

CLLA EASTERN REGION

2021



BACK TO BASICS IN NEW YORK!

COLLECTIONS CONFERENCE

November 17-18, 2021

Tribeca Grill | New York, NY

Early Registration for CLE — October 15 • Regular Registration Ends — October 29



Event Location

Tribeca Grill

375 Greenwich Street | New York, NY 10013 | Phone: 212-941-3905

NYC Covid Policy for Private Events: For private events held at Tribeca Grill, **ALL** guests will be required to show proof that they have received one dose of a COVID-19 vaccine authorized by the FDA or WHO. Each guest must present their vaccination card along with a Photo ID (current Driver's License, Passport or State Identification Card). *Anyone who does not have the above proof of vaccination accompanied by a photo ID will NOT be admitted on premise.*

Join the CLLA in New York City for a conference full of opportunity to enhance the value of Creditors' Rights Attorneys, Commercial Collection Agencies and Law Lists.

Let's meet in New York City!



Daniel Kerrick
Eastern Region Chair

Let's meet in New York City! That's right, IN-PERSON, for the CLLA's Eastern Region Fall Conference! It's time, and we're ready to get back to basics. Join us for Networking, Education and Tradition in the beautiful,

upscale Tribeca neighborhood in downtown Manhattan!

Meet me for Networking and explore Tribeca!

Arrive in New York early and explore Tribeca's many award-winning restaurants, Hudson River Park, shopping in SOHO or Brookfield Place—all within walking distance of the conference.

Meet me for Happy Hour the evening before the conference at American Whiskey for a beverage and a bite to eat, and take advantage of networking opportunities in-between education sessions and at the luncheon.

Meet me for Education! Listen, learn and earn 5 CLE credits and 3 CEU credits. How has your practice and the creditors' rights industry changed since we last met? We'll explore best practices in the virtual world, including virtual litigation practice and how to motivate your virtual staff. We'll hear from national and local experts about legislative updates and impact on proposed creditors' rights industry.

Meet me for Tradition! We'll hold our region meeting and pass the gavel to incoming Eastern Region Chair, Robert Ash, and of course, we'll wrap-up a day of education with a cocktail party at the Tribeca Grill and Loft—home of the Tribeca Film Festival.

See you, IN-PERSON, in New York!

Daniel Kerrick
CLLA, Eastern Region Chair

Meet with colleagues for stimulating, in-depth discussions and attend exclusive education events that will address issues that matter to you and speak to the current state of our industry. Take advantage of networking and learning from others who have knowledge and experience to share. Attend to receive the quality offerings you have come to expect from CLLA in an exciting in-person setting.

Who Should Attend

This in-person conference attracts an audience of professionals from various aspects of the commercial law arena interested in forming business connections with colleagues from around the US, Canada and abroad. The conference site and schedule will allow you to do business and still take advantage of all that New York City has to offer. Visit www.CLLA.org/events for more details.

Accommodations

There is no room block associated with this conference. However, several hotels* are located within walking distance to the Tribeca Grill:

The Roxy Hotel (3 blocks)
2 6th Avenue
New York, NY 10013
(212) 519-6600

Hilton Garden Inn/Tribeca (6 blocks)
39 Avenue of the Americas
New York, NY 10013
(212) 966-4091

Sheraton Tribeca New York (7 blocks)
370 Canal Street
New York, NY 10013
(212) 966-3400

* Please be sure to check the hotel websites for travel guidelines relating to COVID. Also, please be aware of changing COVID guidelines and requirements in New York City.

Member/Non-Member Registration Fee Includes:

Educational sessions, continuing legal education (CLE), continuing education units (CEU), welcome party, continental breakfast, AM/PM breaks, luncheon and cocktail reception.

Conference Experience

- Networking opportunities on Wednesday and Thursday evenings.
- Fabulous buffet luncheon on Thursday, including the installation of new Officers and Council Members of the Eastern Region.

