



Life Care Planning
Law Firms Association
MEMBER

REGISTER NOW FOR THE 2018 LCPLFA ANNUAL EVENT March 8-10, 2018 - Hotel Contessa San Antonio, TX

Hotel Contessa Luxury Suites on the Riverwalk
306 West Market Street San Antonio, TX 78205
Room Rates: \$239 Single/Double

*Group Room Rates are on a First Come First Served Basis and
Cannot Be Guaranteed After January 26, 2018 - So Book Early!*

LCPLFA will combine the programming of an annual conference with an UnProgram and offer a combination of presenters and informal facilitated discussion groups.

Check out www.lcplfa.org for more information on speakers & discussion groups!

Registration Fees start at \$399 for the 1st Member and \$100 discount for each additional registrant from the same firm

SCHEDULE OF EVENTS

Thursday, March 8, 2018

2:00 pm - 5:30 pm
General Sessions

5:30 pm - 7:00 pm
Opening Reception

Friday, March 9, 2018

8:30 am - 9:00 am
Continental Breakfast

9:00 am - 10:15 am
General Session

10:45 am - 5:00 pm
Breakout Discussion Groups

Saturday, March 10, 2018

8:30 am - 9:00 am
Continental Breakfast

9:00 am - 12:30 pm
Breakout Discussion Groups

12:30 pm - 1:30 pm
Closing General Session



SPEAKERS/TOPICS

Building a Great Team: Motivating, Engaging, Measuring and Streamlining Productive Staff
Betty Raglin. Esq., Attorney, Public Speaker, Sigler & Raglin Lake Charles, LA

Mock First Meeting - Seasoned LCP Attorneys and Staff will Role Play an LCP First Meeting and Discuss Potential Opportunities and Challenges LCP Firms May Encounter

The Intersection Between Mental Health & Dementia
Dr. Jason Schillerstrom, Geriatric Psychiatrist
The University of Texas Health Science Center at San Antonio

Other Discussion Breakout Topics will include, but aren't limited to:

Marketing Topics

- Marketing in the Community/Building Referral Sources
- Defining/Communicating Brand/Message
- Dual roles in a firm (ie ECC as Marketers)
- Developing a Strategic Marketing Plan
- Keeping the LCP Message Fresh
- Tips for Increasing Referrals
- Marketing Materials/Collateral: What's in Your Office?
- Marketing Across Generations/To the Millennial Caregiver Child

Topics for Attorneys

- Employment Issues/Turnover - Employee Handbooks
- Employee Job Description, Evaluation Tools and Benefits
- Useful Technology Tools to Increase Firm Efficiency/Client Participation
- The Role of Associate Attorneys/Partners in an LCP Law Firm
- Alternative Pricing Structures for Life Care Plans
- Ancillary LCP Practice Areas
- ActionStep Case Management Software
- Metrics: The Importance of Tracking, Measuring & Managing
- Managing Growth in Your LCP Law Firm: When to Hire - at 2nd Care Coordinator/Attorney or Other Staff

Topics for New LCPLFA Members

- Art of Good Intake/Pre-Selling/Pre-Screening
- Second Meeting Basics & Overview of First Year Services
- Client Retention Aftermath & the Initial Assessment
- Helping Families Use LCP Services Effectively
- The Renewal Process

ECC Topics

- Communication and Family Conflict Resolution
- Benefits of Completing CECC Stockton Course
- Difficult Family War Stories
- Finding a good work/life balance
- Managing Your Time Efficiently

Public Benefits Topics

- Best Practices for Communication to Clients, Facilities, Financial Advisors, Medicaid Case Workers
- Best Practices for basic verification gathering and organization: Check lists, gathering documents, processes
- Best Practices for setting and meeting deadlines with clients and other institutions
- VA updates for both attorneys and public benefits specialists
- How to continue to reassure clients when aggressive deadlines aren't met due to uncontrollable circumstances



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2018 ANNUAL EVENT REGISTRATION FORM

LCPLFA 2018 Registration Information (\$399 for first Registrant) - March 8-10, 2018				
Name:		Nickname for Badge:		
Firm:				
Address:				
City:		State:		Zip:
Phone:			Fax:	
Email Address:		Special Diet Request: VEG KOSHER OTHER		
Additional Registrant #1 (Additional \$299)				
Name:		Nickname for Badge:		
Title/Credentials:				
Email Address:		Special Diet Request: VEG KOSHER OTHER		
Additional Registrant #2 (Additional \$299)				
Name:		Nickname for Badge:		
Title/Credentials:				
Email Address:		Special Diet Request: VEG KOSHER OTHER		
Additional Registrant #3 (Additional \$299)				
Name:		Nickname for Badge:		
Title/Credentials:				
Email Address:		Special Diet Request: VEG KOSHER OTHER		
Registration Fees				
	Qty	On/Before Feb 1, 2018	After Feb 1, 2018	Total
LCPLFA Member Registration - First Member		\$399.00	\$449.00	\$
Additional Members from Same Law Firm		\$299.00	\$349.00	\$
Non Member Registration		\$650.00	\$700.00	\$
LCPLFA Fundamentals Practice Program 3/7-8/18		\$899.00	\$899.00	\$
<i>Less Applied Discount (if Applicable):</i>				
Total Amount Enclosed				\$
Topics I would like to discuss with other members and am willing to facilitate are:				
Payment Method				
I have enclosed Check #		for \$		
I authorize LCPLFA to charge my MC or VS		for \$		
Card #:	SecCode:	Exp Date:		
Name:	Signature:			
Cancellation Policy <i>No refunds will be issued after March 1, 2018. Cancellations received before that date, will receive a full refund, less at \$50 administration fee. Substitutions are welcome. Cancellation monies not refunded will can be applied toward future education programs</i>				

Make check payable to: Life Care Planning Law Firms Association and return with Payment to:
LCPLFA c/o The Carlson Group, LLC, 8987 E Tanque Verde Road Tucson, AZ 85749-9399
Fax: 814-286-3953/E-Mail: admin@lcplfa.org or scott@carlsongroupmgt.com