

# Balloon Fiesta CLE

*October 6 - 10, 2023*

*15 CLE hours*

Join us in Santa Fe, NM



La Fonda On The Plaza Hotel, Santa Fe, NM

Visit [DestinationCLEs.com](http://DestinationCLEs.com) or call 907-231-2111





# Conference Schedule

## Friday, October 6

1 p.m.            **Check-in begins**

1:25 p.m.       **Announcements**

1:30 p.m.

### **Skills for Handling High-Conflict Litigants & Opposing Counsel in Trial**

*Presented by: Megan Hunter, High Conflict Institute*

Cases involving one or more high-conflict litigants can be challenging at best as they can be unpredictable. This makes working on high-conflict cases a risk and way more stressful. Whether it's your client, the other party, or opposing counsel, when someone with a high conflict personality is involved, it has potential to be your worst case ever.

That's because people with high conflict personalities simply operate differently. They don't respond in the way that others respond nor do they make decisions that are in their best interest, typically, which is why professionals often find themselves in a bind and uncertain how to proceed, especially when the person is getting under their skin.

In this seminar, you will learn about 5 high conflict personality types and how they are likely to behave in the trial setting. With this information, the case can become much more predictable, thereby increasing your confidence and decreasing your stress.

Ultimately, the risk of a Bar complaint or lawsuit is likely to decrease with this information.

4:45 p.m.       **CLEs end for the day**

5:30 – 7 p.m.

### **Welcome Reception**

Kickoff the conference experience at the Welcome Reception, where you'll catch up with colleagues, make new friends, and create connections.





# Conference Schedule

## Saturday, October 7

8 a.m. – 5 p.m.

### Day Trip to Taos

Travel the High Road to Taos. This scenic drive through the Sangre de Cristo Mountains passes through villages and missions, some over 400 years old.



Along the way we'll stop in Chimayo to visit El Santuario de Chimayo Shrine. Whether or not you are a person of faith, or believe in the healing powers of the holy dirt, the sacredness of the site cannot be denied.



Once in Taos, you'll tour the Taos Pueblo with a tribal member and then have time to wander on your own.

Afterwards, we'll head to the Taos Plaza. Surrounded by numerous galleries offering works by renowned Taos Artists from the present and past. Discover stores with southwestern and Native American collectibles, mercantiles, award-winning chocolate store, cafe's and restaurants. You'll have lunch on your own.

Then, it's off to the Rio Grande Gorge Bridge via the Low Road and a breathtaking drive along the river before heading back.

## Sunday, October 8

3:30 a.m. – Noon (It will be worth it!)

### Balloon Fiesta, Mass Ascension

Bring a cup of coffee and some snacks from your room.

You'll hop aboard a motor coach from outside the La Fonda Hotel and take an hour-drive to the fields.

Once you arrive, you'll have access to the Gondola Club.

What's Included:

- Admission to Balloon Fiesta
- Gourmet buffet breakfast
- Open bar\* (no additional charge for alcoholic beverages)
- Prime location for viewing hot air balloon launch Shuttle transportation to and from parking area and Main Street
- Dedicated bathrooms
- Collectible Gondola Club lapel pin
- Souvenir Gift

Dawn Patrol balloons perform a choreographed inflation and launch set to music that has been part of the Balloon Fiesta since 1996. Dawn Patrol inflations begin, weather permitting, at about 5:45 AM, with launch around 6:00 AM.

Mass Ascension, a launch of all the participating balloons has been a feature of Balloon Fiesta since its earliest days and is the most spectacular display of sound and color in all of aviation. During mass ascensions, balloons launch in two waves. Launch directors, also known as zebras because of their black-and-white-striped outfits, serve as traffic cops, coordinating the launch so balloons leave the field in a safe and coordinated manner. Weather permitting, balloons begin to launch at about 7:00 AM led by a balloon flying the American flag to the strains of The Star Spangled Banner.







# Conference Schedule

## Monday, October 9

### Winning Before Mediation and Trial: The Art & Science-based Model & Method to Winning Depositions

Presented by: **Dominic Gianna, Aaron & Gianna, PLC,**  
**Louisiana**

9:00 a.m.

