

WELCOME TO AILA NATIONAL'S
2019 OPEN HOUSE
NOVEMBER 8, 2019



AMERICAN IMMIGRATION LAWYERS ASSOCIATION

AILA National's 2019 Open House

Agenda

9:00am -- 10:00am

Registration and Continental Breakfast

Meet and greet your colleagues and the AILA Staff.

Lobby

9:00am – 12:00pm

AILA Member Resources and Services

AILA staff will be on hand to answer questions and to provide service for AILA Publications, Conferences, Membership, Pro Bono Programs, Information and Liaison, Advocacy, Media and Communications.

Conference Room A, Lobby Level

9:00am – 4:00pm

AILA Book Store

Come browse our latest immigration publications and get 20% off your purchases.

Lobby

10:00am – 11:00am

Make the most of your AILA Membership

- Why is AILA Valuable?
- Personalizing Your Membership
- Staying in the Know
- Research and Learning Tools

Conference Room B, Lobby Level

AILA University

Launching on November 13, AILA University is an exciting new platform that brings together the best of AILA's current education offerings with new formats to provide options for every learning preference. Using innovative technology, members will be able to master the skills needed for real-world success and career acceleration—all at their own pace, whenever and wherever they need it! Attend this demonstration and be one of the first to see the new AILA University website. Staff will be on hand to answer all your questions.

11:05am – 12:35pm

2019 AILA Marketplace Study Report – Using Data to Drive Your Success

Data is the new oil. Data-driven decisions can spur a law firm to maximize productivity, put marketing dollars where they matter most, be competitive in the marketplace, understand its value to clients, hire at competitive salaries, and run a tighter ship. It can help associates understand what it means to be a

Conference Room B, Lobby Level

immigration associate or partner, negotiate compensation, and plan for the future. AILA's 2019 Marketplace Study—the third—is one of the most comprehensive studies of its kind, drilling down on what it means to be an immigration practitioner over nearly a decade. Attend AILA's Open House to be the first to hear the top takeaways and practice trends from this latest study, including immigration practice insights on:

- Associate and paralegal salaries
- Average hourly billable rates by practice focus and geography
- Average firm overhead and staff ratios
- The strongest marketing techniques
- Flat fee and hourly rate changes since 2015
- Statistics on satisfaction levels and the greatest obstacles to practice

11:30am – 12:30pm

Lobby

Attend Power Hour and Save on AILA Publications!

Attendees can save 20% on publications purchased during Open House. BONUS! We'll take an additional 10% off publications sold during Power Hour. (Offers not applicable to *Kurzban's Immigration Law Sourcebook* and combos).

12:00pm - 3:00pm

Free Professional Headshot

Lower Lobby Level

An impactful headshot is more important now than ever. Every social media platform requires a profile image and your headshot will have a far-reaching web presence. A good headshot conveys your professionalism and gives others an idea of your personality before they meet you. It also makes you feel good when you look your best. Let your professionalism and unique personality shine through while opening the doors to new opportunity. Receive a free digital professional headshot!

12:35pm – 2:00pm

Taste of DC Networking Lunch

Offsite

Take a mid-day break and join AILA leaders, mentors, and staff for a networking lunch to expand your immigration knowledge and get to know your colleagues. A variety of immigration topics and dining options will be available, and a schedule of tables will be provided upon registering for open house.

Registration is free, though each participant is responsible for purchasing their own meal. Space is limited for this event, so register early. Look for registration information via email, and contact Anna Rappoport, arappoport@aila.org, with any questions or concerns.

1:00pm – 1:55pm

AILA Needs You

Board Room

Want to learn about becoming an AILA Leader? Join us for this special session to learn more about volunteering with AILA, hear from leadership across all levels of the Association, and find out how you can get involved today!

2:00pm – 3:00pm

Legal Research Using AILALink and AILA.ORG

Conference Room A/B, Lobby Level

This training will cover how to use AILA online properties to conduct legal research and to solve case problems. We will discuss how to solve case problems, find decisions using AILA.org and Fastcase and how to do advanced research using the powerful tools in the AILA InfoNet Research Library and My Research. This session will also give an in-depth look at how to use AILALink, AILA's subscription research database offering fully searchable statutes, regulations, case law, and agency correspondence; an

expanded version of Fastcase called Fastcase Premium; and \$4,000-plus worth of searchable AILA publications.

One free CLE hour available in NC, NJ, NY, PA, VA, WV, and OH.

3:00pm – 4:00pm
Law Student Event

Conference Room A/B, Lobby Level

Join us for an exciting panel discussion about immigration law! Following the panel discussion, attendees will have the opportunity to ask questions and network with the panelists and fellow students in attendance.