

You Are Cordially
Invited To



PEARLMAN 2016





Dear Pearlman Colleague,

On behalf of the Board of Directors and Sustaining Members of the Pearlman Association, you are cordially invited to attend the 23rd annual Pearlman Gathering whose events will be held in the Seattle area from September 7 - 9, 2016.

The Pearlman event will kick off Wednesday afternoon with a hosted hospitality reception in the Gazebo and Patio area of the Willows Lodge from 4:30 p.m. to 7:30 p.m. Live music from local musicians Ernest Pumphrey and friends, scrumptious food and great friends make this a “must attend” reception, and we hope you are able to join us.

Thursday’s educational program will take place at the beautiful Columbia Winery, an incredible venue nestled in the Cascade foothills. The program is titled “Trying Times – Techniques and Tips for Dealing with Claims, Litigation, and Dispute Resolution” and focuses on important concepts dealing with performance and payment bond claims, indemnity, and salvage. We have assembled various panels containing the leading surety attorneys, consultants, and company personnel to discuss several useful and informative aspects of claim handling with respect to performance and payment bond claims, as well as e-discovery and a touch of ethics as well. A hosted breakfast, buffet lunch, welcome reception and dinner will all be offered at the Columbia Winery on Thursday.

Friday’s half day program will consist of detailed panel discussions from lawyers, consultants, and company people regarding indemnity and chasing and collecting salvage. It will focus on digging deeper into the importance and applicability of indemnity and how to enforce those rights and turn them into dollars. A hosted breakfast buffet will be offered at the Columbia Winery. This year will continue the tradition of having a hosted Bloody Mary bar with various fixings.

In addition to the seminar, Pearlman will follow a similar format to that of previous years which will include Thursday’s Dinner and the ever popular Hold ‘Em Tournament where participants can hone their risk management skills. Also included will be an 18-hole scramble on Friday afternoon at the Harbour Pointe Golf Club in Mukilteo, WA. We intend to offer bus service to and from the course again this year. We strongly encourage all golfers to consider trying this out. After the conclusion of golf on Friday, dinner will be hosted at the Harbour Pointe Golf Club during which time we will award golf prizes and conclude the events, save for Saturday’s elective activities.

Saturday will include your choice of two sponsored elective events which have been arranged by Pearlman and certain of its sustaining members including an exquisite wine tour through the Woodinville Valley or a round of golf at the incomparable courses at Newcastle. If your plans include a Saturday stay, please make sure to indicate your elective activity on the attached registration.

Team pairings for Friday’s golf event will be based on perceived handicaps as determined by the Pearlman Committee. Prizes will be awarded for KP’s, longest drives and other significant events. For those who may be interested, hole sponsorship and/or donations for prizes should be coordinated through Jeff Olson or Lih Hudson as soon as possible. Prize and hole sponsorship has historically filled quickly so if you have interest, please call or e-mail early.

As with previous Pearlman Gatherings, there are absolutely no fees for surety company employees. Registration, however, is required for all attendees of our events. Registration fees will entitle the registrant to participate in all of the Pearlman events. Greens fees and carts will be paid for by Pearlman. There is no fee for the Hold 'Em Tournament. Spouses and significant others are welcome and encouraged to attend the social events at no additional cost. Please make your intentions (and those of your significant other) known on the attached registration and note that, historically, the popularity of each of the Pearlman events has them filling up quickly. Please don't be left out by registering late.

We look forward to seeing you at this premier surety event. Please fill out the attached form and return it as soon as you can via e-mail as indicated on the form.

We appreciate the enthusiastic support you have shown over the years and are excited to have you and your associates, colleagues and peers join us for what will be the finest Pearlman gathering to date. See you in September!

