

# DAN D. KOHANE

## OFFICE ADDRESS

Hurwitz & Fine, P.C.  
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## RESIDENCE ADDRESS

123 West Oakwood Place  
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## EDUCATION

### Law School

State University of New York at Buffalo Law School, Buffalo, New York; Juris Doctor Degree, 1979.

- *Recipient*, Robert J. Connelly Award for Excellence in Trial Practice Course, awarded by Trial Lawyers Association of Erie County.
- *Director*, Buffalo Legislation Project, a student-directed legislative research service.

### Undergraduate

State University of New York at New Paltz, New Paltz, New York; Bachelor of Arts;  
*magna cum laude*, 1975.

## LAW PRACTICE AND ACADEMIC POSITION

Hurwitz & Fine, P.C., Buffalo, New York; 1980 - present; Member since 1984.

University at Buffalo Law School, Buffalo, New York; Adjunct Professor of Insurance Law, 1985 – present.

## RECOGNITION

- *Association of Defense Trial Attorneys We Prefer to Refer Award* (2018).
- *Federation of Defense & Corporate Counsel Award* (2017).
- *John E. Leach Memorial Award* for Outstanding Service and Distinguished Contributions to the Legal Profession as a Member of the New York State Bar Association Torts, Insurance and Compensation Law Section (2013).
- Founding Fellow of the Board of Regents of the American College of Coverage Counsel (ACCC) (2012-2015).
- *Lawyer of the Year* for Insurance Law, Best Lawyers in America (2013, 2017).
- “*Top 10 Super Lawyers*” in Upstate New York and “*Super Lawyer*” in Category of Insurance Coverage (2013, 2014).
- *Best Lawyers in America* (2009 – 2017) in categories of Insurance Law, Litigation - Insurance and Commercial Litigation.
- “*Top 50 Super Lawyers*” in Upstate New York and “*Super Lawyer*” in Category of Insurance Coverage (2007 – 2017) Law and Politics Magazine.
- *Outstanding Presentations Award*, PLRB/LIRB Claim Conference (2009).

- *Legal Elite of WNY (formerly known as Who's Who in Law)* (2004 – 2018) Named one of “*Top Ten Legal Elite*” (2014) Buffalo Business First and Buffalo Law Journal.
- Listed in Euromoney Guide to the World's Leading Insurance and Reinsurance Lawyers (2008).
- *Service Award*, DRI – The Voice of the Defense Bar (2008).
- *DRI Leadership Award*, Defense Research Institute (2002).
- *Sarah G. Metzger Human Rights Award*, Housing Opportunities Made Equal, Inc. (2000).
- *Pro Bono Award for Litigation*, Volunteer Lawyers Project (1993).
- *The James Crawford Award for Outstanding Service to HOME in the Cause of Fair Housing*, Housing Opportunities Made Equal, Inc. (1993).
- *The Director's Award for Distinguished Service in the Cause of Fair Housing*, Housing Opportunities Made Equal, Inc. (1989).
- *Outstanding Community Service Award*, Frontier Democratic Club (1989).
- *Young Lawyer's Annual Award*, New York State Bar Association, Insurance, Negligence and Compensation Law Section (1983).

