



"The PERM Workshop"  
**"The PERM Workshop"**

**New York City: Friday, December 1st, 2006 - 8:30am-5pm**

*Location: Radisson Martinique On Broadway, 49 West 32nd Street*  
*Speakers: Joel Stewart, Laura N. Jasinsky, Michael D. Patrick, Lawrence H. Rudnick, Careen B. Shannon, Sam Udani and Nathan A. Waxman.*

**Seating is Available. Register Now!**  
**Deadline Nov. 30**

**What is ILW.COM?**

We are the leading immigration law publisher. Our free *Immigration Daily* reaches an audience of over 15,000 subscribers. Our immigration portal web site is the largest on the Internet with over 25,000 pages of information. We assist your practice via our periodicals, seminars, and Yellow Pages.

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

**Workshop Outline**

This is an all-day, (8:30 am to 5 pm), comprehensive workshop covering every major aspect of the PERM rule and its impact on labor certification practices. Considerable time will be devoted to back and forth and the seating is limited to the first 50 registrants to give participants ample opportunity to have their critical questions answered. **Note:** Please see the registration box below for the Earlybird Special.

Description	Time
<b>Registration:</b> Continental Breakfast and Handouts Provided	<b>8:30am-9:00am</b>
<b>Session 1:</b> <ul style="list-style-type: none"> <li>Mechanics of PERM: Preparation &amp; Prevailing Wage</li> <li>Preparation of PERM: Understanding O"Net ABC's: Job Titles, Duties, &amp; Occupations; Crosswalking the DOT to SOC; Understanding Job Zones &amp; SVP.</li> <li>Prevailing wage. How to use the DOL's Trinary System: SVP Ranges, Competency Levels, and Educational Ratings for Schedule D Professionals; Miscellaneous Prevailing Wage Issues.</li> </ul>	<b>9:00am-10:30am</b>
<b>15 min. break:</b> Refreshments provided	<b>10:30am-10:45am</b>
<b>Session 2:</b> <ul style="list-style-type: none"> <li>The Recruitment Process &amp; Strategy</li> <li>Regular Recruitment: Details for Notice of Filing, Anomalies in SWA Job Orders, and Tips for Advertising; Analysis of the 10 Professional Recruitment Options; Coordinating the Campaign in 180 Days; Review of Schedule A.</li> <li>Review of Resumes, Contacting and Interviewing US Workers, Recruitment Reports &amp; Categorizing Reasons for Rejection, Preparing the Record File and Supporting Documents.</li> </ul>	<b>10:45am-12:15pm</b>
<b>Lunch Program:</b> Includes Lunch and Presentation	<b>12:15pm-1:45pm</b>
<b>Session 3:</b> <ul style="list-style-type: none"> <li>Restrictive Requirements, Audit Proofing, and Electronic Filing</li> <li>Defining Normal Requirements, Foreign Languages, Combination of Occupations, Alternative Requirements, Actual Minimum Requirements, Combinations of Education Experience, and Training &amp; When to Use the Magic Language; Layoffs, Alien Influence and Control.</li> <li>Audit Proofing: Documentation of Employer, Job Requirements v. Alien Qualifications, How to Fill in H-4- to H-10, When and Where to Put the Magic Language, How to Answer H-12 "Are the Requirements Normal for the Occupation", Avoiding "Special Skills" in Item H-14.</li> <li>Electronic Filing: Tips on Filing Electronically, Comparing the Electronic On-Line Filing Instructions with the Instructions on Form 9089, Advantages/Disadvantages of Regular or Electronic Filing.</li> </ul>	<b>1:45pm-3:15pm</b>
<b>15 min. break:</b> Refreshments provided	<b>3:15pm-3:30pm</b>
<b>Session 4:</b> <ul style="list-style-type: none"> <li>Reconsideration, Appeals to BALCA, &amp; Federal Court Litigation</li> </ul>	<b>3:30pm-5pm</b>



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- Understanding Audit Letters and Final Determinations, Retention of Documents, CO Requests for supplemental information and/or documentation, Supervised Recruitment Pros & Cons.
- Motions to Reconsider with or without Request for Appeal, Attorney Representation & Participation, Which BALCA On Banc Cases Differ from PERM, Arguing Harmless Error, Obtaining Copy of Record File from DOL.
- Legal Arguments on Appeal, When Introduction of New Facts May be Possible, The Doctrine of Interlocutory Appeal, Exhausting Administrative Appeals (Darby v. Cisneros), Update on Federal Appeals.