R. Jeffrey Olson

CONFERENCE SCHEDULE

Wednesday, September 7

Willows Lodge – Woodinville, WA (www.willowslodge.com)

4:30-7:30 p.m. Hospitality Reception – *hosted by Langley, LLP, Vertex Construction Services, Inc, Husted Law Firm and Sage Associates, Inc.*

Live music to be performed by Ernest Pumphrey
hosted by Faux Law Group and Williams Kastner



Thursday, September 8

Columbia Winery -- Woodinville, WA (www.columbiawinery.com)

7:30 a.m. Breakfast Buffet – *hosted by Alber Crafton, PCA Consulting Group and Forcon International*

All-Day Beverage Service -- *hosted by Stewart Sokol & Larkin, LLC*

8:00 a.m. Seminar – “Trying Times – Techniques and Tips For Dealing with Claims, Litigation and Dispute Resolution”

12:00 p.m. Lunch – *hosted by Wolkin Curran, LLP, Sage Consulting, and Weinstein Radcliff Pipkin; afternoon goodies sponsored by Guardian Group*

1:15-5:00 p.m. Continuation of “Trying Times – Techniques and Tips for Dealing with Claims, Litigation and Dispute Resolution”

5:15 p.m. Welcome Reception/Dinner – *hors d'oeuvres hosted by Fasano Acchione & Associates and Stewart Sokol & Larkin, LLC; dinner hosted by Watt Tieder, Hoffar & Fitzgerald, LLP, and Meridian Consulting Group, LLC*

7:00 p.m. Hold ‘Em Tournament – *sponsored by Benchmark Consulting Services, LLP and Weinstein Radcliff Pipkin; drinks sponsored by Krebs Farley & Pelleteri, PLLC*



Friday, September 9

Columbia Winery -- Woodinville, WA

- 7:30 a.m. Breakfast Buffet – *hosted by Cashin Spinelli Ferretti LLC, Snow Christensen & Martineau, and Livengood Alskog*
- Bloody Mary Bar - *hosted by Salamirad Morrow Timpane and Dunn*
- Beverage Service – *hosted by Guardian Group, Inc.*
- 8:00 a.m. Seminar – “Delivering the Promise” panel discussions
- 11:30 a.m. Lunch – On Your Own



Harbour Pointe Golf Club -- Mukilteo, WA (www.harbourpointegolf.com)

- 12 – 12:30p.m. Bus service to/from golf course – *hosted by Law Offices of Larry Rothstein*
- 1:00 p.m. Sign In/Warm Up - *golf hats provided by RJT Construction*
- 1:30 p.m. Scramble Tournament – Shotgun Start
- Beverage Cart -- *hosted by Watt Tieder Hoffar & Fitzgerald, LLP, Benchmark Consulting Services, LLC, and The Sutor Group*
- 6:30 p.m. Dinner – *hosted by Chiesa Shahinian & Giantomasi, P.C. and Ward Hocker Thornton, PLLC*
- Bar -- *hosted by Stewart Sokol & Larkin, LLC*
- 8:30 p.m. Awarding of Golf Prizes/Closing Remarks



Saturday, September 10 – Elective Events

Woodinville Valley Wine Tour

This exclusive wine tour will have you meandering through the lush Sammamish River Valley where celebrated and critically acclaimed wines are produced in 40 different wineries, all within 30 minutes of Seattle. *Sponsored by Torre Lentz, Lovett Silverman, and Clark Consulting.*



Golf at Newcastle

Tee times have been secured at Newcastle, featuring two Fred Couples designed courses with panoramic views of Mt. Rainier, the Cascade and Olympic Mountain ranges and downtown Seattle. A hosted reception will follow at the Newcastle banquet facility, Woolly Toad. *Sponsored by Benchmark Consulting Services, LLC and Jennings, Haug & Cunningham, LLP*



SPECIAL THANKS

While we are extremely indebted to our past participants whose support has allowed us to continue and grow this event, the Board would like to extend a special “thank you” to the management and employees of Liberty Mutual Surety, the consulting firms of Vertex Engineering Services, Source HOV, and Fasano Acchione & Associates, as well as the law firms of Watt, Tieder Hoffar & Fitzgerald, LLP and Sedgwick, LLP who generously commit/authorize resources to promote the Pearlman objective of enhancing the educational opportunities for surety professionals.

Additionally, we would like to recognize our Sustaining Members whose generosity has facilitated both the enhancement of the educational program and the awarding of thousands in scholarship funds to deserving surety professionals.