## PROFESSIONAL PRACTICE AND COMMUNITY ASSOCIATIONS

- *Admitted to Practice*, State of New York (1980); United States Court of Appeals for the Second Circuit (1997); United States District Court, Western (1980), Northern (1983), Southern (2007) and Eastern (2007) Districts of New York; United States Bankruptcy Court, Western District of New York (1981).
- *Foreign Legal Consultant*, Permit No. 000241, Issued by Law Society of Upper Canada (2010 – present).
- *Member*, American Law Institute (ALI) (2017 – present).
- *Member and Founding Fellow*, American College of Coverage Counsel (2012 – present).
- *Planning Committee Member*, DRI Insurance Roundtable (2014-2015).
- *Member*, American Arbitration Association, Panel of Commercial Arbitrators (2009 – present).
- *Member*, American Arbitration Association *Complex Coverage Neutral Evaluation Panel* (2009 – present).
- *Member*, Federation of Defense & Corporate Counsel (1989 – present); Board Chair (2007 - 2008); President (2006 - 2007); President-Elect (2005 - 2006); Secretary-Treasurer (2004 - 2005); Member, Executive Committee (2002 - 2008); Director (2000 - 2004); Vice-President (1997 - 2000); Chair, Projects & Objectives Committee (2002 - 2004); Chair, Insurance Coverage Section (1996 - 1998); First Website Editor and Co-Founder (<http://www.thefederation.org>), General Convention Chair (Winter Meeting 2002); Program Chair (Winter Meeting 1999).
- *President*, *FDCC Foundation*, (2016-2017).
- *Member*, Board of Directors, National Foundation for Judicial Excellence (2015 – present); Program Chair, (2012); Vice-Chair (2011).
- *Member*, DRI, Director (2005 - 2008); Board Liaison, Insurance Law Committee (2006 - 2008); Program Chair, Insurance Coverage and Practice Symposium (2010); Chair, Technology Committee (2000 - 2002); Vice-Chair, Technology Committee (1998 - 2000); Insurance Law Committee (Member Steering Committee) (2008 – present); Chair, Subcommittee on CGL Coverage (2009 – 2014).
- *Member*, PLRB/LIRB Claims Conference Planning Committee (2009 – present).
- *Member*, Board of Directors, Lawyers for Civil Justice (2005 - 2008).
- *Member*, Association of Defense Trial Attorneys (1996 – 2004, 2011 – present).
- *Co-Chair*, CLM ADR Committee (2013 – 2015).
- *Member*, New York Bar Association Sections on Torts, Insurance and Compensation Law; Municipal Law (1980 – present).
- *Member*, Bar Association of Erie County; Director (1992 - 1995); Chair, Judicial Election Oversight Committee (1993 - 1998).
- *Member*, Erie County Bar Foundation; President (2004 - 2005); Vice-President (2003 - 2004); Treasurer (2002 - 2003); Secretary (2001 - 2002); Director (1999 - 2005); Chair, Annual Drive (2000).
- *Member*, Western New York Trial Lawyers Association (1982 - present).

- *Director*, Greater Buffalo Convention and Visitors Bureau (1991 - 2002); *Chair*, (1994 - 1995).
- *Director*, Greater Buffalo Partnership (1995).
- *Chair*, Buffalo Convention Center Board of Managers (1996 - 2001); *Member*, Board of Managers (1995 - 2001).
- *Chair*, Commission on Ethics, Buffalo Board of Education (2000 - 2005); *Member* (1994 - 1999).
- *Member*, Delaware Park Master Plan Committee (1990 - 1992).
- *Member*, Attorney Grievance Committee of the Fourth Judicial Department (1995 - 2001).
- *Member*, Second Circuit Task Force on Gender, Racial and Ethnic Fairness, Committee on Gender (1994 - 1998).
- *Member*, Task Force on Gender, Racial and Ethnic Fairness in the Courts, USDC, WDNY (1993 - 1998).
- *Member*, Office of Court Administration / NYS Bar Association Committee on Electronic Recording in the Courtrooms (1994 - 1995).
- *Director*, Housing Opportunities Made Equal, Inc. (1986 – 2014); *Chair*, Lawyers Committee (1986 - 1998).
- *Director*, Volunteer Lawyers Project, Inc. (1995 - 2000).
- *Director*, Legal Aid Bureau of Buffalo, Inc. (1989 - 1992).
- *Director*, Law Alumni Association, State University of New York at Buffalo (1984 - 1988).
- *System Operator (Sysop)*, The Legal Forum (LAWSIG), CompuServe Information Systems (1989 - 2000).
- *Member*, Legal Redress Committee, National Association for the Advancement of Colored People (1990 - 1995).
- *Columnist*, Buffalo Law Journal, Insurance Law.

