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From the Dean

We are delighted to announce a new virtual executive education course, [Delivering Private Investments to the Individual Market: A Business and Legal Guide](#).

Taught by alumnus Bob Rice ('79), the financial industry's best-known alternatives investment expert and speaker, the six-week class begins April 19 and will equip executives and lawyers of private investment funds to address an emerging \$10 trillion market, with a focus on the real-world interplay of business strategies, legal structures, and strategic partnering opportunities. Rice and several expert guest lecturers will cover all the basics necessary to develop a manager-specific strategy for attracting assets under management from the high-net-worth, mass affluent, and retail markets. The course will detail the dynamics of the major individual distribution channels to these groups; explain how different product types fit those channels as well as the manager's goals; show how federal and state securities laws impact marketing and distribution; and highlight outsourcing and partnership opportunities that make the various approaches practical. The course is being offered by our Stoops Center of Law & Business in partnership with iCapital, Nasdaq, and Major, Lindsey & Africa. For more information about this unique offering, including module content, who should enroll, and the instructors, and to reserve your seat, visit investmentmanagement.fsu.edu.



Erin O'Connor
Dean Erin O'Connor

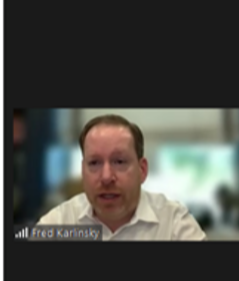
Karlinsky Teaches Spring Break Course

Professor Fred Karlinsky



Shareholder and Global Co-Chair of Greenberg Traurig's Insurance Regulatory and Transactions Practice Group

- Professor Fred Karlinsky has nearly 30 years of experience representing the interests of insurers, reinsurers and a wide variety of other insurance-related entities
- Professor Karlinsky has been recognized as the only Band 1 Florida insurance lawyer by Chambers & Partners and one of the most influential leaders in Florida politics by *City & State Florida* and *INFLUENCE Magazine*
- Currently chairs the Florida Supreme Court Judicial Nominating Commission, which he has served on since 2014. Four of the seven current sitting Justices of the Florida Supreme Court have been appointed during his tenure on the JNC.



Last week, FSU Law alumnus Fred E. Karlinsky ('92) taught his annual Law and Risk Management course to dozens of students. This unique opportunity was fully remote to allow students to attend from anywhere. Karlinsky is a shareholder at Greenberg Traurig and co-chairs the firm's Insurance Regulatory & Transactions Practice. He regularly introduces students to some of the top experts in the insurance industry during the annual spring break course. This year's speakers included FSU Law alums Michael Dobson ('16) and Ken Tinkham ('06), Florida Hurricane Catastrophe Fund COO Gina Wilson, Florida Office of Insurance Regulation Commissioner Mike Yaworsky, Florida Representatives Tom Fabricio and Robert Rommel, Florida's Insurance Consumer Advocate Tasha Carter, Florida Insurance Council President Cecil Pearce, and several Greenberg Traurig attorneys. Featured speaker Tony Gregory, managing director of IMC Events Ltd., spoke extensively on the London insurance markets. Thank you to all who contributed to this course, especially the many lecturers who provided students with valuable information on risk management policy.

Alum Bennett B. Secret ('17)

Bennett B. Secret recently joined the national law firm of Adams and Reese as an associate in the Atlanta office. An emerging attorney in corporate services and transactions, Secret advises corporate officers, founding teams, start-ups, and businesses in Atlanta and throughout the Southeast on governance, operations strategy and structuring, M&A, real estate purchase and leasing, asset protection, and contract management. Secret also has experience as a private equity tax consultant with "Big 4" accounting firm Deloitte. During law school, Secret worked under the guidance of Professor Richard Benham to lead the Business Law Clinic team to the national finals of the Startup LawMeet's Competitions. He has remained active with his alma mater, Florida State University, where he received his J.D. and M.B.A., and is a member of the FSU College of Business Recent Alumni Board.



"I continue to be impressed by the breadth and depth of our FSU alumni base here in Atlanta, as well as regionally and nationally; many FSU graduates have grown to emerge as successful business and thought leaders in their industries. I am proud to play a role in the FSU alumni network, and as I continue my legal career at Adams and Reese—an over 70-year-old firm with established trust amongst its corporate services clients—I am excited to collaborate with a deeper bench of resources and talent throughout our law firm to help our business clients grow, develop, and succeed."

Student Profile: 3L Sarah Smith

Desired Practice Location: Greater West Palm Beach area; also open to Tampa

Expected Graduation: May 2023

Field of Law Sought: Family law

Sarah Smith is from Tampa, Florida. She attended Florida State University for her undergraduate studies, where she received bachelor's degrees in political science and humanities (with concentrations in history, art history, and literature), and a minor in museum studies. Since November 2022, Smith has worked at the Florida Trust for Historic Preservation, where she assists with their conservation easements and legislative advocacy.

She manages, organizes, and oversees the Florida Trust's 15 conservation easements and has streamlined their easement program by enhancing and updating policies and procedures. Her legislative advocacy projects include publishing weekly newsletters, blogs, and emails to provide Florida Trust members with session updates. From October 2021-January 2023, Smith worked at Pajcic & Pajcic in Jacksonville. She conducted legal research, attended court proceedings, and drafted legal documents, including complaints, demand offers, subpoenas, and motions in limine. During the summer of 2022, when she worked full time at the firm, Smith worked almost exclusively on an 11-plaintiff case, compiling and organizing all research and available data during the discovery phase, reviewing all medical records and billings, and calculating damage amounts. In 2021, Smith participated in the Public Interest Law Center Immigration and Farmworker Project. She worked collaboratively on client cases, including an asylum application and I-765 applications for employment authorization. Smith also participated in community outreach via local presentations.

At FSU Law, Smith was a member of the Florida Justice Association student chapter, where she served as vice president for 2021-2022, and the Student Bar Association.

If you are interested in connecting with or hiring Smith after graduation, visit her [LinkedIn profile](#) or email her at ses16@fsu.edu.

"I believe I will have great success in the practice of family law. I am not discouraged by the more difficult aspects that are inherent to this type of law and believe I have the personality to handle the interpersonal dynamics and relationships. Further, I have worked various jobs that were for the service of others: lifeguarding, tutoring refugee children, providing swim lessons for children with special needs, and participating in FSU Law's Public Interest Law Center. I prefer jobs where I can actively work with people and help them, and I know that family law will offer this type of experience that I crave in a career."



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