Spouse/Guest Registration Fee Includes:

- Wednesday Welcome Party
- Thursday continental breakfast, lunch, and cocktail reception

Registration Fees	Early Bird* Thru 10/15	Regular* Thru 10/29
CLLA & IACC Members	\$429	\$529
Spouse/Guest**	\$265	\$265
Non-Members	\$1,000	\$1,000

*Disclaimer: CLE credit available to attendees in qualifying states who register on or before October 15. We cannot guarantee state accreditation after October 15.

** Please note that business colleagues are not eligible to register under this category.



Sponsorship is only \$125!

Get your firm's logo placed on the CLLA Events page, conference eblasts, NewsWire, AGENCYAction and opening slides at all sessions. Contact Dawn Federico at dawn.federico@clla.org or call 312-240-1400.

2021 Schedule of Events

Wednesday, November 17, 2021

4:00 p.m. – 6:00 p.m. **WELCOMING PARTY**
American Whiskey • 211 W. Broadway (Corner of W. Broadway & Franklin) • 646-809-9490

6:00 p.m. **DINNER ON YOUR OWN**

Thursday, November 18, 2021

Tribeca Grill • 375 Greenwich Street • 212-941-3905

8:30 a.m. – 9:30 a.m. **CONTINENTAL BREAKFAST**

9:30 a.m. – 10:45 a.m.

LEGISLATIVE UPDATE-COVID RESTRICTIONS ON COLLECTIONS AND JUDGMENT ENFORCEMENT



M. Tracey Brooks
Albany, NY

The program will discuss how recent collection legislation in both the U.S. Congress and the New York State Legislature has been impacted over the last 18 months because of COVID and a changing of the guard in Washington, D.C, including but not limited to: H.R. 2547, the Comprehensive Debt Collection Improvement Act; H.R. 1671, the Securing Consumers Against Misrepresented Debt Act., A6617A, Weinstein; S7230, Kaplan.

Speaker: M. Tracey Brooks, *Shenker Russo & Clark, LLP*, Albany, NY

10:45 a.m. – 11:00 a.m.

NETWORKING BREAK

11:00 a.m. – 12:15 p.m.

CREDITORS' RIGHTS BEST PRACTICES-VIRTUAL/TELEPHONIC LITIGATION



Ben H. Farrow
Montgomery, AL



William H. Thrush
Owings Mill, MD

Virtual litigation arrived with the pandemic and is here to stay in some ways. This look at the courtroom of tomorrow will help you not only survive, but thrive in the new virtual world. We will provide tips, tricks, strategies, and best practices so you can persuade a court while in your PJs.

Speakers: Ben H. Farrow, *Anderson Williams & Farrow*, Montgomery, AL
William H. Thrush, *Friedman, Framme & Thrush, PA*, Owings Mill, MD

12:15 p.m. – 1:30 p.m.

LUNCH AND AWARDS

1:30 p.m. – 2:45 p.m.

TRIADIC PANEL: MOTIVATE YOUR STAFF IN THE VIRTUAL WORLD



Patrick Kilburn
Louisville, KY



John Chotkowski
Tonawanda, NY



Gary Tier
Newton, PA

This presentation will focus on the challenges companies face with remote work environments and how best to overcome these challenges and successfully interact with and motivate staff who are no longer physically present in the office. There will be a focus on how these challenges differ based on generational differences and how to best use these differences to your advantage.

Panelists: Patrick Kilburn, *Lloyd & McDaniel, PLC*, Louisville, KY; John Chotkowski, *Commercial Collection Corp. of NY*, Tonawanda, NY; Gary Tier, *The Forwarders List of Attorneys*, Newton, PA

2:45 p.m. – 3:00 p.m.

NETWORKING BREAK

3:00 p.m. – 4:15 p.m.

THE NEW CFPB RULE – THE CARNIVAL RIDE CONTINUES



Donald Mausar
Cleveland, OH

This program will be a high-level overview of the new CFPB Rule including historical reference points, an overview of the New Rule, commercial collection touchpoints, and opportunities for best practices and practical practice tips. 75 minutes of lights flashing and head spinning information.

