

LCLD Sustainable Partnership Program: Session II Agenda

Lockheed Martin Corporation | Bethesda, Maryland | November 1, 2017

9:00 - 9:30 AM

Arrivals; Breakfast Available

9:30 - 9:45 AM

Welcome

Maryanne Lavan, Senior Vice President, General Counsel, and Corporate Secretary, Lockheed Martin Corporation; LCLD Member | Introduction by Jeff Divney, Vice President and Associate General Counsel, Environmental, Intellectual Property, and Real Estate Law, Lockheed Martin Corporation

9:45 - 10:30 AM

Keynote Presenter: David Cruickshank, Edge International

David Cruickshank will lead the group in a coaching session focusing on understanding law firm compensation models and how the recently-elected partner can maximize a firm's model when building a book of business. Cruickshank will also explore alternative fee arrangements and how recently-elected partners can make themselves more marketable to new and existing clients by understanding various fee options.

10:30 - 11:15 AM

Fellows Helping Fellows

Lorraine Campos, Partner, Crowell & Moring LLP; 2012 Fellow | Tery Gonsalves, Partner, Steptoe & Johnson LLP; 2016 Fellow | Bonnie Lau, Partner, Dentons US LLP; 2013 Fellow | Will Stute, Partner, McDermott, Will & Emery LLP; 2011 Fellow | Moderated by Les Bookoff, Managing Partner, Bookoff McAndrews, PLLC; LCLD Member

This panel of distinguished Fellows Alumni partners will discuss their early years of partnership, any surprises they encountered, and how they built their books of business.

11:15 - 11:30 AM

Break

11:30 AM - 12:15 PM

How I Choose Counsel

Jason Barnwell, Assistant General Counsel, Microsoft Corporation; 2016 Fellow | Jill Cummins, Managing Attorney, Allstate Insurance Company; 2014 Fellow | Shruti Costales, Counsel, HP Inc. | Moderated by Jonathan Griffith, Vice President & Deputy General Counsel, Fannie Mae

A panel discussion of in-house legal management on factors that guide their decisions in selecting and terminating law firms, as well as business development tips for recently-elected partners.

12:15 - 1:15 PM

Business Advisor Group Circle; Working Lunch

Margaret Chase, Vice President and Deputy General Counsel, Fannie Mae; 2011 Fellow | Sarah Goldfrank, Senior Vice President & Deputy General Counsel, Fannie Mae | Jonathan Griffith, Vice President and Deputy General Counsel, Fannie Mae | Beth Kramer, Associate General Counsel, Lockheed Martin Corporation | Frank Lamir, Vice President and General Counsel, Lockheed Martin International and Government Contracts | Danielle McCoy, Vice President and Fair Lending Officer, Fannie Mae; 2011 Fellow | Steve McElhennon, Vice President and Deputy General Counsel, Fannie Mae | Leslie Shanklin, Vice President, Scripps Networks Interactive | Urvi Doshi Sood, Vice President, Lockheed Martin Corporation | Suzanne Underwald, Senior Vice President, Scripps Networks Interactive

1:15 - 1:30 PM

Closing Remarks

Lori Lorenzo, Program Manager, LCLD