#### The Art & Science of a Winning Deposition

- “Audience-centric” Advocacy
- Persuasion Science Primer
- The 4 Purposes & 5 Uses of a Deposition
- Preparing the Advocate’s Deposition
- *From Broadway With Love: Storytelling 101*

10:30 a.m. **BREAK**

10:45 p.m.

#### Opening & Closing Doors:

- The Model & Method that Works
- Opening Doors – “What You Don’t Know”
- The Surgical Approach & the Funnel Technique
- Closing the Doors - “What You Do Know”
- Creativity for the Asking – Theory Testing - “What You Think You Know”
- *The Rainmaker, A Civil Action & My Cousin Vinny to the Rescue*

12:15 **LUNCH**

1:00 p.m.

#### The Ethical Limits of Persuasion

- Verbal & Non-Verbal Preparation
- The Secrets of Effective Witness Communication
- Taking Control & Command of the Witness and Counsel

2:00 p.m.

#### Witness-Centric Home-Based Preparation

- Why Witnesses Crash & Burn
- Finding the *Home Base*
- Preparing for the “Tricky Dicky” Questions
- Make Documents Talk

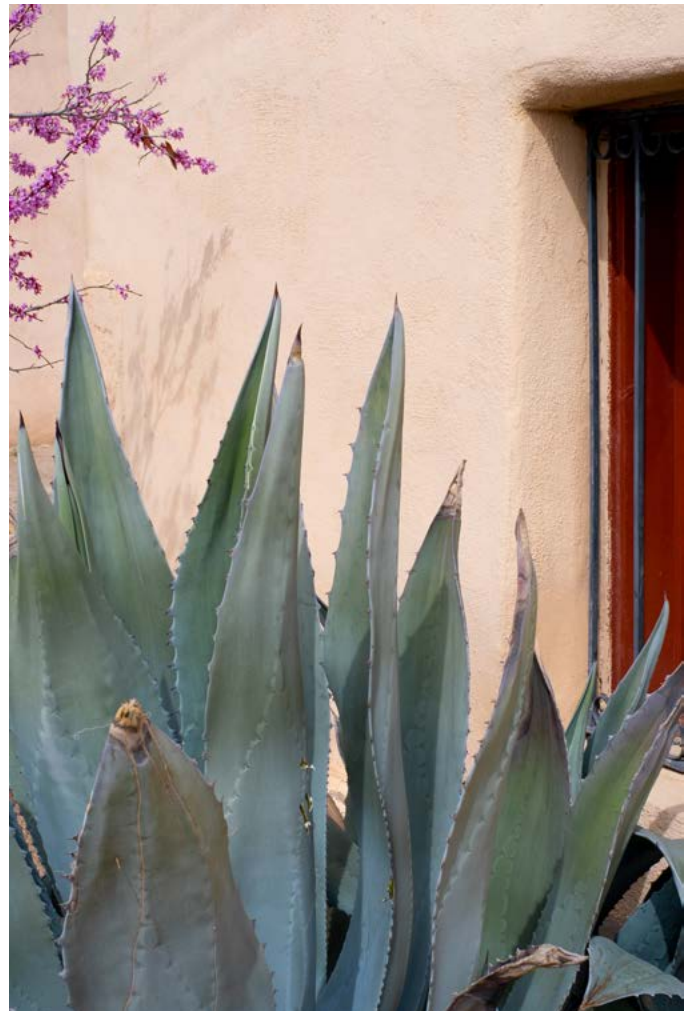
2:30 p.m. **BREAK**

2:45 p.m.

#### Defending Non-Defensively

- Presenting a Witness-centered Defense
- Handling the Ill-Behaved Opponent
- Powerful Use of Objections
- *Don’t Fear the Reaper* – Having Fun with Experts
- Top 10 Do’s
- Top 10 Don’ts

4:30 p.m. **Q&A**





# Conference Schedule

## Tuesday, October 10

8:00 a.m.

### BREAKFAST

9:00 a.m.

### **Disorder in the Court: An Attorney's Guide to Judicial Misconduct**

*Presented by: Philip Bogdanoff, Attorney and Instructor*

The Rules of Professional Conduct indicate that an attorney who possesses unprivileged information that a judge has violated the Rules of Judicial Conduct shall inform the appropriate authority. Therefore it is incumbent for every attorney to be familiar with the rules of Judicial Conduct and the type of conduct that is to be expected from the Bench. In this interactive and entertaining presentation attorneys will gain a working knowledge of the Rules of Judicial Conduct and review video clips of courtroom conduct where judges were disciplined for ethical violations.