## PUBLICATIONS

- *Insurance Law - 2016 - 2017 Survey of New York Law*, Syracuse Law Review, Volume 68, No. 4 (2018).
- *Courts Decide, Thousands Flee*, Your New York Connection Magazine (Second Quarter 2018, Issue 22).
- *New York Coverage Rules are Not Just for New Yorkers Anymore*, For the Defense, Volume 60, No. 5 (May, 2018).
- *New York Accident? Sending a Coverage Position Letter? Canadian Insurers Take Heed as Dangers Lurk*, Hearsay (February 2018).
- *Insurance Law - 2015 - 2016 Survey of New York Law*, Syracuse Law Review, Volume 67, No. 4 (2017).
- *We'll Try Harder Next Year – Insurance Errors and Omissions from the Appellate Courts*, Your New York Connection Magazine (Winter 2017).
- *Insurance Law - 2014 - 2015 Survey of New York Law*, Syracuse Law Review, Volume 66, No. 4 (2016).
- *Snowplow Contracts and Ongoing Operations*, Insurance Coverage, ABA Section of Litigation, Insurance Coverage (Summer 2016).
- *ORLY? OMG!!! SMH. Try to Make Sense Out of These Four Decisions*, Your New York Connection Magazine (Spring 2016).
- *Locking Down the Claims File: Locking Others Out of Your Confidential Communications with Coverage Counsel*, Declarations (Spring 2016).
- *Invading the Sanctuary – Practical Solutions to Fend Off the Attack on the Confidentiality of Insurer-Coverage Counsel Communications*, In-House Defense Quarterly (Spring 2016).
- *Duty to Defend Compendium (New York Chapter)*, DRI (2016).
- *Breaching the Duty to Defend – Let Reason and Logic Govern the Penalty*, DRI – Covered Events, 2015, Issue 9 (2015).
- *Insurance Law - 2013 - 2014 Survey of New York Law*, Syracuse Law Review, Volume 65, No. 4 (2015).
- *Attorney Client Privilege – Slip Sliding Away – Three Decisions to Instill Fear*, Your New York

- Connection Magazine (Winter 2015).
- *Insurance Law - 2012 - 2013 Survey of New York Law*, Syracuse Law Review, Volume 64, No. 4 (2014).
  - *Four of the Most Outrageous Cases of 2013*, Your New York Connection Magazine (Winter 2014).
  - *Writing a Reservation of Rights Letter – A North American Compendium*, Co-Editor in Chief and New York Chapter Editor, DRI (2014).
  - *Tips for Writing a Good Coverage Letter and Avoiding Common Pitfalls*, Torts, Insurance & Compensation Law Journal, Volume 42, No. 1 (Winter 2013).
  - *Crafting the Coverage Letter – and Getting in Right*, Your New York Connection Magazine (Fall 2013).
  - *The Dawn of a New Age – New York State Court of Appeals Adopts Draconian Penalty*, Your New York Connection Magazine (Summer 2013).
  - *Top 10 (or so) New York Insurance Coverage Decisions in the Past 12 Months*, Torts, Insurance & Compensation Law Journal, Volume 41, No. 2 (Winter 2012).
  - *Visions of the Presbyterian Dissent: Encouraging Fraud by Shouting “Gotcha”*, Torts, Insurance and Compensation Law Journal, Volume 40, No. 2 (Winter 2011).
  - *Preserving the Attorney Client and Work Product Privileges in the In-House Context – How to Keep Confidential Communications Confidential*, FDCC Insurance Industry Institute (2011).
  - *A Wrong without an Acceptable Remedy – Counsel Error and the Tripartite Relationship*, For the Defense, Volume 41, No. 5 (May 2009).
  - *Ouch, that Hurts – The Difference Between Intentional Injury Exclusions and Assault Exclusions*, Torts, Insurance & Compensation Law Journal, Volume 38, No. 1 (Winter 2009).
  - *Excuses, Excuses, Excuses – A Primer and Checklist on Late Notice Excuses*, Torts, Insurance & Compensation Law Journal, Volume 38, No. 1 (Winter 2009).
  - *The Vanishing Jury Trial and the Lawyer’s Role in Reversing the Trend*, Torts, Insurance & Compensation Law Journal, Volume 37, No. 1 (Spring 2008).
  - *Chapter 16 – Managing the Relationship between the Coverage Case and Underlying Litigation*, New Appleman Insurance Practice Guide (Published January 2008).
  - *Mediation and the Role of the Mediator*, Declarations, Excess/Surplus Lines Claims Association (Winter 2003 - 2004).
  - *Cyberlaw: Constitutional Requirements for Personal Jurisdiction*, Federation of Insurance & Corporate Counsel Quarterly, Volume 49, No. 2 (1999).
  - *Why You Should Mediate the Dispute*, For the Defense, Volume 38, No. 7 (July 1996).
  - *Federal Preemption Under the Toxic Substance Control Act*, DRI Special Publication, “The Federal Preemption Defense,” Volume 1995, No. 2.
  - *Uninsured and Supplemental Uninsured Motorist Coverage or Summing Up the New SUM Regulations*, INCL Journal, Volume 23, No. 2 (December 1994).
  - *The Onset of the Offsets, or The Retelling and Retooling of Mucatel*, INCL Journal, Vol. 23, No. 2 (December 1994).
  - *Is One Warning Enough? Federal Preemption of Common Law Tort Claims*, Federation of Insurance & Corporate Counsel Quarterly, Volume 44, No. 3 (Spring 1994).
  - *Property Insurance and Insurance Coverage of Environmental Risks*, New York Insurance Law, Matthew Bender & Co., Inc. (1993), revision and supplement.
  - *Structured Judgments in Tort Actions*, INCL Journal, Volume 21, No. 1 (June 1992).
  - *The Verdict is In–Now What?* INCL Journal, Volume 21, No. 1 (June 1992).
  - *Insurance Coverage in Sexual Misconduct Cases*, Federation of Insurance & Corporate Counsel Quarterly, Volume 42, No. 2 (1992); update and supplement.
  - *Insurance Law - 1989 Survey of New York Law*, Syracuse Law Review, Volume 41, No. 1 (1990).
  - *Insurance Law - 1988 Survey of New York Law*, Syracuse Law Review, Volume 40, No.1 (1989).
  - *Insurance Coverage Questions in Liquor/Tavern Liability Cases*, INCL Journal, Volume 17, No. 2 (December 1988).
  - *Class Certification of Mass Tort Cases - Defendant’s Perspective*, INCL Journal, Volume 16, No. 2 (December 1987).
  - *Intervention – Letting All the Players Play*, For the Defense, Volume 29, No. 4 (April 1987).
  - *Liability of Successor Corporations: Altering the Suit to Add a Deep Pocket*, For the Defense,

