor to the tribunal
- Know what the duty of truthfulness to others requires
- Find out what duties you owe your firm
- Explore truthfulness in law firm advertising
- Discover when silence or omission can be misleading

## Additional Learning Opportunities

### CLE Seminars

#### Gain the Edge!® Negotiation Strategies for Lawyers Featuring Marty Latz

Take your mediation skills to a whole new level with guidance from one of the nation's leading negotiation instructors. Learn Latz's 5 Golden Rules of Negotiation. Explore effective techniques to use against tough negotiators, and so much more. **7 CLE/1 EPR**

**Live Seminar & Live Webcast:** Oct. 5, 2018 – Brookfield

**Webcast Replays:** Oct. 23, 2018 | Nov. 9, 2018 | Dec. 28, 2018

#### Finance for Lawyers Featuring Joseph Novello

Discover key financial and accounting concepts that can help you interpret financial data relevant to a wide range of legal matters. Learn how to listen like an accountant, understand a financial statement, and analyze financial transactions. **7 CLE**

**Live Seminar & Live Webcast:** Nov. 28, 2018 – Madison

**Webcast Replays:** Dec. 13, 2018 | Dec. 21, 2018 | Dec. 27, 2018 | Jan. 7, 2019

#### Save the Date! Legal Writing 2018

**Live Seminar & Live Webcast:** Dec. 13, 2018 – Milwaukee

Webcast replay dates to be announced

### Books & Books UnBound

#### Wisconsin Attorney's Desk Reference

Caught in a case involving an unfamiliar practice area? Turn to the Wisconsin Attorney's Desk Reference. You'll find substantive information on 11 practice areas and 35 topics to get you started.

**Print Book:** #AK0003; 1,198+ pp.; updated annually; **Member:** \$149 | **Nonmember:** \$179

**Books UnBound® Subscription:** #AE0003 | **Member:** \$159 | **Nonmember:** \$199

### Law Office Videos

#### Law Office Confidentiality Parts I and II

Your staff will gain insight into why confidentiality is imperative and how to maintain it by watching this DVD. They'll learn to never discuss client matters outside the office, use the telephone discreetly, safeguard the use of technology, and more.

**DVD:** ED0009; **Member:** \$69 | **Nonmember:** \$89

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visit [www.wisbar.org/ondemand](http://www.wisbar.org/ondemand)

# Registration

**Online:** [www.wisbar.org/seminars](http://www.wisbar.org/seminars) » credit card or Ultimate Pass only

**Phone:** (800) 728-7788 » credit card or Ultimate Pass only

**Fax:** (608) 257-5502 » credit card or Ultimate Pass only

**Mail:** **State Bar PINNACLE Registrations**  
**P.O. Box 7158, Madison, WI 53707-7158**  
*check, credit card, Passbook, or Ultimate Pass*

## STATE BAR CLE/PINNACLE PASSBOOK REGISTRATIONS:

Passbook Certificates must be received by the State Bar at least one business day prior to the event. For live seminars, walk-in registrations with the Passbook Certificates are welcome.

## REGISTRATION CANCELLATIONS:

Please visit [www.wisbar.org/cancellation\\_policy](http://www.wisbar.org/cancellation_policy) for information on PINNACLE registration cancellation policies.

## Course Materials

Course materials are provided to seminar attendees in PDF format and are downloadable from *myStateBar* on [wisbar.org](http://wisbar.org) up to four days prior to and 90 days after your seminar. The PDF format is ideal for creating an electronic library that is easily stored, searched, and shared. PDFs allow you to search multiple files at once, copy and paste desired paragraphs, or send the entire PDF to a colleague without leaving your desk. Use Adobe Reader, GoodReader for iPad, or another free downloadable program to access the files from your computer, tablet, or mobile device during the seminar to make notes electronically, or print relevant sections ahead of time.

For live seminar attendees who prefer to receive course materials in printed format, please select the tuition option that includes printed materials for an additional \$20. You will also have access to the PDFs to get the benefit of both options.

**NOTICE:** By attending this State Bar event, you understand and agree that you may be photographed and/or electronically recorded during the event and you hereby grant to the State Bar the right to use and distribute your name and likeness for promotional or educational purposes without monetary compensation. The State Bar assumes no liability for such use.



# Legal Ethics 2018

Priority Code: S 3 6 2 2 B

SEMINAR TUITION	LIVE SEMINAR: With PRINTED Course Materials	LIVE SEMINAR: With Downloadable (PDF) Course Materials	WEBCAST SEMINAR: With Downloadable (PDF) Course Materials
<input type="checkbox"/> State Bar Member	<input type="checkbox"/> \$209	<input type="checkbox"/> \$189	<input type="checkbox"/> \$219
<input type="checkbox"/> Nonmember	<input type="checkbox"/> \$289	<input type="checkbox"/> \$269	<input type="checkbox"/> \$299
<input type="checkbox"/> Ultimate Pass Subscriber	<input type="checkbox"/> \$20	<input type="checkbox"/> \$0	<input type="checkbox"/> \$0
<input type="checkbox"/> Passbook Certificate User	<input type="checkbox"/> \$20 + 1 Certificate	<input type="checkbox"/> 1 Certificate	<input type="checkbox"/> 1 Certificate

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Lawyer      State Bar Member No. \_\_\_\_\_

Nonlawyer      Profession \_\_\_\_\_

Name \_\_\_\_\_

Firm Name \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone Number \_\_\_\_\_

Email \_\_\_\_\_

**PAYMENT: Tuition Amount Enclosed \$** \_\_\_\_\_

- State Bar Passbook Certificate (enter certificate number) # \_\_\_\_\_
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- Ultimate Pass Silver Subscriber
- VISA     MasterCard     American Express     Discover      Exp. Date \_\_\_\_\_
- Card No. \_\_\_\_\_
- Signature \_\_\_\_\_

To purchase written course materials for those **not** attending this program, contact the State Bar at (800) 728-7788.

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Event Code: CA2799 L MWR R2 R3 R4 R5 R6