Speaker: Donald Mausar, *Weltman Weinberg & Reis Co., LPA*, Cleveland, OH

4:15 p.m. – 5:30 p.m.

RECEPTION — *Tribeca Grill* • 375 Greenwich Street • 212-941-3905

6:00 p.m.

DINNER ON YOUR OWN

8:00 p.m.

NIGHT CAP (CASH BAR) — *The Roxy Bar* • 2 6th Ave • 212-519-6600

For More Information Contact Dawn Federico at dawn.federico@ccla.org or 312-240-1400.



Speakers

2021 CLLA EASTERN REGION COLLECTIONS CONFERENCE

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M. Tracey Brooks
Albany, NY

M. Tracey Brooks is a distinguished advocate and government affairs attorney with more than 20 years of experience at the state and federal levels as a lawyer, executive, advocate, and non-profit leader. Tracey serves as General Counsel for the Firm and is an integral part of the Government Affairs practice and the Firm overall. Tracey has worked with clients and constituents on a range of issues from health care to economic development, marijuana issues – both medical and recreational, from racing & wagering to union matters, business interests, local government to non-profit governance and compliance. Tracey leads the Firm's healthcare practice and has extensive knowledge of the State's health care laws and regulations. She is adept at navigating the intricacies of the state government legislative process as well as developing and implementing both proactive and responsive strategy. Tracey has extensive experience in health care reimbursement issues, including Medicaid, especially during financially challenging times. Her work in the regulatory sphere involves creative and innovative solutions to modernize and improve the delivery of healthcare. Tracey is also able to assist clients with obtaining MWBE certification in New York State. For almost a decade, Tracey was the President and CEO of Planned Parenthood and Family Planning Advocates of New York State. Her work with these non-profit statewide organizations was dedicated to protecting and expanding access to a full range of reproductive health services. She led member family planning clinics, dozens of sister organizations, and thousands of individual members across the state. Having served as the Executive of 401(c)(3) and 401(c)(4) organizations, Tracey brings a unique perspective when representing associations of all types. Her insights into the not-for-profit sector, regarding both non-profit needs from government as well as how non-profits can partner with government, has been the foundation of strategic advocacy for our clients. She offers both association management and governance oversight expertise based on career characterized by deep experience with both. Tracey's government affairs experience is also derived from her work as a regional director for former Senator Hillary Clinton and Counsel to the New York State Assembly Judiciary and Codes Committee. She previously ran for New York State Assembly (2002) and Congress (2008).



John Chotkowski
Tonawanda, NY

John Chotkowski My odyssey through the collection industry began in October 1993 when I was hired as a junior collector by the Commercial Collection Corporation of New York. Since then, I have dedicated my professional life to CCCNY's corporate mission: unsurpassed and uncompromising care for our clients. My dedication to this ideal has enabled me to grow as my company has grown. I am now a part owner, Vice President and General Collection Manager. In this position I am managing and mentoring my staff, as I was managed and mentored, in maintaining my client's complete satisfaction: 24 hours a day, 7 days a week, 365 days a year.



Ben H. Farrow
Montgomery, AL

Ben H. Farrow was born in west Texas and raised in Colorado, Idaho and Louisiana attending Tulane University and the Louisiana State University for Law School. He worked as deckhand on the Mississippi River and in the Gulf of Mexico to pay for college and law school. After graduation and passing the Louisiana State Bar in 1992 he began his legal career as an Admiralty lawyer in New Orleans. He subsequently moved to Alabama and passed the Alabama Bar exam in 2000. He practiced as an insurance defense attorney for a few years and then found work at his current firm in 2002, becoming a partner in 2006. In 2015 he obtained his license to practice in Mississippi and the firm opened its Jackson office that same year. Ben's involvement with the Commercial Law League of America started with his current firm when he was introduced to the League by some colleagues. He was astonished at how well it fit his practice. He subsequently became interested in leadership in CLLA and was appointed the Education Chair. He has held that role for the last two years.