- Volume 27, No. 4 (April 1985).
- *The Love Canal – Insurance Coverage for Environmental Accidents*, Insurance Counsel Journal, Volume 50, 378 (July 1983).

## PRESENTATIONS

- *Coverage Essentials*; New York State Bar Association Intro to Civil Practice Skills (2018)
- *Contractual Indemnity & Additional Insureds Liability*; PLRB Claims Conference (2018)..
- *Reservation of Rights Letters – The U.S. Perspective*, Canadian Defence Lawyers, Fourteenth Annual Insurance Symposium (2018).
- *Hot Topics in Problem Jurisdictions*, DRI Insurance Coverage and Practice Symposium (2017).
- *An American in Paris, The Role of US Coverage Lawyers Overseas*, Federation of Defense & Corporate Counsel Insurance Industry Institute (2017).
- *Risk Transfer: Tag, You're It!*, DRI Northeast Regional Claims Conference (2017).
- *Combating Costly Cumis Counsel*, PCIAA General Counsel Seminar (2017).
- *Ethical Issues in the Relationship Between In-House and Outside Counsel*, PCIAA General Counsel Seminar (2017).
- *Emerging Homeowners Risks*; PLRB Western and Central Regional Adjusters Conference (2017).
- *Contractual Indemnity & Additional Insureds Liability*; PLRB Claims Conference (2017).
- *Tender Benders – Risk Transfer Made Easy*, National Constitution Center (2017).
- *Conquering Risk Transfer - Hold Harmless Agreements / Additional Insured Endorsements Made Easy*, NAMIC Webinar (2016).
- *Contractual Indemnity & Additional Insureds Liability*; PLRB Western, Central and Eastern Regional Adjusters Conference (2016).
- *Coverage in New York*, Law School for Insurance Professionals, New York State Bar Association (also Local Chair) (2016).
- *Appellate Law: Oral Arguments, Inside Out*, Federation of Defense & Corporate Counsel (2016).
- *Coverage Masters – Mastering the Claim Investigation Process*, Federation of Defense & Corporate Counsel (2016).
- *Coverage 101*. Federation of Defense & Corporate Counsel Litigation Management College (2016).
- *Preparing the Underwriting Witness for the Deposition*, Central Claims Executive Association (2016)
- *Oops – Now What? Confession is Good for Your Ethical Soul*, Association of Defense Trial Attorneys Annual Meeting (2016).
- *Contractual Indemnity & Additional Insureds Liability*; PLRB/LIRB Claims Conference (2016).
- *Additional Insured Policies: Key Provisions, Clauses and Language*, National Constitution Center (2016).
- *Insurance 101: What You Always Wanted to Know About Policies*, DRI Webinar (2015).
- *Protecting the Privilege*, DRI Insurance Law and Claims Conference (2015).
- *Coverage 101*. Federation of Defense & Corporate Counsel Litigation Management College (2015).
- *Coverage Issues Impacting Automobile Litigation: Rental/Temporary Substitute, Late Notice & the Graves Amendment*, New York State Bar Association (2015).
- *Wait Until You Hear What's Coming Next – Tomorrow's Insurance Issues Today*, New York Insurance Association Annual Conference (2015).
- *Multiple Party Predicament*, New York State Bar Association Insurance Coverage Update (2015).
- *Tenders: Additional Insured & Contractual Indemnity Provisions*, PLRB/LIRB Claims Conference (2015).
- *You Have Been Retained To Represent the Carrier Against Allegations of Bad Faith – Now What?*, DRI Insurance Coverage and Claims Institute (2015).
- *You've Received a Coverage Letter from an Insurance Company. Now What?*, Bar Association of Erie County (2015).
- *Liability Insurance Coverage for Failing to Supervise a Perpetrator: Are the Claims Covered and if so, How Will the Courts Count Occurrences?*, Canadian Defence Lawyers, (2015).
- *Back to the Basics and Beyond*, Law School for Insurance Professionals, New York State Bar Association (2014).
- *Tender Benders – A Practical Approach to Additional Insured and Contractual Indemnity Issues*, PLRB Webinar (2014).

