



**The PERM Workshop**  
**Orlando, FL: Tuesday, June 12, 2007 - 8:30am-5pm**  
*Location: Orlando World Center Marriott, Resort & Convention Center*  
*Speakers: Joel Stewart, Sam Udani and other speakers to be announced*  
**Register Now! Save \$100 Deadline June 1st**

**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 save \$100 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> <li>• Understanding Audit Letters and Final Determinations, Retention of Documents, CO Requests for supplemental information and/or documentation, Supervised Recruitment Pros &amp; Cons.</li> <li>• Motions to Reconsider with or without Request for Appeal, Attorney Representation &amp; Participation, Which BALCA On Banc Cases Differ from PERM, Arguing Harmless</li> </ul>	<b>3:30pm-5pm</b>



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- 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 [PQ: 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.

**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.

### ABOUT THE LOCATION:

Orlando World Center Marriott, Resort & Convention Center  
8701 World Center Drive, Orlando, Florida 32821

### DIRECTIONS FROM:

Tampa, I-4 East, to exit 67 (to 536 East). Hotel is on the left.

Miami, Florida Turnpike North, to Osceola Parkway West (toward Disney), to right on SR 535 North (Vineland Road), to left on 536 West. Hotel is on the right.

Daytona, I-4 West, to exit 67 (to 536 East). Hotel is on the left.

Atlanta, I-75 South, to Florida Turnpike South, to I-4 West, to exit 67 (536 East). Hotel is on the left.

### AREA AIRPORTS:

Orlando (MCO) – (15 mi SW) Take South Exit from Airport to Greenway Toll Road South (Rt. 417). Take Exit 6 (536 East), go through 2 lights and hotel will be on the right.

Kissimmee (ISM) – (10 mi NE) Dyer Ave to U.S. 192 West to S.R. 535. Turn right on S.R. 535 to S.R. 536, Turn left, and hotel is on the right.

Sanford Airport – (41 mi NE) Take E. Lake Mary Blvd to I-4 West, approximately 30 miles. Exit 67 to SR 536 east. Hotel is on left.

### 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!)

### 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



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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

### Signup

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

Orlando, FL : June 12, 2007 - 8:30am to 5pm.

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

Registration \$899 -Save \$100 Deadline June 1st

Name: \_\_\_\_\_ E-mail (required): \_\_\_\_\_ Phone: \_\_\_\_\_

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