

2019 LCLD Sustainable Partnership Program: Bay Area Session II Agenda

The Clorox Company | Pleasanton, California | January 31, 2020

11:30 AM - 12:30 PM **Check-In and Lunch: Peer Partnership Pairings**
Remarks by Robert Grey Jr., President, LCLD
Instructions for Peer Partner Pairings by Kenneth Perry, Deputy General Counsel, Fannie Mae; 2012 LCLD Fellow

12:30 - 12:40 PM **Welcome**
Mark W. Danis, Vice President-Deputy General Counsel, The Clorox Company; 2016 LCLD Fellow

12:40 - 1:25 PM **Keynote: Killing Your Next Pitch**
Arturo González, Partner, Chair, Commercial Litigation and Trial Practice Group, Morrison & Foerster LLP

Arturo's path to success took him from working in the fields, to Harvard Law School, to courtrooms across the country. Along the way, he has leveraged his unique background and story to be selected as lead trial counsel for the likes of Apple, Uber, Kaiser, and VMWare. All the while, he has maintained a full docket of high-profile pro bono cases in matters ranging from arguing in the California Supreme Court regarding educational inequality, to trying 12 civil rights cases involving allegations of excessive force. Arturo will share some of his own personal and professional journey; discuss developing influence and credibility within one's firm; identify what's needed to create and deliver a winning pitch; and tips to sustain strong client relations.

1:25 - 1:55 PM **Making an Impact**
Laura Stein, Executive Vice President and General Counsel Corporate Affairs; Chair, LCLD Board of Directors | Erin Collins, Senior Corporate Counsel, The Clorox Company; 2017 LCLD Pathfinder

In this conversation with Laura, she will tell the story of her journey from Minnesota, to MoFo, to Clorox GC, and all things in between. What were the key decisions—and who were the mentors—that laid the groundwork for her success? Why did she choose Clorox? What does she look for in outside counsel and in-house hires? What advice does she have for aspiring GCs, and why is she a champion of diversity and inclusion?

2:00 - 3:00 PM **Positioning Your In-House Counsel for Success – Panel 1**
Jon Solorzano, Senior Director, Legal and Corporate Development, The Clorox Company | Michelle Chiu, Partner, Morgan, Lewis & Bockius LLP; 2016 LCLD Fellow | Bonnie Lau, Partner, Morrison & Foerster LLP; 2013 LCLD Fellow | Kenneth Perry, Deputy General Counsel, Fannie Mae; 2012 LCLD Fellow

[Click here](#) to read the speakers' biographies.

Winning new business is only half the equation. Developing relationships that span multiple matters and create success for in-house counsel requires dynamic support from outside counsel, addressing practical challenges such as accurate budgeting; legal spend; risk; and strategy analysis that translates well and developing risk-weighted outcome scenarios. After all, in-house and outside counsel operate to serve the business, and a matter's outcome is only a true "win" if the business shares that view. Hear from our panel on the must-have tools, resources, and approaches outstanding outside counsel offer to position in-house counsel for success. And for in-house lawyers who use outside counsel infrequently, what needs and demands are still relevant to fulfill in-house counsel goals?

3:00 - 3:15 PM

Networking Break

3:15 - 4:10 PM

Breakout Sessions: Peer Partner Pairings & Pitch Best Practices Exercise

Kenneth Perry, Deputy General Counsel, Fannie Mae; 2012 LCLD Fellow

Meet with Peer Partners in groups to share pitch best practices.

4:15 - 4:55 PM

Understanding the Business to Drive Influence and Success – Panel 2

Monica Patel, Senior Counsel, IBM; 2015 LCLD Fellow & Chair, Alumni Executive Council | Neela Paykel, Deputy General Counsel, Waymo | Mai Robertson, Associate General Counsel, Fannie Mae; 2017 LCLD Fellow | Christiane "Chrissy" Roussell, Vice President, Employee Relations, Sony Pictures Entertainment; 2014 LCLD Fellow

A common refrain from our business colleagues is that the best legal advice starts with a genuine understanding of the business and its operational model, taking into account the company's culture and direction. To truly "get under the hood" of a company, it's not enough to do cursory Google searches or review of public securities filings (though these don't hurt). Secondments are a unique way to gain the next level of perspective and insights on company clients. Hear from a panel of LCLD Fellows about their secondment experiences and how that deepened their understanding of the client's business in ways that redounded to the client's and firm's benefit. The panel also will discuss other tools and approaches to understanding a client's business to drive influence and success.

4:55 - 5:00 PM

Closing Remarks

5:00 - 6:15 PM

Cocktail Reception

[*Click here*](#) to read the speakers' biographies.



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