#### ABOUT THE SPEAKERS

[Joel Stewart](#) practices exclusively in the area of immigration law. Mr. Stewart specialized in Romance and Slavic Linguistics before receiving a J.D. from the University of Connecticut School of Law, and is fluent in Portuguese, Spanish, French, and Russian. He is Past President of the South Florida Chapter of the American Immigration Lawyers Association (AILA) and is a nationally recognized authority on employment-based immigration matters as well as a popular speaker at immigration seminars for national and local bar associations throughout the United States. Mr. Stewart is the editor of [THE PERM BOOK](#), the definitive authority on the subject of PERM processing of labor certifications, and the editor of [PO: The Perm Quarterly](#), a professional journal that compiles and develops updated information on PERM for attorneys and employers. Mr. Stewart has been writing the BALCA Case Summaries for AILA and Immigration Law Today since 1987 and authors official AILA articles and publications such as the Visa Processing Guide for Procedures at U.S. Consulates and Embassies in Brazil and Portugal. Mr. Stewart writes weekly newspaper columns for the Brazilian Times and the Brazilian Paper and presents a weekly radio program in Portuguese on Radio Brazil. In addition to supervising an exchange program for foreign law students to work and study in the U.S., Mr. Stewart has also lectured at the University of Law in Saint Petersburg, Russia, and heads the immigration committee for the Dade County Bar Association in Miami, Florida.

[Laura N. Jasinsky](#) have been engaged in the private practice of law for more than 21 years. However, during the past 11+ years her law practice has focused almost exclusively on cases involving the immigration and nationality laws of the United States. Ms. Jasinsky received her law degree (with honors) in 1982 from The John Marshall Law School, Chicago, and in 1993 was awarded an LL.M. (master's of law) degree, also from John Marshall. She is admitted and in good standing in Illinois, Connecticut, and Montana, also eligible to practice before the Department of Homeland Security and Department of Justice anywhere in the United States, as well as U.S. consular offices around the world. She is a member of the American Immigration Lawyers' Association, the American Bar Association, the Montana State Bar Association, the Connecticut Bar Association, and the Regional Bar Association of Connecticut.

[Michael D. Patrick](#) is a Partner at Fragomen, Del Rey, Bernsen & Loewy, LLP in the New York office. He graduated from Syracuse University (B.A., cum laude, 1975); Hofstra University (J.D., 1978). At Hofstra, Mr. Patrick served as Associate Editor on the Hofstra Law Review, was President of the Law Fellows Program, and received the "Service to the School" Award upon graduation. Prior to joining Fragomen as a partner in 1990, Mr. Patrick was a founding partner of Campbell, Patrick & Chin (1986-1990) and served as a Special Assistant United States Attorney and Chief of the Immigration Unit of the United States Attorney's Office for the Southern District of New York (1981-1986), where he represented the Immigration and Naturalization Service, State Department, Department of Labor and other federal agencies in the federal courts. Prior to joining the U.S. Attorney's Office, Mr. Patrick was an Assistant Corporation Counsel for The City of New York (1978-1981). At the firm, Mr. Patrick is Co-Chair of the Corporate Compliance Committee; he has led the representation of many companies during government audits and investigations. Mr. Patrick also serves as Co-Chair of the firm's Human Resources Committee. A widely published author in the immigration field, Mr. Patrick writes a bimonthly immigration column in The New York Law Journal and is a frequent speaker on immigration topics before Bar Associations, international trade organizations and human resource groups. Mr. Patrick is also actively involved in the immigration law community, having served as Chair of the Federal Bar Association's Immigration Law Section (1989-1992), Chair of the New York Chapter of the American Immigration Lawyers Association (AILA) (1993-94), Co-Chair of AILA's 1993 Mid-Year Program on Employment-Based Immigration, and is a member of the Immigration and Nationality Law Committees of The Association of the Bar of the City of New York (ABCNY) and the New York County Lawyers' Association. Mr. Patrick currently serves on the Committee on Immigration Law of the New York State Bar Association, the Committee on Professional and Judicial Ethics of the ABCNY, and is a member of the American Bar Association, the International Bar Association, the Federal Bar Council, AILA, and the American Foreign Lawyers Association (Treasurer, 2004-2007). Mr. Patrick received the Dean's Award for Distinguished Hofstra Law School Alumni in May 2000 and is listed in the current editions of Best Lawyers In America, SuperLawyers, Chambers USA: America's Leading Business Lawyers and the International Who's Who of Corporate Immigration Lawyers.

