



Three-Part Telephone & E-mail Seminar:  
**PERM 2007: What Will The Year Of The Pig Bring?**

Speakers: Mitchell L. Wexler, Jonathan C. Adams, Andrew B. Greenfield, Anikó Trombitás Kálnoki  
Paul Hejninian, Ann Pinchak and Linda Rose

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*Disclaimer: participation in this seminar does not create an attorney-client relationship with the speakers.*

**Seminar Outline**

**FIRST Phone Session on Jan 25, 2007:**

- Pre-filing checklists (including Layoffs)
- Prevailing Wage Issues
- Job Order Issues
- Refile/No refile Decision
- What are the Actual Minimum Requirements for the Job?
- Recruitment Types, content & Timing
- Developing Business Necessity Documentation

**SECOND Phone Session on Feb 8, 2007:**

- Common reasons for "decision matrix" automated denial
- Qualifying for EB2 with B+5: how to fill out the form
- How to fill out section H and other problem areas in the form (especially in cases with alternative requirements)
- How to handle roving employees in the form
- Magic language: how and when to use it right

**THIRD Phone Session on Mar 1, 2007:**

- I-140 issues (including EB2 with B+5)
- Audit issues: the record so far
- Motions to Reconsider: what works, what does not work
- Alternatives to MTRs
- Document retention

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[ ] Jan 25 CD [ ] Feb 8 CD [ ] Mar 1 CD 2.00pm to 3.30pm ET (11.00am to 12.30pm PT)

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(→ see next page for speaker bios)



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**About the Speakers**

**Mitchell L. Wexler** (discussion leader) ,a Partner with Fragomen, Del Rey, Bernsen & Loewy LLP ; Irvine, a graduate of Business School of Hofstra University (B.A., 1982) and Southwestern University School of Law (J.D., 1985). In addition to being an active member of the American Immigration Lawyers Association (AILA), he currently serves as a national mentor on Labor Certifications. Mr. Wexler is a past Chair of AILA's Southern California chapter. He is also a past Vice Chair and a Commissioner of the State Bar of California's Immigration and Nationality Law Advisory Committee. He also serves as a Trustee for the American Immigration Law Foundation (AILF). Mr. Wexler is certified as a Specialist in Immigration and Nationality Law, certified by the State Bar of California, Board of Legal Specialization. He has written in excess of 200 published articles on United States immigration/visa related topics. He also presents and lectures extensively to seminar groups in the United States and abroad.

**Jonathan C. Adams** , a Partner with Fragomen, Del Rey, Bernsen & Loewy LLP; New Jersey. A graduate of Brooklyn College (B.A., 1992, cum laude); Deans List; Boston College Law School (Visiting Student); Fordham University School of Law (J.D., 1995); Deans Letter of Commendation for statutory research and analysis of history of the death penalty in the U.S. Mr. Adams is admitted to the bars in New Jersey (1995), New York (1996) and the District of Columbia (1998). He joined Fragomen, Del Rey, Bernsen & Loewy in 1995. He is a member of the American Immigration Lawyers Association, the American Bar Association, the New York State Bar Association, the New Jersey Bar Association and the District of Columbia Bar Association. In addition to writing articles on business immigration topics, Mr. Adams is a frequent lecturer at immigration conferences for bar associations and several business and educational organizations including the American Council on International Personnel, LORMAN, Information Technology Association of America, ILW.com and the Canadian Law Institute.

**Andrew B. Greenfield** is a Managing Partner with Fragomen, Del Rey, Bernsen & Loewy LLP; Washington, DC. and a graduate of the University of Pennsylvania (B.A., cum laude, 1989) and George Washington University (J.D. 1992). In September 2006 the Legal Times named Mr. Greenfield one of the 10 Leading Immigration Lawyers in Washington, DC. Mr. Greenfield has practiced exclusively in the field of corporate immigration and nationality law since 1994. He provides multinational corporations, including leading technology companies and financial institutions, with strategic counseling on all matters of U.S. immigration and nationality law, regulation and policy. He is former Vice-Chair of the American Immigration Lawyers Association Washington, DC Chapter. He has written published articles for the American Law Institute-American Bar Association and the American Immigration Lawyers Association. He regularly speaks at immigration conferences nationwide. Mr. Greenfield is admitted to practice law in New York and the District of Columbia, and is a member of the American Immigration Lawyers Association.

**Anikó Trombitás Kálnoki** is a principal in the law firm of Sharon & Kálnoki LLC. Ms. Kálnoki has practiced in the field of employment-based immigration since 1992. Of particular note is her experience with the labor certification process. Ms. Kálnoki is active in professional and civic organizations. She is the former Department of Labor Liaison for the Ohio Chapter of the American Immigration Lawyers Association (AILA) and has served as speaker and moderator at numerous Immigration Law and Employment Law seminars. Ms. Kálnoki is also a volunteer in various civic organizations.

**Paull Hejinian** , a Partner with Fragomen, Del Rey, Bernsen & Loewy LLP; San Francisco. Mr. Hejinian attended Harvard University (A.B., 1987), Georgetown University (J.D., 1993), and McGill University (visiting student, Faculty of Law, 1993). He is admitted to the bar in Massachusetts, New York, and New Jersey. A frequent lecturer on immigration law and policy, he is a member of the American Immigration Lawyers Association (New England chapter) and the Massachusetts Bar Association

**Ann Pinchak** has practiced Immigration and Nationality law since 1984. A graduate of Rice University and the University of Houston Law Center, Ms. Pinchak is licensed to practice by the State of Texas. A frequent speaker on Immigration and Nationality Law, Ms. Pinchak has served on the American Immigration Lawyers Association's Physicians Task Force. She received Martindale-Hubbell's highest rating, and has been named to their list of prominent attorneys. Ms. Pinchak has also been selected for inclusion in Who's Who in American Attorneys and American Business Executives. Recently, Ms. Pinchak was selected by her peers as a Texas Super Lawyer by Texas Monthly magazine. Ms. Pinchak is admitted to the U.S. Southern District Court of Texas and the Fifth Circuit Court of Appeals. She is also an active member of the Greater Houston Partnership.

**Linda Rose** has practiced exclusively immigration and nationality law for almost twenty years and is licensed in the states of Hawaii and Tennessee. She is listed in Martindale-Hubbell's Bar Register of Preeminent Lawyers and The International Who's Who of Business Lawyers. Ms. Rose earned her J.D. degree in 1986 from the University of Hawaii. She has a Master's degree in Public Health, adding to her expertise in the health care professions, and in Anthropology, which makes her more attuned to cultural issues. Ms. Rose is an active member of the American Immigration Lawyers Association (AILA). She holds a nationally-elected seat as a Director of the AILA Board of Governors. She also is a member AILA's PERM Implementation Group, a "think tank" analyzing the Department of Labor's electronic labor certification program. She has chaired the AILA Department of Labor Liaison Committee. This committee represents immigration attorneys and their clients before the U.S. Department of Labor in Washington, D.C. She has served as AILA's liaison for the Texas Service Center and chair of the Louisiana/Mid-South AILA Chapter, heading a five-state region that includes Arkansas, Kentucky, Louisiana, Mississippi, and Tennessee. Ms. Rose is a member of IMMFLAW, the national consortium of select immigration attorneys. In addition, Ms. Rose is an Adjunct Professor at the Vanderbilt University Law School where she teaches Immigration Law and Policy. She lectures regularly to employers and attorneys at immigration conferences and has written many articles on immigration law, including Prevailing Wages, PERM Labor Certification, H-1B Labor Condition Applications, and National Interest Waivers