- *What's the Policyholder Bar Up To?* DRI Insurance Roundtable (2014).
- *Additional Insured Policies: Key Provisions, Clauses and Language*, National Constitution Center (2014).
- *Tender Benders: Additional Insured & Contractual Indemnity Provisions*, PLRB/LIRB Claims Conference (2014).
- *Getting to Yes, Winning Through Negotiation*, Health Foundation of Western & Central New York (2013).
- *We Didn't Start the Fire: But What About the Duty to Defend?* PLRB Large Loss Conference (2013).
- *A Strategic Approach to Tenders*, New York Insurance Association Effective Claims Management Seminar (2013).
- *Back to the Basics: Tips for Writing a Great Coverage Position Letter*, New York State Bar Association, TICL Section, Law School for Insurance Professionals (2013).
- *2013 Catastrophe Tool Box Presentation* (2013).
- *Insurance 101: What You Always Wanted to Know About Policies*, DRI Webinar (2013).
- *Ethical Use of Social Media*, Harmonie Transportation Conference (2013).
- *Advanced Insurance Practice*, New York State Bar Association, Buffalo Local Chair, Buffalo (2013).
- *Look Back – Top Ten Insurance Coverage Decisions in the Past Year and a Peek Through the Looking Glass*, New York State Bar Association (2013).
- *A Common Interest - Attacks on the Privilege and Work Product Protections When an Insured Shares Litigation Assessments and Settlement Evaluations with Insurers*, American College of Coverage and Extracontractual Counsel (2013).
- *Ethical Use of Social Media in Claims Investigation*, DRI Insurance Claims and Coverage Institute (2013).
- *Tender Benders: Additional Insured & Contractual Indemnity Provisions*, PLRB/LIRB Claims Conference (2013).
- *Looking into the Snow Globe: Coverage Issues Affecting the U.S. P&C Industry – Canadian Defence Lawyers*, Ninth Annual Insurance Symposium (2013).
- *Update on the Law Regarding Premises Liability – Practical Knowledge for Better Claims Handling of Indemnity and Additional Insured Issues; Law School for Insurance Professionals*, New York State Bar Association (2012).
- *Inside the Mediator's Mind*, Claims & Litigation Management Alliance, ADR Conference (2012).
- *Who's on First? Priorities of Coverage and Tools for Responding to Tenders of Defense and Indemnity*, Claims & Litigation Management Alliance, Bad Faith and Coverage Conference (2012).
- *Top Ten Insurance Hits: An Update on Insurance Law*, New York State Bar Association (2012).
- *Advanced Insurance Coverage*, Local Chair, New York State Bar Association (2012).
- *Bad Faith in New York, Separating Fact from Fiction*, New York State Bar Association (2012).
- *Defending and Managing Construction Defect Claims in the Fire & Casualty Context; American Conference Institute's Advanced Summit on Fire and Casualty Claims and Litigation* (Conference Co-Chair) (2012).
- *Tender Benders: Additional Insured & Contractual Indemnity Provisions*, PLRB/LIRB Claims Conference (2012).
- *Can't We All Get Along? Coverage Conditions Under Liability Policies*, NAMIC Webinar (2011).
- *Tackling Tenders -- Additional Insured and Contractual Indemnity*, NAMIC Webinar (2011).
- *Unraveling Complex Liability Insurance Coverage Issues*, NAMIC Webinar (2011).
- *Commercial Liability Coverage Conundrums*, CPCU Society Annual Meeting (2011).
- *Speakers Panel Chair*, National Foundation for Judicial Excellence (2011).
- *Complex Liability Insurance Issues*, PLRB/LIRB Claims Conference (2011).
- *Addressing the Challenges of Settling a Civil Lawsuit Ethically*, New York State Bar Association (2010).
- *Practical Skills – Basic Tort and Insurance Law Practice -- Local Chair*, New York State Bar Association (2010).
- *Complex Liability Insurance Issues -- An Approach to Simplifying the Complex*, PLRB/LIRB Claims Conference (2010).

