

LEGALIFT

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Vishal Anand
Director, Legal
Business Operations/
Outside Counsel Mgmt
The Walt Disney
Company



Julia Bennett
CMBDO
Davis Wright
Tremaine



Aaron Boersma
Spend Innovation
Ford Motor Co.



Alexandra Guajardo
Global Director of
Commercial Strategy
Bryan Cave Leighton
Paisner LLP



Jordan Martell
General Counsel
Central Insurance



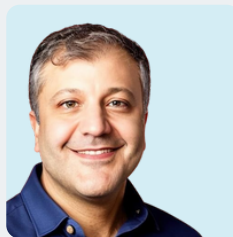
Elizabeth Miller
Legal Ops
Luminary



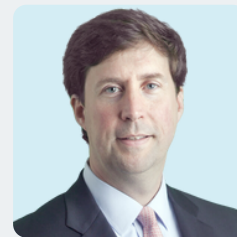
Patrick A. Rogers
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Hinckley Allen



Alex G. Romain
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Jenner & Block



Vartan Saravia
General Counsel
HM.CLAUSE



Bill Shepherd
Executive Partner
Holland & Knight

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IN PARTNERSHIP WITH



GITTINGS

AGENDA

November 13, 2024 | NYC

Registration Opens

8:30 AM - 9:30 AM

Opening Remarks

9:30 AM - 10:00 AM

Signature Session: Playing the Long Game – Fostering Collaborative and Trusted Partnerships

10:00 AM - 11:20 AM

This combined panel and workshop explores best practices for creating and maintaining sustainable, mutually beneficial relationships with outside counsel.



Julie Aslaksen

Executive Vice
President, General
Counsel and
Corporate Secretary
Host Hotels & Resorts



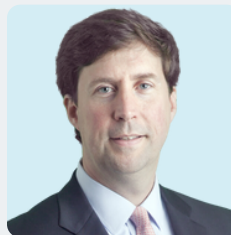
Stephen Sherman

General Counsel -
Americas & Corporate
Secretary
BSI Group The British
Standards Institution



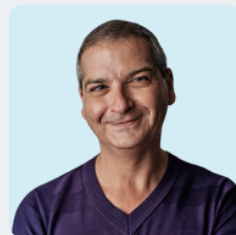
Nicholas Barnhorst

Vice President,
General Counsel
Fresh Inc



Bill Shepherd

Executive Partner
Holland & Knight



Adam Becker

Director of Legal
Operations
Cockroach Labs

AGENDA

November 13, 2024 | NYC

In-house Breakout Session: Building Teams That Last

11:30 AM – 12:20 PM

Explore effective strategies for building resilient, cohesive in-house teams within legal departments. Emphasize empathetic leadership, career development, and aligning departmental culture with broader corporate initiatives.



Mark Smolik
General Counsel
DHL Supply Chain
Americas



Elizabeth Miller
Legal Ops
Luminary



Peter Wei
Head of Legal
Octaura

Law Firm Breakout Session: Creating Your Short List – An Interactive Business Development Masterclass for Lawyers

11:30 AM – 12:20 PM

In this engaging and practical session, lawyers will explore the principles behind building their own "short list" of high-priority clients and prospects, inspired by the philosophy outlined in *The Short List* by David Ackert. Through interactive coaching exercises, real-world scenarios, and collaborative discussions, participants will identify their top BD opportunities and create a focused, actionable plan to engage them. Learn how to leverage coaching strategies, pipeline tools, and peer insights to strengthen client relationships, unlock new business, and overcome common BD challenges. Walk away with a personalized short list and the tools to turn it into new revenue.



David Ackert
Co-Founder and CEO
PipelinePlus

AGENDA

November 13, 2024 | NYC

Lunch

12:30 PM - 1:30 PM

Signature Session: Effective Pitching – From Framework to Feedback

1:30 PM - 2:50 PM

Step into a dynamic session where theory meets practice in the art of pitching. Our panel of In-House experts will share a proven framework that maximizes the chances of a successful, win-win outcome in any pitch scenario. Following this, three partners will take the stage to put this framework into action, engaging in a live mock pitch that showcases best practices in real time.



Mark Smolik
General Counsel
DHL Supply Chain
Americas



Mary Iazzetta
General Counsel
Sequential Tech



Aaron Boersma
Spend Innovation
Ford Motor Co.



Julia Bennett
CMBDO
Davis Wright
Tremaine

AGENDA

November 13, 2024 | NYC

Breakout Session: From Rates to Relationships – How Collaboration Redefines Legal Value

3:00 PM - 3:50 PM

This panel will explore how collaboration between legal departments and law firms is reshaping the way legal services are priced, delivered, and valued. By breaking down silos, enhancing transparency, and leveraging technology, the conversation will focus on building strong relationships that redefine legal value.



Moderator

Rob Stote

Chief Product Officer
BigHand



Stacy Lettie

Chief of Staff to the
General Counsel
Organon



Alexandra Guajardo

Global Director of
Commercial Strategy
Bryan Cave Leighton
Paisner LLP

Breakout Session: AI in Legal Practice - Diverse Perspectives on Transformative Impact

3:00 PM – 3:50 PM

Explore the ethical implications of AI in legal practice, balancing short-term wins with long-term effects. Acknowledge the rapid adoption and development of AI technology by in-house teams compared to law firms' cautious approach. This session will also discuss how client demands for AI solutions are impacting law firms.



Alex Rindels

Head of Legal
Jasper



Alex Moh

Senior Counsel
Rakuten International



Aaron Boersma

Spend Innovation
Ford Motor Co.



Matthew Carey

Partner, Patent
Attorney
Marshall, Gerstein &
Borun LLP

AGENDA

November 13, 2024 | NYC

Signature Session: Client Service – Bridging the Gap Between Expectations and Delivery

4:00 PM – 5:30 PM

Join us for a candid and enlightening session that brings together two distinct yet interconnected perspectives on client service. In a unique dueling banjos-style panel presentation, seasoned In-House Counsel and law firm leaders will share their insights on what fosters sustainable, win-win relationships.



Andrea Webster
Associate Director
Legal Innovation &
Operations
Novartis Corporation



Jessica McDonald
Legal Professional
XPO, Inc.



Nishat Ruiter
General Counsel
TED Conferences



Robin Davidson
Head of Business
Development and
Communications
Boies Schiller Flexner
LLP



Keita de Souza
General Counsel
RYSE Global
Technologies Inc.



Katherine Neville
Partner, Patent
Marshall, Gerstein &
Borun LLP



Alex G. Romain
Litigation Partner
Jenner & Block

Networking Reception

5:30 PM