We will discuss how attorneys can respond to ethical misconduct by the court, ex-parte communications, the judicial role in settlement discussions, disciplinary cases involving abuse of the court's contempt power, and the disciplinary process for judges. Finally, we will review recent disciplinary cases and attendees will have the opportunity to discuss the appropriate sanction in these cases. Attendees have described this presentation as "educational, engaging, interactive, entertaining, lively, informative, humorous, useful, and really well done."

10:30 a.m.

### BREAK

10:45 a.m.

### **Battling Gender Bias: How Bill Cosby and other Sexual Predators Escape Punishment**

*Presented by: Philip Bogdanoff, Attorney and Instructor*

Bill Cosby victimized nearly sixty women and was convicted of sexually assaulting Andrea Constand and sentenced to prison. However, the Pennsylvania Supreme Court reversed his convictions indicating he could not be tried again.

In 2006 the FBI did an extensive investigation of Jeffrey Epstein and found that he had sexually assaulted 37 girls,

some as young as 14, and prepared a 53-page indictment. However, Epstein was never charged in federal court and plead guilty to state charges where he served only 13 months in jail with work release.

In this presentation, we will discuss the Epstein and Cosby prosecutions and other cases where the legal system protects the predator and not the victims. Further, we will discuss gender bias in the criminal justice system, why this occurs, how to prevent these miscarriages of justice, and what steps we can take as lawyers to insure that the legal system treats victims of sexual assault with dignity and respect.

12:15 p.m.

### LUNCH

1:00 p.m.

### **Win the Big Trial with the Freedom of Information Act**

*Presented by: Peter Sorenson, Esq.*

The Freedom of Information Act (FOIA) is one of the most underused tools by American lawyers today. With few exceptions, the law provides that any person may make a request for records held by the Federal government. Former trial lawyer Pete Sorenson has devoted his law practice to FOIA and helps clients and lawyers understand how to get the records they need.

Attorneys will learn answers to these questions:

- How to make a better Freedom of Information Act (FOIA) request
- What kinds of records are available to help you and your cases?
- How can the records you obtain be useful to you and your clients?
- How to avoid large processing fees for Federal records?
- What do you do when you encounter delay in obtaining records?
- How much of the FOIA process can your client do for him/her/it self?
- What are the actual steps in the FOIA process?
- What are examples of things to avoid?
- What are examples of things to do correctly in the FOIA process?

3:00 p.m.

### CONFERENCE ENDS





# Our Featured Speakers



**Philip Bogdanoff**

**Philip Bogdanoff** is a nationally recognized continuing legal education speaker. He served as senior assistant prosecutor in the Summit County, Ohio Prosecutor's Office for more than 27 years.

Mr. Bogdanoff has experience with exotic animal cases when he prosecuted a case where an exotic animal owner was charged with a

homicide after his 300 pound pet tiger killed a young family member. He has taught at seminars sponsored by the National District Attorneys Association, Ohio Prosecuting Attorneys Association, and other prosecutor groups. He has also done presentations for law enforcement officers, bar associations, and law firms. Attorneys describe his presentations as interactive, engaging, useful, and entertaining. More information about Mr. Bogdanoff is available on his website, <http://www.philipbogdanoff.com/>.



**Dominic J. Gianna**

**Dominic J. Gianna** has long been recognized as a master advocate and one of America's most dynamic and inspired teachers of advocacy, persuasion science and trial techniques. He has led over 500 seminars throughout the English-speaking world. He is only one of three trial lawyers to have been awarded the prestigious Keeton and Oliphant awards from the National

Institute for Trial Advocacy for his lifelong contributions to the practice and teaching of persuasion science and advocacy throughout the world.

Dom, founding partner of Aaron & Gianna, PLC in New Orleans, is an elected *Fellow* of the International Society of Barristers, the most prestigious organization of trial lawyers in the world. As a trial lawyer, Dom has tried cases throughout the USA from both sides of the courtroom. His trial experience is balanced by his service as a trial judge *pro tem* and as an appointed Special Master in major cases, both in federal and state courts.