- *Coverage – How to Get it, Keep it and Use it – The Art of Civil Trial Advocacy*, Bar Association of Erie County (2009).
- *Notice, Late Notice Issues*, New York State Bar Association (2009).
- *Significant Changes in the Rules of Policy Notice*, UB Law School GOLD Group (2009).
- *Complex Liability Insurance Issues -- An Approach to Simplifying the Complex*, PLRB/LIRB Claims Conference (2009).
- *When Time is on Your Side – Late Notice Issues under Liability Policies*, Law School for Insurance Professionals, New York State Bar Association (2008).
- *Bad Faith: Trends in Third-Party Actions and Cutting Edge Issues*, Critical Issues for Senior Insurance Executives and In-House Counsel, PLRB/LIRB, (2008).
- *Additional Insured Issues*, Law School for Insurance Professionals, New York State Bar Association (2008).
- *Mediation and Arbitration in the 21<sup>st</sup> Century. The Roles of Corporate and Outside Counsel*, Federation of Defense & Corporate Counsel (2008).
- *No Prejudice; No More – Can the Commercial General Liability Policy Survive*, New York State Bar Association (2008).
- *Complex Liability Insurance Issues -- An Approach to Simplifying the Complex*, PLRB/LIRB Claims Conference (2008).
- *Insurance Coverage Litigation -- Interpreting Coverage under the Insurance Contract*, National Business Institute (2008).
- *Can't We All Just Get Along? The Insured's Duty to Cooperate Under a Liability Policy*, DRI Insurance Coverage and Practice Symposium (2007).
- *The State of the Relationship – 2007*; DRI Insurance Coverage and Practice Symposium (2007).
- *Coverage College*; FDCC Litigation Management College Graduate Program (2007).
- *Discovery of Electronic Evidence*, Third Joint International Conference: Global Trends and Recent Legal Developments in the U.S. and Europe (2007).
- *Recent Legal Reform Achievements as a Basis for Future Action*, Lawyers for Civil Justice (2007).
- *Complex Liability Insurance Issues -- An Approach to Simplifying the Complex*, PLRB/LIRB Claims Conference (2007).
- *Securing and Protecting the Golden Goose -- Insurance Protection for Complex Litigation*, American Conference Institute (2007).
- *The Vanishing Jury Trial and the Lawyer's Role in Reversing the Trend*, New York State Bar Association (2007).
- *The Role of the Defense Lawyer in Fighting for Tort Reform*, Lawyers for Civil Justice (2006).
- *Coverage College*, FDCC Litigation Management College Graduate Program (2006).
- *New York Insurance Coverage – Effective Claims Handling*, GuideOne Insurance (2006).
- *Internet Ethics*, Bar Association of Erie County (2006).
- *Improving the Effectiveness of Claims Witnesses -- Deposition Preparation*, General Star (2006).
- *The Internet as a Claims Tool*, Erie Insurance Company (2006).
- *Counseling the Insurer When it's All on the Line*; Canadian Defence Lawyers (2006).
- *Coverage College*, FDCC Litigation Management College Graduate Program (2005).
- *Homeowners Policies – What's In? What's Out?* New York State Bar Association (2005).
- *Internet Ethics*, Bar Association of Erie County (2005).
- *The World is Changing and Employment Practices Liability Insurance is Following Suit*, Joint FDCC – PLRB “Critical Issues” Conference (2004).
- *Establishing and Protecting Your File*, FDCC Litigation Management College Graduate Program (2004).
- *Coverage College*, FDCC Litigation Management College Graduate Program (2004).
- *What's Not Covered – Commercial Policy Exclusions*, New York State Bar Association (2004).
- *Getting to Yes – Negotiating to Win*; Buffalo Claims Association (2004).
- *Survival Strategies – Practice of Law Via the Internet*, Bar Association of Erie County (2004).
- *Chasing Justice Across the Border; Assessing Bodily Injury Claims in the US*, Ontario Bar Association (2003).
- *Ethical Issues Relating to Internet Use*, Bar Association of Erie County (2003).
- *Cross-Examination of the Economic Expert – By the Numbers*, Lorman Business Institute (2003).