[Lawrence H. Rudnick](#) is a partner in the law firm of Steel, Rudnick & Ruben whose practice is limited exclusively to immigration and nationality law. Mr. Rudnick has over 20 years of experience practicing law with over fifteen years exclusively in the practice of immigration law. Mr. Rudnick's practice emphasizes business immigration law, especially the international transfer of executive, managerial, professional and specialized knowledge employees. The emphasis is on prompt and efficient service. Mr. Rudnick's practice encompasses a full spectrum of business immigration clients including multinational corporations, hi-tech companies and individuals within the entertainment industry. Typical clients include multinational manufacturing, engineering and service industry companies. Mr. Rudnick also engages in an extensive administrative and judicial litigation practice involving immigration law issues. He has achieved significant litigation results, including a leading case defining specialized knowledge for purposes of the intra-



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company transferee provision of the U.S. immigration laws. Mr. Rudnick is a graduate of the American University in Washington, D.C. and holds a Juris Doctor from The Villanova University School of Law, Class of 1975. He joined the predecessor firm to Steel, Rudnick & Ruben in 1981 and became a partner in the firm in 1986. Mr. Rudnick has written numerous articles related to business immigration issues and is an editor of Immigration Advisor, a professional publication directed to international human resource professionals. He is an annual speaker at the National Conference of the American Immigration Lawyers Association.

**Careen B. Shannon** is of Counsel to the law firm of Fragomen, Del Rey, Bernsen & Loewy, LLP, the world's largest law firm concentrating exclusively in corporate immigration law. Ms. Shannon graduated from Oberlin College with a double major in English and French and a minor in East Asian Studies, and received her J.D. from the progressive City University of New York (CUNY) School of Law, where her extensive clinical experience included one year in the school's Immigrants' Rights Clinic. She has lived, worked and studied abroad in Denmark, France, Cuba and Japan, is fluent in French and Danish and is proficient in Norwegian, Spanish and Japanese. She was a Law Clerk at the United States Court of Appeals for the Second Circuit and then a Staff Attorney at The Legal Aid Society before entering into the private practice of immigration law in 1992. From 1996 to 1998, Ms. Shannon served as a Legal Editor of immigration publications for Matthew Bender & Co. She has authored, edited or contributed to articles published in the New York Law Journal, the Immigration Law Report, Bender's Immigration Bulletin, and various publications of the American Immigration Lawyers Association, the American Bar Association, the American Council on International Personnel and the Practising Law Institute. Ms. Shannon is also an Adjunct Professor of Immigration Law at Yeshiva University's Benjamin N. Cardozo School of Law.