He was a frequent commentator on Court TV, and has taught at numerous law schools throughout the world. He is the author of *Opening Statements: Winning in the Beginning by Winning the Beginning* (Thomson Reuters) and numerous other publications in the field of the art of advocacy.

Dom is a native of New York and holds a B.S. degree in chemistry, an M.S. degree in organic chemistry and received is J.D. from Loyola University School of Law where he was editor-in-chief of the law review.

Dom was a Broadway "theater kid, has been an actor, stagehand, teacher, commercial pilot, professional athlete and now is the Executive Producer of America's first rock opera, *The Survival of St. Joan*.





# Our Featured Speakers



**Megan Hunter**

**Megan Hunter, MBA**, is an expert educator in the area of high-conflict legal disputes and high-conflict relationships. She is CEO and co-founder of the High Conflict Institute with Bill Eddy, LCSW, Esq. who developed the high conflict personality theory. She is also the founder and publisher at Unhooked Media, a media company focused on high-conflict disputes and complicated relationships.

Megan has trained legal, mental health, business, leadership groups, universities and other professionals across the United States, Australia, Canada, Italy, Scotland, South Africa, and Israel. She has strong policy and judicial training experience during her tenure at the Arizona Supreme Court, Administrative Office of the Courts, as Family Law Specialist and Child Support Specialist, and five years' service to the Arizona Board of Psychologist Examiners. She is co-author of:

- *BIFF at Work: Your Guide to Difficult Workplace Communication* (2020)
- *The High-Conflict Co-Parenting Survival Guide* (2019)
- *Dating Radar: Why Your Brain Says Yes to "The One" Who Will Make Your Life Hell* (2017); and
- author of *Bait & Switch: Saving Your Relationship When Incredible Romance Turns Into Exhausting Chaos* (2015).

Originally from Nebraska, she lives with her husband in Arizona.



**Peter Sorenson**

**Peter Sorenson** has been a licensed attorney for over 40 years tried over 200 jury trials and has been a small-town general practice lawyer and is now a national expert on the Freedom of Information Act. He's a former member of the staff of a United States Representative in Congress in Washington, DC where he worked on a variety of natural resource issues. He served as a

special assistant to the Secretary of Agriculture, also in Washington, DC. Following his DC experience, he served as a prosecuting attorney and as a criminal defense attorney. He switched his practice to toxic torts and environmental law and worked on Clean Air Act, Clean Water Act and Safe Drinking Act matters. During these 15 years he lectured throughout the United States at over 20 law schools, on both environmental law and attorneys' fees. After this portion of his career, he switched back to public service, serving two terms as an Oregon State Senator. He served in other elective offices and he also taught legal ethics at the University of Oregon School of Law.

Six years ago, Peter switched back to law and has concentrated exclusively on the Freedom of Information Act (FOIA). His practice is now devoted entirely to the FOIA and his judicial reviews are filed in the United States District Court for the District of Columbia in Washington, DC. He represents computer companies, journalists, nonprofit groups, physicians, and others on FOIA cases. He is a national expert on not only how to obtain records from the Federal government but also on how to force the government to pay the reasonable attorneys' fees for the difficulties involved.





# Registration information

## Signature Packages

### One Attorney plus One Guest

**\$4,995 Early-Bird Rate**

**\$5,395 Registrations received after June 1, 2023**

**\$5,695 Registrations received after September 1 and based on availability**

**This package is for one attorney plus one non-attorney guest participating in tours.**

- Six nights hotel stay (October 5-11, 2023)
- CLE Sessions for one attorney with included meals listed in the schedule
- Welcome Reception for Two
- Balloon Fiesta Tour for Two
- Trip to Taos for Two
- Herve' Wine Tasting for Two
- Use of the hotel's fitness and relaxation area
- Nightly turndown service
- Complimentary bottled water and coffee/hot tea in the guest room, replenished daily
- Overnight parking is included if a rental car is booked through this conference agent
- We assist you with finding the airfare rate++
- We can arrange for a rental car or shuttle++
- We can help you find other tours or book additional days to enjoy New Mexico\*\*