- *Cross-Examination of the Medical Witness for Fun and Profit*, Lorman Business Institute (2003).
- *A Primer on Evidence in the Courtroom*, Program Chair, New York State Bar Association (2002).
- *Marketing Success Strategies: Supporting Attorney Business Development With An Effective Marketing Infrastructure – Discussion Leader*, FDCC Law Firm Management Conference (2002).
- *Evaluating Damages with the Assistance of the Internet*, FDCC Litigation Management College, (2002).
- *Ethical Issues Relating to Internet Use*, Bar Association of Erie County (2002).
- *Reexamining Liability in the Face of Terrorism – Federation of Defense & Corporate Counsel* (2002).
- *Leaders in the Firm – Rainmaking*, Defense Research Institute (2001).
- *Cyber-torts –The US Experience*, Canadian Litigation Counsel Information Technology Seminar (2001).
- *Which Online Exposures Do Traditional Insurance Policies Cover Today – Directors and Officers Coverage*, American Conference Institute (2001).
- *Evaluating Cases with the Assistance of the Internet*, FICC Litigation Management College (2001).
- *Using the Internet for Legal Research*, Bar Association of Erie County (2001).
- *Directors and Officers Policies: Relief for the E-Business Executive: Legal Risks in E-Business and Technology: Liability Exposures and Insurance Coverage*, Andrews Publications (2000).
- *The Internet and Legal Ethics*, Lorman Education Services (2000).
- *Cyberspace Tools for the Earth-Based Insurance Professional*, Apex Insurance/Summit Risk Services Advisory Board Meeting (2000).
- *There's No Place Like Home – The FICC Website*, Federation of Insurance & Corporate Counsel (2000).
- *Cyber-torts*, International Association of Defense Counsel (2000).
- *The Online World for the Earth-Based Defense Lawyer*, 36th Annual Spring Defense Tactics Seminar, Illinois Association of Defense Trial Counsel (2000).
- *Practicing Law in the New Millennium – Ethical Issues Relating to the Internet*, Bar Association of Erie County (2000).
- *The Tripartite Relationship*, The Fifth National Advanced EPLI Forum, American Conference Institute (2000).
- *Discovery of Electronically Maintained Records*, The Harmonie Group (2000).
- *From Cyberspace to the Courtroom – Insurance and Litigation Issues Related to the Internet*, Buffalo-Niagara Partnership (1999).
- *The Truman Story – A Look into a 21<sup>st</sup> Century Law Firm*, Defense Research Institute (1999).
- *The Online World for the Earth-Based Lawyer*, Bar Association of Erie County (1999).
- *Practical Civil Evidence*, New York State Bar Association (1999).
- *Using Secure Intranets to Facilitate Electronic Communication*, Defense Research Institute (1999).
- *Preparing For Y2K Claims, Defenses and Insurance Coverage*, Buffalo Claims Association (1999).
- *The Renaissance Lawyer – Embracing New Traditions*, Program Chair, Federation of Insurance & Corporate Counsel Mid-Winter Meeting (1999).
- *Discovery of Computer-Based Evidence: Issues and Practice*, New York State Bar Association, Commercial and Federal Litigation Section (1999).
- *The Year 2000 Computing Problem & the Practice of Law – Y2K Litigation and Insurance Issues*, Bar Association of Erie County (1998).
- *Overview of Significant Coverage and Tort Cases*, New York State Bar Association (1998).
- *Selective Civil Cases – Insurance*, New York State Unified Court System, Legal Update for Court Attorneys (1998).
- *"What Do You Mean, We're Not Covered?"* New York State Association of School Attorneys, Inc. (1998).
- *An Insurer's Primer to the Internet*, New York State Insurance Association, Inc. (1998).
- *A Users Guide to the Year 2000 Crisis*, Federation of Insurance & Corporate Counsel (1998).
- *Surf and Turf: Cyberspace from the Ground Up – Long Arm Jurisdiction Based on Internet Marketing and Participation*, Federation of Insurance & Corporate Counsel (1998).
- *Using the Internet Effectively – For Insurers and Defense Lawyers*, FICC Litigation Management College (1998).
- *How a Defense Counsel Uses Technology in Everyday Practice*, Michigan Defense Trial Counsel

