



The Advocacy Institute Is Pleased to Announce

PROGRAM ANNOUNCEMENT

ETHICS OF SETTLEMENT NEGOTIATIONS

June 26, 2012

10:00 a.m. to 12:00 p.m.

Middlesex County Prosecutor's Office Police Training Center

11 Patrol Road

Edison, New Jersey

Program Summary

Attorneys who represent the State are expected to maintain the highest reputation for fair dealing. State attorneys are often confronted with the concurrent obligations of maintaining that reputation and obtaining favorable results for their client agencies. This presentation will identify ethical issues which often arise in settlement negotiations. It will also provide approaches to those issues that fulfill both obligations. Among the issues for discussion will be what information must be revealed in certain situations, such as when a judge or adversary requests your “real bottom line” or “real deadline,” or the extent of your authority, and the circumstances, if any, in which points of agreement reached may be modified or rescinded as the negotiations continue.

Who Should Attend?

This program is intended for attorneys handling civil and administrative matters in which settlement negotiations are involved. Others, however, may find this program of interest.

Who Is the Faculty?

John Covino, Esq. was a deputy attorney general from 1980 to 2010 and served in various assignments in the Division of Law and the Division of Criminal Justice. He was an assistant section chief in the Division of Law, Environmental Permitting and Counseling Section from 1993 until his retirement in 2010. He has been a practicing attorney since 1978. Mr. Covino’s subject areas while with the Attorney General’s Office included radiation protection, water quantity, water quality and waste facility siting. He is a member of the Attorney General’s Advocacy Institute’s faculty, and has presented on various topics, including negotiations, trial skills, trial preparation, evidentiary issues and legal writing. Mr. Covino is now pursuing a second career in education.

CLE Credit

NJ CLE Credit: This program had been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 2.0 hours of total CLE credit. Of these, 2.0 qualify as hours of credit for ethics/professionalism, and 2.0 qualify as hours of credit toward certification in civil trial law and workers compensation law.

NY CLE Credit: 2.0 ethics credits (pursuant to the approved jurisdiction policy).

PA CLE Credit: 1.5 ethics credits (\$3.00 mandatory registration fee required).

How Do I Register?

State Employees

Most State employees are able to register for this course by going to <http://reg.dcj.lps.state.nj.us/login.aspx?portalid=2> and creating an AGAI Course Registration account. To do so, your computer **must** be attached to the government's Garden State Network. Upon opening the AGAI Course Registration System home page, you will see the Create Account link in the Login Box. Click on it and create your account, which will include you selecting a user name and password. Once you create your account, you can access the AGAI Course Registration System at <http://reg.dcj.lps.state.nj.us/login.aspx?portalid=2> to register for future courses or to manage your account. Please retain your user name and password for your records.

Non-State Employees or State Employees not Connected to the Garden State Network

If you are not a State employee, or are otherwise unable to access the AGAI Course Registration System through the Garden State Network, kindly email the Advocacy Institute at: AdvocacyInstitute@lps.state.nj.us for an authorization code to allow you access to the AGAI Course Registration System through the My New Jersey portal. **Setting up your account through the portal is a two-step process, the details of which are set forth in the next two paragraphs.**

Once you receive the portal authorization code you will be prompted to go to the My New Jersey portal at <http://www.state.nj.us/> and create a portal account. This is Step 1 of the process, which you need only do once.

Upon setting up your portal account, you need to set up your AGAI Course Registration System account. This is Step 2. To do so, log on to the My New Jersey Portal <http://www.state.nj.us/>. Upon opening the AGAI Course Registration System home page, you will see the Create Account link in the Login Box. Click on it and create your account, which will include you selecting a new user name and password. Once you create your account, you can access the AGAI Course Registration System at <http://reg.dcj.lps.state.nj.us/login.aspx?portalid=2> to register for future courses or to manage your account. Please retain your user name and password for your records.