

2017-2018 LCLD Sustainable Partnership Program: Inaugural Class Closing Session Agenda

Lockheed Martin Corporation | Bethesda, Maryland | June 5, 2018

- 12:30 - 1:15 PM** **Arrivals; Lunch Available**
- 1:15 - 1:30 PM** **Welcome**
[Maryanne Lavan](#), Senior Vice President, General Counsel & Corporate Secretary, Lockheed Martin Corporation; LCLD Member | Introduction by [Jeff Divney](#), Vice President & Associate General Counsel, Environmental, Intellectual Property, and Real Estate Law, Lockheed Martin Corporation
- 1:30 - 2:30 PM** **Cultivating Success: Pathways within your Firm to Leadership and Power**
[Monica Parham](#), MGP Consulting, Moderator | [Brian Brooks](#), Executive Vice President, General Counsel & Corporate Secretary, Fannie Mae; LCLD Member | [Stephanie DeLong](#), Partner, Venable LLP | [Catherine Ronis](#), Vice President & Associate General Counsel, BAE Systems, Inc. | Introduction by [Elizabeth Pierce](#), Associate General Counsel, Fannie Mae; 2015 Fellow
- Panel discussion about aligning your marketing strategy with your firm's strategic plan, building trust with colleagues to facilitate business referrals, positioning yourself to inherit legacy business, and a variety of other topics.
- 2:30 - 3:45 PM** **Trying Out Your Elevator Pitch**
[Kenneth Perry](#), Deputy General Counsel, Corporate Law, Fannie Mae; 2012 Fellow
- Participants will have the opportunity to receive feedback on pitches from corporate counsel and colleagues in small break-out groups.
- 3:45 - 4:00 PM** **Break**
- 4:00 - 5:00 PM** **Elements of a Winning Pitch**
[Ian Graham](#), Senior Vice President, General Counsel & Corporate Secretary, BAE Systems, Inc.; LCLD Member | [W. David Mann](#), Senior Vice President & Deputy General Counsel, Marriott International, Inc. | [Grace Speights](#), Partner, Morgan Lewis & Bockius, LLP | [Rob Spencer](#), Vice President & Deputy General Counsel, Lockheed Martin Corporation | Introduction by [Kenneth Perry](#), Deputy General Counsel, Corporate Law, Fannie Mae; 2012 Fellow
- A panel discussion of law firm pitches that wowed corporate clients and led to business opportunities.
- 5:00 - 5:15 PM** **Closing Remarks**
[Brian Brooks](#), Executive Vice President, General Counsel & Corporate Secretary, Fannie Mae; LCLD Member
- 5:15 - 6:00 PM** **Networking Reception**