

## AGENDA

**Young Lawyers Committee of the  
Maritime Law Association of the United States  
May 3, 2012  
2:00 – 4:00 p.m.  
Holland & Knight**

- I. Introductions and Welcome
- II. Old Business
  - A. MLA Resolutions Project – Norman Stockman
  - B. Marine Insurance Project – Stephanie Espinoza
- III. New Business
  - A. Recent Projects/Volunteers
  - B. Other Projects/Report from Committee Chairs Meeting
  - C. New Projects Needed!
- IV. Committee Liaison Reports
- V. YLC Membership Criteria – Norman Stockman
- VI. Applications for Proctor Status – Norman Stockman
- VII. Commentary from the MLA President, Officers, and Board – Pat Bonner/Bob Parrish
- VIII. Fall 2011 Meeting in New York – Bob Parrish
- IX. Social Event Details - Pamela Schultz
- X. Panel Presentation

### **Marketing & Practice Development Strategies for Young Lawyers**

- A. Developing Relationships with Existing Firm Clients  
*lead by Chris Nolan, Esq. of Holland & Knight in New York, NY.*
  - B. Business Development Opportunities – The MLA, Other Organizations, and Online Tools  
*lead by Pamela Palmer, Esq. of Morris Polich & Purdy LLP in Los Angeles, CA.*
  - C. Starting a Maritime Solo Practice  
*lead by Sean O’Neil, Esq. Solo Practitioner in Houston, TX.*
- XI. Open Forum
  - XII. Adjournment