Fasano Acchione & Associates, LLC	Watt Tieder Hoffar & Fitzgerald, LLP
Wolkin Curran, LLP	Benchmark Consulting Services, LLC
Livengood Alskog	Stewart Sokol & Larkin, LLC
Surety & Construction Consultants, Inc.	Kerr, Russell and Weber, PLC
Lovett Silverman Construction Consultants	Sage Associates, Inc.
The Husted Law Firm	Snow, Christensen & Martineau, PC
Booth, Mitchel & Strange, LLP	Roberts, Taylor & Sensabaugh
RJT Construction, Inc.	Chiesa Shahinian & Giantomasi P.C.
Alber Crafton, PSC	Forcon International Corporation
Guardian Group, Inc.	Langley, LLP
Torre, Lentz, Gamell, Gary & Rittmaster, LLP	Global Construction Services, Inc.
Jennings, Haug & Cunningham, LLP	Salamirad Morrow Timpane & Dunn, LLP
Simon, Peragine, Smith & Redfearn, LLP	Manier & Herod
Sage Consulting Group, Inc.	Cashin Spinelli & Ferretti, LLC
Coats Rose, P.C.	Strasburger & Price, LLP
JAMS	Law Offices of John L. Fallat
Krebs, Farley & Pelleteri, PLLC	Clark Consulting Group
Ward, Hocker & Thornton, PLLC	Ernstrom and Drete, LLP
PCA Consulting Group	Robinson & Cole, LLP
Wright, Constable & Skeen, LLP	Berkeley Research Group, LLC
Jennings, Strouss & Salmon, PLC	Koeller Nebeker Carlson Haluck LLP
Weinstein Radcliff Pipkin, LLP	Meridian Consulting Group, LLC
Matson, Driscoll & Damico	Bierhalter & Associates
Vertex Engineering Services, Inc.	Williams Kastner

PEARLMAN 2016 -- Registration Form

Name

Firm/Company

Address

City, State, Zip

Phone

E-Mail

Name of Additional Guest

Wednesday, September 7

- Hospitality Reception – Willows Lodge**
 Additional guest will be attending

Thursday, September 8

- Seminar – Columbia Winery**
 Dinner -- Columbia Winery
 Additional guest will be attending
- Hold ‘Em Tournament -- Columbia Winery**
 Additional guest will be participating

Friday, September 9

- Seminar – Columbia Winery**
 Scramble – Harbour Pointe Golf Club transportation: party bus to/from golf course – Y / N
 Additional guest will be participating
Handicaps: Attendee -- ____; Additional Guest -- ____
 Rental Clubs Needed -- _____ Left Handed; _____ Right Handed
- Dinner – Harbour Pointe Golf Club**
 Additional guest will be attending

Saturday, September 10 -- Elective Events (select one)

- Golf – Golf Club at Newcastle** Additional guest will be participating
 Woodinville Valley Wine Tour Additional guest will be participating

REGISTRATION FEES: Registration fees will entitle the registrant to participate in all of the Pearlman events. Greens fees and carts will be paid for by Pearlman. There is no fee for the Hold ‘Em Tournament.

Surety Company Representative	Waived
Sustaining Member – before 08/15/16	\$ 575
General Attendee – before 08/15/16	\$ 700
Sustaining Member – after 08/15/16	\$625
General Attendee – after 08/15/16	\$750

MAIL: Pearlman Association
Attn: Lih Hudson
P.O. Box 34670
Seattle, WA 98124

FAX: (866) 548-7321

E-MAIL: Lih.Hudson@libertymutual.com

Please make all checks payable to
Pearlman Association.

Tax ID No. is 20-1484989.

**Please register by
Friday, August 19, 2016.**

Application is being made for CLE credits which will be announced during the event.

HOTEL INFORMATION

The Pearlman Association has reserved the Willows Lodge which is conveniently located near each event. Willows Lodge offers a host of civilized comforts, including a full-service spa and two highly-rated restaurants— The Herbfarm Restaurant and the Barking Frog.



Due to its popularity, the Lodge is currently sold out; however, you may place your name on a waiting list. To make your reservation, you may call the Lodge directly at (425) 424-3900 or (877) 424-3930. The reservation rate negotiated for Pearlman attendees is \$279/night on September 7 and 9, \$319/night on September 10, 2016.

The Pearlman Association has also reserved a block of rooms at the Redmond Marriott Town Center which is within five miles of the event. The Marriott Town Center offers upscale shopping, restaurants and entertainment.



To make your reservation, you may call the Marriott directly at (425) 498-4000. The reservation rate negotiated for Pearlman attendees is \$199/night.