### New Mexico Attorneys – CLEs Only

**Must be licensed in New Mexico and your law firm address must be in New Mexico**

Meals included during CLE sessions plus Welcome Reception

**\$745 Early-Bird Rate**

**\$1,145 Registrations received after August 1, 2023**

**\$1,445 Registrations received after September 1 and based on availability**

### One Attorney with NO GUESTS

**\$4,445 Early-Bird Rate**

**\$4,845 Registrations received after June 1, 2023**

**\$5,145 Registrations received after September 1 and based on availability**

**This package is for one attorney participating in tours.**

- Six nights hotel stay (October 5-11, 2023)
- CLE Sessions for one attorney with included meals listed in the schedule
- Welcome Reception for One
- Balloon Fiesta Tour for One
- Trip to Taos for One
- Herve' Wine Bar for One
- Use of the hotel's fitness and relaxation area
- Nightly turndown service
- Complimentary bottled water and coffee/hot tea in the guest room, replenished daily
- Overnight parking is included if a rental car is booked through this conference agent
- We assist you with finding the airfare rate++
- We can arrange for a rental car or shuttle++
- We can help you find other tours or book additional days to enjoy New Mexico\*\*

**Deluxe and One-Bedroom Suites are available as an upgrade.**

++ Due to varying rates, we will get you the very best quote, but the cost is not included.

\*\* Tours are based on what you like to do. We will send you the information and book them for you. The tour cost is not included.

### One Attorney – CLEs Only

Meals included during CLE sessions plus Welcome Reception

**\$1,895 Early-Bird Rate**

**\$2,295 Registrations received after June 1, 2023**

**\$2,595 Registrations received after September 1 and based on availability**

## MCLE Accreditation

11 General and 4 Ethics Credits are provided. Some states may vary.

See the website for information on the states that have accredited this program.

Please inquire about your state by emailing [Mary@DestinationCLEs.com](mailto:Mary@DestinationCLEs.com)

CLEs and  
Check-in  
2nd Floor -  
Lumpkins Ballroom  
Opening Reception,  
Breakfasts & Lunches  
2nd Floor - Mezzanine



**For more information, contact Mary at  
907-231-2111 or by e-mail at [Mary@DestinationCLEs.com](mailto:Mary@DestinationCLEs.com)**





# Getting to Santa Fe

**Getting to and from Albuquerque (ABQ) to Santa Fe is easy and convenient using one of the options listed below.**

**Airport Information:**

Albuquerque International Sunport (ABQ) has excellent air service and is approximately an hour drive from Santa Fe.

**Flying to Santa Fe Directly**

American Airlines - American offers non-stop daily flights to Santa Fe from Dallas/Ft. Worth and Phoenix Sky Harbor International Airport. United Airlines - United offers non-stop daily flights to Santa Fe from Denver. Learn more at Fly Santa Fe.

**Shuttle:**

Groome Transportation provides shuttle service (19 trips daily) between ABQ and Santa Fe. Round trip is approximately \$85. Visit [www.groometransportation.com](http://www.groometransportation.com) to make a reservation and check updated prices. Reservations are required to guarantee a seat.

**Car Rental:**

Want to explore Santa Fe? Renting a car at the Albuquerque airport is convenient.

**Train:**

The Rail Runner Express will take you from downtown Albuquerque to downtown Santa Fe. Round-trip fares average \$11 per person. Check out the schedule by visiting New Mexico Rail Runner Express.

**Getting around Santa Fe:**

Santa Fe has great options for getting around town including Lyft and Uber. Many places to visit are a short walk away.





# La Fonda on the Plaza Hotel

CLE Programs and Opening Reception  
100 E San Francisco Street, Santa Fe, NM 87501

Santa Fe, New Mexico's capital, sits in the Sangre de Cristo foothills. It's renowned for its Pueblo-style architecture and as a creative arts hotbed. Founded as a Spanish colony in 1610, it has at its heart the traditional Plaza. The surrounding historic district's crooked streets wind past adobe landmarks. It is surrounded by thousands of acres of national forest and only an hour's drive from Albuquerque.

## Lodging Information



Included:

- Complimentary docent-led Art and History Tour of Hotel; internet access (via password);
- access to the Fitness and Relaxation area;
- complimentary bottled water and Nespresso coffee in your guest room daily;
- complimentary nightly turndown service.

