



LEADERSHIP
COUNCIL
ON LEGAL
DIVERSITY

LCLD Fellows Conference

Tuesday, March 27

Grand Ballroom Level C

5:30 -6:30pm **2012 Class Welcome Reception**

Wednesday, March 28

Grand Ballroom Level C

8:30 -10:00am **Fellow to Fellow Breakfast Career Conversations**

Breakfast Conversations provide Fellows the opportunity to engage in small informal breakfast discussions with 2011 Fellows directed to career development.

10:15-Noon **Building Relationship Capital is Central to Your Value in the New Normal**

The business environment is increasingly relationship driven. In addition to individual contributions, the top performer must have the capacity to deliver value with and through others. This requires knowledge of how value is created in a relationship, what and how investments are made.

Presenter: *Werten Bellamy President, Stakeholders, Inc,*

12:15-2:00pm Lunch

2:15-3:30pm **The Unwritten Rules of Value and Differentiated Client Service**

Presenter: *Werten Bellamy, President, Stakeholders, Inc.*

6:00-9:00pm Dine Around



Thursday, March 29, 2011

8:45-10:00am

The Emotional Intelligence of Top Performers

The ability to demonstrate client empathy, the ability to calibrate responses, build chemistry, internalize client needs and priorities are factors more predictive of long term success than one's technical expertise. Emotional intelligence is the new 'hard skill', one that must be thoughtfully cultivated.

Presenter: *Larry Richard, Founder, LawyerBrain*

10:15-11:00am

Maximizing the Value of the Fellows Program

Presenters:

*Robert Grey, Executive Director,
Leadership Council on Legal Diversity*

Werten Bellamy, President, Stakeholders, Inc.

11:30am

Closing Remarks and Adjourn