

ARTICLES AND PRESENTATIONS

Presentations

Co-presenter, "Preventing, Spotting and Addressing ESI Destruction," Maryland State Bar Association Annual Meeting, MSBA, 2017

Presenter, *Forensic Testimony: Avoiding Common Pitfalls*, May 16, 2014, Baltimore, Maryland. 2014 Forensic Valuation Conference sponsored by the Maryland Association of Certified Public Accountants. The presentation covered such subjects as preparing for deposition and trial testimony and discovery considerations.

Panel Member, *Anatomy of a Complex Deposition*, December 4, 2013, Frederick, Maryland. Bar Association of Frederick County. Addressed the defense attorney's perspective of a deposition in a complicated commercial dispute, including the challenges of identifying and preparing corporate designees for Rule 30(b)(6) depositions.

Presenter, *Corporate Designee Depositions: A Primer for In-House Counsel*, October 20, 2013, Baltimore, Maryland. Baltimore Chapter of the Association of Corporate Counsel. Addressed the subjects of preparing corporate representatives for corporate designee depositions and the pitfalls of unprepared witnesses.

Presenter, *How to Be a Successful Expert Witness*, May 10, 2013, Linthicum, Maryland. Maryland Association of Certified Public Accountants, Business Valuation Conference. Addressed issues concerning expert witness assignments, preparing for and giving testimony, and common pitfalls and best practices for expert witnesses.

Panel Member, *Trials and Tribulations: Baltimore's Top Attorneys Address a CEO's Legal Fears*, March 7, 2012, Baltimore, Maryland. Addressed legal issues confronted by Maryland businesses. Discussion appears in Baltimore SmartCEO Magazine, June 2012.

Instructor, Court of Appeals' Professionalism Course for New Admittees of the Maryland Bar. May 2011, May 2012, December 2014, Annapolis, Maryland.

Presenter, *Introduction to Advocacy Course*, February 25, 2013, University of Baltimore School of Law, Baltimore, Maryland. Addressed oral advocacy in Maryland appellate courts.

Presenter, *Mock Trial for Business Valuation Experts*, May 20, 2005, University of Baltimore School of Law, Baltimore, Maryland. Maryland Association of Certified Public Accountants.

Points to Consider to Make Collection Easier, January 2003, Hunt Valley, Maryland. Maryland Chapter, Air Conditioning Contractors Association of America. Addressed collection issues for small subcontractors.

Articles

Corporate Designee Depositions: A Primer for In-House Counsel, October 2013, available online at: <https://www.kramonandgraham.com/siteFiles/News/corporate%20designees.pdf>

Author of many articles published in *Cold Facts*, the monthly publication of the Heating & Air Conditioning Contractors of Maryland (formerly known as Air Conditioning Contractors of America -- Maryland Chapter), including:

- "Is Self-Help Repossession a Realistic Collection Tool?" (April 2003)
- "Contracting With New Home Builders: Things to Think About" (December 2005)
- "Legal Pitfalls of Erroneous Bids" (January 2006)
- "Arbitration Clauses: Friend or Foe?" (April 2006)
- "Overview of the Civil Court System in Maryland" (May 2006)
- "Obtaining a Mechanic's Lien: The Basics" (June 2006)
- "The Risks of Unauthorized Substitution of Materials and Equipment" (August 2007)
- "Legislative Responses to Mold Litigation" (November 2007)
- "The Law Promotes Leadership in Energy and Environmental Design" (December 2007)
- "HVAC Warranties: Issues to Consider" (February 2007)
- "Steps to Take to Resolve Disputes with Customers" (March 2007)
- "A Rational Approach to Settlements" (May 2007)
- "Employment agreements" (July 2007)
- "Improving Your Chances for Winning a Case" (October 2007)
- "The Consumer Protection Act" (February 2008)
- "The Battle of the Checks" (April 2008)
- "Prejudgment Interest: A Contractual Necessity?" (August 2008)
- "The Power of an Apology" (October 2008)
- "How a Slow Economy Affects Legal Disputes" (January 2009)
- "Liquidated Damages Clauses" (April 2009)
- "Modifying Written Contracts by Conduct" (March 2010)
- "Maryland's Trust Fund Statute" (January 2011)
- "Tech Commute Time: Are Wages owed?" (March 2014)

(re-prints available on request)