**Sam Udani** has spoken before many bar associations throughout the country on labor certification and law practice management. In 1992, he co-founded Adnet Advertising Agency Inc, a company specializing in labor certification advertising and was involved with that company through 2000. In 1999, he acquired ILW.COM (which was founded in 1995), and propelled it into the leading immigration law publisher online. He is the publisher of ILW.COM's Immigration Daily which now reaches 15,000 subscribers every weekday. He has authored articles on labor certification in AILA Monthly Mailing, Bender's Immigration Bulletin, and Immigration Daily.

**Nathan A. Waxman** served as expert witness before the Board of Alien Certification Appeals and the Executive Office of Immigration Review on labor certification and employment-based immigration matters. He has served on numerous local and national AILA committees and has participated in the drafting and submission of comments to the Department of Labor and the former Immigration and Naturalization Service, in response to proposed rulemaking regarding key issues in employment-based immigration law. He has been the author of numerous articles on topics ranging from the National Interest Waiver through H-1 portability and cap issues to the representation of alternative health care practitioners. He has served on AILA's New Ideas Committee and is Adjunct Professor of Business Immigration at the School of Professional Studies, City University of New York.

#### ABOUT THE LOCATION

PERM On Broadway! Here are the highlights of this location for those who are considering attending:

\*\*\* For those coming from outside the NorthEast: The hotel is located on 32nd and Broadway, in mid-town Manhattan (the commercial and retail district of NYC is in mid-town whereas down-town Manhattan is mostly the financial district), two blocks from Macy's HQ store, two blocks from the Empire State Building, and conveniently located to many other Manhattan business, shopping and fun spots. This particular hotel is on one of the safest blocks in mid-town, and is not as expensive as some others in mid-town (**we have a limited number of rooms reserved at a discount rate**).

\*\*\* For those coming by Amtrak (anywhere from DC to Boston): The hotel is just one block from Penn Station, you can come to NYC for a day trip (possibly by Acela) and avoid the expense of a night's stay.

\*\*\* For those coming from New Jersey: The hotel is just one block from Penn Station (NJ Transit) and across the street from the PATH Station.

\*\*\* For those coming from Long Island: The hotel is just one block from Penn Station/LIRR.

\*\*\* For those coming from Connecticut/upstate NY: The hotel is a 15-minute walk (or a 5-minute cab ride) from Grand Central Terminal.

\*\*\* For those coming from Bronx, Brooklyn, Manhattan, Queens, Staten Island: The hotel is right atop the 34th Street Herald Square station served by the B, D, F, N, Q, R, V and W lines (the 1, 2 and 3 lines are just a block away, and the 6 line is 3 blocks away).

#### MATERIALS

Materials included in the registration price are THE PERM BOOK, and the June 2006 and September 2006 editions of PQ: The PERM Quarterly. (The materials alone are a \$600 value!)



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**TESTIMONIALS**

(from previous attendees of The PERM Workshop)

"Thank you for a great program. I found the panels to be very informative -the practical pointers will be invaluable." - Jennifer Roeper, Fowler White Boggs Banker, Tampa, FL

"The seminar was excellent in materials and presentation. The speakers are obviously tops in their field with a wealth of knowledge on the subject. It was informative, valuable and interesting. Thank you!" - Margo Einsig, Barley Snyder, York, PA

"Fabulous. I've learned a lot, very informative workshop. Comprehensive, great materials. I am ready to tackle PERM cases after this workshop. Thank you!" - Loveness Schafer, Louisiana State University, Baton Rouge, LA

"Joel Stewart is outstanding and is a walking encyclopedia. He is so clear and smart and intelligent -he makes me forget I have been studying since 9 am and it is now 4:30 pm!" - Gabriela Kreutzer, Law Offices of Gabriela Kreutzer, Los Angeles, CA

"Wonderful presentation. Unlike AILA conferences, this conference was well organized and well presented. The small class size allowed for discussions, which was most helpful." - Devang Shah, Shah and Kishore, Rockville, MD

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**Signup**

**Cancellation Policy:** Orders placed cannot be cancelled.

New York City: December 2006 - 8:30am to 5pm.

Includes continental breakfast, sit-down lunch & coffee breaks.

Registration \$999

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