- (1998).
- *Insurance Update*, Buffalo Claims Association (1998).
  - *The FICC on the Internet*, FICC Technology for the Defense Summit (1998).
  - *Common Insurance Law Issues – Uncommon Answers*, Erie Institute of Law (1998).
  - *Technology and the Business of Law*, Federation of Insurance & Corporate Counsel (1998).
  - *Current Trends in Case Law – Insurer vs. Coverage Counsel – Insurer vs. Defense Counsel*, Federation of Insurance & Corporate Counsel (1997).
  - *Using the Internet Effectively – For Insurers and Defense Lawyers*, FICC Litigation Claims College (1997).
  - *FICC on the 'Net*, Federation of Insurance & Corporate Counsel (1997).
  - *Intentional Injuries and the Occurrence Requirement*, Defense Research Institute Thirteenth Annual Insurance Coverage and Practice Symposium (1996).
  - *What Makes a Convention Center a Success?* The Buffalo Forum (1996).
  - *The Challenge of Change: Keeping Current and Competitive – Computer Technology*, University at Buffalo Law School Alumni Convocation (1996).
  - *Electronic Commerce on the Internet*, National Association of Purchasing Management (1996).
  - *The Trial of Rebecca the Re-insurer: A Voyage through the Travails of Coverage and Bad Faith*, Federation of Insurance & Corporate Counsel (1996).
  - *Cyber-law: Protecting Your Business on the Internet*, Greater Buffalo Partnership Advocacy Center (1996).
  - *Workplace Liability: The Employer's Survival Guide*, Greater Buffalo Partnership Advocacy Center (1995).
  - *How to Try an Auto Accident Case*, Program Chair, New York State Bar Association (1995).
  - *Insurance Coverage for Wrongful Acts: Insurance Against Governmental Errors and Omissions*, Federation of Insurance & Corporate Counsel (1995).
  - *The Accident/Occurrence Requirement of CGL Policies, New York Insurance Law and "Bad Faith" Claims*, Lorman Education Services, Inc. (1995).
  - *Power Cross-Examination – Cross-examination of the Economic Expert*, New York State Bar Association (1994).
  - *How to Try an Auto Accident Case – Summing Up the New SUM Regulations*, New York State Bar Association (1993).
  - *Arbitration and Mediation – Still Trendy after All These Years*, Federation of Insurance & Corporate Counsel (1993).
  - *Insurance Law Update*, Federation of Insurance & Corporate Counsel (1993).
  - *Is One Warning Enough? – Federal Preemption of Common Law Tort Claims*, Federation of Insurance & Corporate Counsel (1993).
  - *The Next Horizon – Unique Applications of the Pollution Exclusion*, Federation of Insurance & Corporate Counsel (1993).
  - *Determining Defense Obligations – Do Complaints Have Five Corners?* Defense Research Institute Ninth Annual Insurance Coverage and Practice Symposium (1992).
  - *Insurance Litigation – Practice and Procedure in the Nineties*, New York State Bar Association, Statewide Chair and Coordinator (1992).
  - *Automobile Insurance Law and Practice – The No-fault Claim*, New York State Bar Association (1992).
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