Patrick Kilburn
Louisville, KY

Patrick Kilburn's practice centers around the representation of banks, large and small corporations, and general creditors in the collection of past due accounts both in and outside of litigation throughout Lloyd & McDaniel's growing Southeast U.S. footprint. After working for a local regional bank, Mr. Kilburn brings clients real-world experience to protect their interests. Mr. Kilburn attended the University of Kentucky, B.B.A. Finance, 2004, and University of Louisville, Brandeis School of Law, J.D., 2007. He is admitted to practice in the State of Indiana, Commonwealth of Kentucky, State of Florida, United States District Court, Western District of Kentucky, United States Bankruptcy Court, Western District of Kentucky, United States District Court, Eastern District of Kentucky, United States Bankruptcy Court, Eastern District of Kentucky, United States District Court, Southern District of Indiana, United States Bankruptcy Court, Southern District of Indiana.



Speakers

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Donald Mausar
Cleveland, OH

Don Mausar practices in commercial and consumer collections, Don brings more than 25 years of experience to the firm. He aims to bring a “concierge level service” to his clients, who are typically the decision makers from large financial institutions to small family businesses. Focusing primarily on complex claims, his matters typically include high balance contested matters that involve a blend of legal action and collection work. Don is an active member of the legal community and the creditors’ rights industry. He is also a frequent presenter on a variety of topics, including the collections of transportation claims, B2B receivables, and collection best practices. Don is the managing attorney for the firm’s downtown Cleveland, Ohio office, where he is responsible for spearheading office-specific initiatives that help shape the culture of the firm. In his free time, Don enjoys live theater, sporting events, hiking, golfing, playing cards, and long car rides. He is an auto enthusiast, and loves anything with an engine.



William H. Thrush
Owings Mill, MD

William Thrush Bill Thrush is a shareholder and the Managing Principal of Friedman, Framme & Thrush, P.A., formerly known as Weinstock, Friedman & Friedman, headquartered in Owings Mills, Maryland, also with an office in Richmond, Virginia. Bill is an experienced trial attorney and has tried cases at all levels of court throughout the state of Maryland, as well as the District of Columbia and the Commonwealth of Virginia. Bill’s practice is currently focused on Creditor’s Rights, Banking and Commercial Finance, Commercial Loan Workout, Civil Litigation, and Corporate General Counsel Portfolio Management. In addition to his current practice focus, Bill has substantial experience in Contract Law, Personal Injury, Workers’ Compensation, Family Law, and General Litigation. Bill is currently a member of the Board of Governors for the CLLA, as well as the current Chair of the League’s Membership Committee. In his spare time, Bill enjoys snowboarding, mountain biking, scuba diving, learning guitar, and spending time with his wife and two daughters.



Gary Tier
Newton, PA

Gary Tier is president and publisher of The Forwarders List of Attorneys, a reliable, trusted listing and portfolio of qualified, reputable attorneys who specialize in all aspects of collections, including commercial and retail receivables. Tier leads The Forwarders List, founded in 1922, with a commitment to blend FLA’s long, rich history of 99 successful years with 21st century customer service and technological initiatives. Gary is the youngest law list publisher in the industry. Gary has served two terms on the Board of Governors of the Commercial Law League of America (CLLA). He serves on key committees for the Receivables Management Association, Inc. (RMAI), the Commercial Collection Agencies of America (CCA of A) and the International Association of Commercial Collectors (IACC). He has been a presenter at conferences for the National Creditors Bar Association (NCBA) and the American Collectors Association (ACA International.) He is a past president of the Association of Law List Publishers and past Chair of the Princeton Regional Chamber of Commerce Young Professionals Committee. Gary served on the Boards of the George School Children’s Center and One Simple Wish, a non-profit that helps to improve the lives of foster children. Gary graduated from Wesleyan University in Middletown, CT. His interests and hobbies include sports, fitness, cooking, reading, and traveling. He lives in Washington Crossing, PA, with his fiancé and their three children.

Event Location

Tribeca Grill

375 Greenwich Street | New York, NY 10013
Phone: 212-941-3905



SAVE THE DATE!



2022 NATIONAL CONVENTION
May 18—20, 2022
Swissotel /Chicago, IL