



## 2017 PCRA Annual Convention

March 31 – April 2

*Doubletree by Hilton*

2400 Willow Street Pike, Lancaster, PA

717-464-2711

### SCHEDULE of Seminars

*Schedule subject to change without notice.*

#### Friday, March 31, 2017 (.30 CEU)

2:00pm – 6:00pm     **Registration**

2:00pm – 3:00pm     **Networking and Vendor Break**

**SESSION 1:**     **Yours is not a Sit-in-Silence Job (Asserting Yourself Effectively and Professionally)**     **.10 CEU**  
3:00pm – 4:00pm     *Nancy Varallo, RDR, CRR*

Nancy Varallo, owner of The Varallo Group LLC, knows the business both as a court reporter and as an owner. She'll explore with you how to gain confidence and boost your ability to get what you need from the calendar manager, the firm owner, the attorneys.

Bring your war stories. We'll include the audience in a discussion about how your situation might have been handled differently to get a better outcome. Don't miss the opportunity to ask "Dear Nancy" your questions!

4:00pm – 4:15pm     **Networking and Vendor Break**

**SESSION 2:**     **Today's Technology**     **.10 CEU**  
4:15pm – 5:15pm     *Christine J. Willette, RDR, CRR, CRC*

Today's new technology is yesterday's news. Staying at the top of your game is vital to your success in the court reporting and captioning arenas. Learn the tips and tricks for staying current with new technology to ensure that the services you provide your clients are supported by the latest in hardware and software products.

**SESSION 3:** **Implementing Rule 4000: What Works and What Doesn't** **.10 CEU**  
5:30pm – 6:30pm *Cheryl Hansberry, RDR, CRR and Melissa Keating, RPR*

PCRA created and made available to reporters a webinar outlining Rule 4000, reporters have been able to view the AOPC webinars detailing the changes in the Rules of Judicial Administration regulating court reporting, and the adopted version of the new rules, which now focuses on regulating the creation of the record. In this session, participants will have the opportunity to share how jurisdictions have implemented the rules. Audience members should come prepared to ask questions, as well as brainstorm their own plan of attack to implementation, and share suggestions on how their county has dealt with the implementation.

**Dinner on your own**

**Saturday, April 1, 2017 (.60 CEU)**

8:00am – 5:00pm **Registration**

8:30am – 9:00am **Continental Breakfast**

**SESSION 3:** **Unleashing the Realtime Superstar in You!** **.15 CEU**  
**Or How I Made My Life Easier: Part I**  
9:00am – 10:30am *Ed Varallo, RMR, CRR, FAPR*

Shorthand for the 21<sup>st</sup> century boils down to this: write short – write fast – write clean - do it all day! To be truly realtime capable – able to turn out fast, accurate drafts and fast certified transcripts – we need to write smarter. We have to write fast, with clean notes, for hours on end – and then turn out a fast draft transcript on demand. Ed Varallo, six-time NCRA Speed Contest champion, will outline his systematic approach to writing shorthand which is designed to require less physical effort, produce better realtime output, and thus reduce editing/scoping time. Ed will share his tips and techniques that will set you on the path to unleash the Realtime Superstar inside you!

10:30am – 10:45am **Networking and Vendor Break**

**SESSION 4:** **Unleashing the Realtime Superstar in You!** **.15 CEU**  
**Or How I Made My Life Easier: Part II**  
10:45am – 12:15pm *Ed Varallo, RMR, CRR, FAPR*

12:15pm – 1:30pm **PCRA LUNCHEON & BUSINESS MEETING**

1:30pm – 1:45pm **Networking and Vendor Break**

**SESSION 5:** **Online Skills Testing – See it for Yourself** **.20 CEU**  
1:45pm – 3:45pm *Marybeth Everhart, MA, BA, RPR, CRI, CLR, CPE*

By now you've heard that NCRA skills tests have been moved online. But, what exactly does that mean and how does it affect you, if at all? No doubt, you have lots of questions, so let's try to answer them. In this seminar, Marybeth Everhart will review the entire online testing process, from registration to completion – soup to nuts, you might say. What equipment will you need? Where can you test? Who is ProctorU and how are they involved? For answers to these questions and more, you'll want to attend this seminar.

3:45pm – 4:15pm **Networking and Vendor Break (This is your last chance to purchase auction tickets.)**

**SESSION 6: Active Shooter – How to Survive .10 CEU**  
4:15pm – 5:15pm *John Stoner, Dauphin County Sherriff*

The format of the program begins with a 6 minute video of an active shooter incident. The video is followed by a look at several case studies involving actual active shooting incidents. We then present the Department of Homeland Security's RUN- HIDE-FIGHT program that explains how to survive an active shooter incident, as well as what to expect (and not expect) from responding law enforcement personnel. I close the program with a few recommendations for the workplace.

5:15pm – 6:30pm **ATTENDEE and VENDOR RECEPTION**  
Before heading out to dinner, please stop by and have a drink on the association.

**Winning auction tickets will be posted before the start of the reception.**

**Dinner on your own**

Sunday, April 2, 2017 (.25 CEU)

8:30am – 11:00am **Registration**

8:30am – 9:00am **Continental Breakfast**

**SESSION 7: Evolution of Child Abuse Prosecutions over the Last 20 Years: Pre/Post Sandusky .15 CEU**  
9:00am – 10:30am *Jennifer Gettle, Chief Deputy District Attorney, Dauphin County*

A look-back at the last twenty years of child abuse prosecutions and investigations. A review of the changes in the laws related to child abuses cases and investigative developments to enhance prosecutions. How has the Sandusky case impacted cases in the courtroom?

10:30am – 10:45am **Break**

**SESSION 8: Creating the Demand for Draft Transcripts .10 CEU**  
10:45am – 11:45am *Ed Varallo, RMR, CRR, FAPR*

To be truly realtime capable - able to turn out fast, accurate drafts and fast certified transcripts - we need to write smarter. We have to write fast, with clean notes, for hours on end -- and then turn out a fast draft transcript on demand. No demand for realtime services in your area? Ed will share with you his tips and techniques to create the demand for rough draft transcripts. Delivery by dinnertime e, not bedtime, is what your clients want. Learn how to provide this valuable service and increase your bottom line.

**SESSION 9: Sailing to Success: Easy Steps to Growing Your Business .10 CEU**  
10:45am – 11:45am *Nancy Varallo, RDR, CRR*

Whether you're a firm owner, freelancer, or official, you're in sales! Nancy Varallo, owner of The Varallo Group LLC, will introduce The Six Components of a Successful Sales Program, including the creation of a 45-second overview about you/your company. This will be an interactive session where participants work to create their own 45-second message.