



## **2017 ILCRA ANNUAL CONVENTION**

**SEPTEMBER 14-16, 2017**

**Wyndham Springfield City Centre  
700 E Adams Street, Springfield, IL 62701**

### **TENTATIVE SCHEDULE of Seminars**

*Schedule subject to change without notice. CEU approval pending.*

## **Rock your career! Turn your skills up to 11**

### **Thursday, September 14, 2017**

5:30 p.m. – 6:30 p.m.      **REALTIME CONTEST**

### **Friday, September 15, 2017**

9:00 a.m. – 2:00 p.m.      **Gary L. Sonntag Memorial SPEED CONTEST**

2:00 p.m. – 6:15 p.m.      **Convention Registration Open**

2:00 p.m. – 8:00 p.m.      **Vendor Area Open**

3:00 p.m. – 4:00 p.m.      **Rock the State: Making a Difference – Where and How to Advocate for ILCRA**      **.10 CEU**  
Daniel L. Hamilton, Attorney with Brown Hay & Stephens, LLP

This is a great opportunity to find out exactly what is going on with the state and how the legislators feel about court reporters. Our Illinois lobbyist will be here to give us an update on the budget crisis and everything else you need to know to protect YOUR JOB!

4:00 p.m. – 5:30 p.m.      **Roll with the Changes: Ethical Guidelines**      .15 CEU  
ILCRA CART Committee

We, the committee, find that the guidelines are not black and white, and sometimes it's necessary to interact with our consumers in ways that are not clearly defined, such as waking up a student during class or alerting them to information in the text that they may have missed. You know, the personal touch. :) This seminar will help you with some details of the CART world.

5:30 p.m. – 5:45 p.m.      **Networking and Vendor Break – Beverages in Exhibit Area**

5:45 p.m. – 7:15 p.m.      **Talking 'Bout My Generation: Generational Reporting Panel**      .15 CEU

7:15 p.m. – 8:00 p.m.      **Let's Go Crazy! President's Reception/Meet and Greet Students**

Join your colleagues for a meet-and-greet for a reception that will connect you with old friends and, hopefully, introduce you to new ones! Join us, and the first drink is on us!

8:00 p.m.      **Dinner on Your Own**

Dinner on your own. (Check member activity board at registration area to make new connections and for a list of local restaurant options.)

***For Friday, 4.0 Illinois hours or .40 NCRA CEUs available.***

### **Saturday, September 16, 2017**

7:00 a.m.      Convention Registration Open

7:00 a.m. – 3:45 p.m.      Vendor Area Open

7:30 a.m. – 8:30 a.m.      **Breakfast in America: ILCRA Business Meeting and Breakfast Buffet**

Time to get energized for a great day of seminars. Prepare to be amazed and fuel up for a day of learning and networking.

8:30 a.m. - 9:30 a.m.                    **Crime and Punishment**                    .10 CEU  
Eric Kalata, Illinois Assistant State Attorney

The case of People v. Christopher Hanson. This is a case of trial and error. Taken from the headlines about a case about the sexual assault and attempted murder of a teenager in Libertyville, Illinois in 2005.

Eric will discuss the jury trial, including an insanity defense and other crime evidence of earlier jogging path attacks by the defendant against women in other parts of Lake County. He will discuss the challenges he faced in this trial and some of the obstacles he had to overcome in this case.

9:30 a.m. – 10:30 a.m.                    **R-E-S-P-E-C-T: Yours is not a Sit-in-Silence Job** .10 CEU  
*Nancy Varallo, RDR, CRR*

Nancy Varallo, owner of The Varallo Group LLC, knows the business both as a court reporter and as an owner. She'll explore with you how to gain confidence and boost your ability to get what you need from the calendar manager, the firm owner and the attorneys. Bring your war stories. We'll include the audience in a discussion about how your situation might have been handled differently to get a better outcome. Don't miss the opportunity to ask "Dear Nancy" your questions!

10:30 a.m. – 10:45 a.m.                    **Networking and Vendor Break** – Beverages in Exhibit Area  
Refuel and reenergize with our vendors and learn about the latest advances in technology and products.

10:45 a.m. – 12:15 p.m.                    **Unleashing the Realtime Superstar (Rockstar) in you and How I Made My Life Easier – Part 1**                    .15 CEU  
*Ed Varallo, RMR, CRR, FAPR*

Shorthand for the 21<sup>st</sup> century boils down to this: write short – write fast – write clean - do it all day! To be truly realtime capable – able to turn out fast, accurate drafts and fast certified

transcripts – we need to write smarter. We have to write fast, with clean notes, for hours on end – and then turn out a fast

draft transcript on demand. Ed Varallo, six-time NCRA Speed Contest champion, will outline his systematic approach to writing shorthand which is designed to require less physical effort, produce better realtime output, and thus reduce editing/scoping time. Ed will share his tips and techniques that will set you on the path to unleash the Realtime Superstar inside you!

12:15 p.m. – 1:15 p.m.

**We are the Champions! Luncheon and Networking Opportunity with Vendors**

Annual Awards and Realtime and Speed Contest winners will be presented.

1:15 p.m. – 2:45 p.m.

**Unleashing the Realtime Superstar in You and How I Made My Life Easier – Part 2** **.15 CEU**

2:45 p.m. – 3:00 p.m.

**Networking and Vendor Break** – Beverages in Exhibit Area

3:00 p.m. – 4:00 p.m.

**Come Sail Away With Me to Success: Easy Steps to Growing Your Business** **.10 CEU**

*Nancy Varallo, RDR, CRR*

Whether you're a firm owner, freelancer, or official, you're in sales! Nancy Varallo, owner of The Varallo Group LLC, will introduce The Six Components of a Successful Sales Program, including the creation of a 45-second overview about you/your company. This will be an interactive session where participants work to create their own 45-second message.

4:00 p.m. – 5:00 p.m.

**Life in the Fast Lane: Creating a Demand for Draft Transcripts** **.10 CEU**

*Ed Varallo, RMR, CRR, FAPR*

To be truly realtime capable - able to turn out fast, accurate drafts and fast certified transcripts - we need to write smarter. We have to write fast, with clean notes, for hours on end -- and then turn out a fast draft transcript on demand. No

demand for realtime services in your area? Ed will share with you his tips and techniques to create the demand for rough draft transcripts. Delivery by dinnertime, not bedtime, is what your clients want. Learn how to provide this valuable service and increase your bottom line.

5:00 p.m. - 5:30 p.m.

**Wrap-up, Silent Auction and Raffle Winners**

***For Saturday, 7.0 Illinois hours or .70 NCRA CEUs available.***

***Total for both days, 11.0 Illinois hours or 1.10 NCRA CEUs available.***