

Practice Group Professionals Roundtable

October 8 – 9, 2025 Hybrid Meeting

Jenner & Block LLP, 1155 Avenue of the Americas, New York, NY, 10036

October 8, 2025

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| 12:00 – 1:00 p.m. | Networking Lunch/Brief Introductions of Members <ul style="list-style-type: none">• Background on each firm’s practice management structure/number of professionals• Discussion of top challenges and issues for practice groups and practice management professionals in today’s market• Identification of topics for later Roundtable sharing |
| 1:00 – 2:30 p.m. | Mutiny or Smooth Sailing – How You Say It Matters: a workshop on difficult conversations <p>This session focuses on how to plan and execute difficult conversations in a way that moves the relationship and situation forward. Based on learning from Crucial Conversations, we will learn the concepts and discuss how to apply them in real-life situations. This will include breakouts to apply the learnings.</p> <p>Speaker:</p> <ul style="list-style-type: none">• Dawn Anderson, JD SCP, Chief Human Resources Officer, Butler Snow, LLP |
| 2:30 – 3:00 p.m. | Networking Break |
| 3:00 – 4:45 p.m. | Best Practices <ul style="list-style-type: none">• Lateral Onboarding and Integration – Scott Peterson, Operations Director, Financial Services Department, Baker Donelson Bearman Caldwell & Berkowitz PC and Breanne Osborne, Practice Director, Troutman Pepper Locke• Integrating Lawyers after Leave of Absence – Stephanie Carty, Senior Practice Manager, Goulston & Storrs PC• Supporting neurodiverse professionals – Stephanie Carty, Senior Practice Manager, Goulston & Storrs PC• Practice group AI implementation• PG retreats – Angelica Casas, Practice Group Manager and Alana Martinez, Senior Director of Practice Management , Crowell & Moring LLP• Workload allocation <p>Roundtable Discussion/Sharing (Topics suggested during introductions)</p> |
| 4:45 – 5:30 p.m. | The Future of Practice Group Professionals’ Roles – a Roundtable Brainstorming Session |
| 5:30 p.m. | Wrap-up for Day |
| 5:45 – 7:45 p.m. | Cocktail Reception Location: Jenner & Block LLP |

October 9, 2025

8:30 – 9:00 a.m.

Continental Breakfast

9:00 – 10:30 a.m.

Developing Effective Practice Group Plans

Speaker: [Susan Raridon Lambreth](#), Principal, LawVision

Commentary by Roundtable members

10:30 – 10:45 a.m.

Networking Break

10:45 a.m. – 12:00 p.m.

Trends in Knowledge Management and Its Support of Law Firm Use of Gen AI

Speaker:

- [Oz Benamram](#), Founder, SKILLS.law and former Chief Knowledge & Innovation Officer, Simpson Thacher & Bartlett LLP

Commentary by Roundtable Members – Roles of Practice Groups in KM

12:00 – 12:30 p.m.

Roundtable Sharing

12:30 p.m.

Adjournment

Practice Group Professionals Roundtable

June 3, 2025 | Via Zoom

11:00 – 11:30 a.m. **Kick-off / Breakouts for Introductions and Networking – discussion of topics for later roundtable sharing**

11:30 a.m. – 1:00 p.m. **The Brand Advantage: Creating a Practice Group That Clients Can't Forget**

Expertise alone isn't enough. The most successful practice groups move beyond technical excellence to create a distinct identity that resonates deeply with clients and stays top of mind. This interactive workshop equips practice leaders with strategies to transform their practice groups from respected experts into unforgettable market leaders. We'll explore how to build a brand that captures not just what your team does, but the unique way they solve problems, collaborate with clients, and deliver lasting impact.

Session Highlights

- **Discover Your Group's X-Factor:** Move beyond credentials and experience to uncover the distinctive qualities that make your practice truly memorable. Through guided exercises, we'll identify the combination of expertise, approach, and values that create lasting client connections.
- **Transform Teams into Brand Advocates:** Learn proven techniques to inspire attorneys and staff to naturally weave brand storytelling into their daily work. Discover how to make brand building feel less like marketing and more like sharing your group's authentic strengths.
- **Design Your Brand Activation Blueprint:** Create a customized roadmap for amplifying your practice group's unique voice across high-impact channels. We'll explore how to turn every client touchpoint—from pitches to thought leadership—into an opportunity to reinforce what makes your group different.
- **Master Your Memorable Message:** Through interactive exercises, practice crafting compelling brand narratives that stick in clients' minds. Leave with templates and frameworks you can immediately put into action.

By the session's end, you'll have ideas for a strategy to elevate your practice group beyond expertise alone, energize your team around a shared identity, and create lasting impressions that keep clients coming back.

Speaker: [Arielle Lapiano](#), CEO & Founder, Eloquentas LLC and Communications Consultant, Point Road Group (former managing director of Corporate Affairs and Communications at Paul Hastings)

As the former Managing Director of Corporate Affairs and Communications at Paul Hastings and Chief Communications Officer for a cryptocurrency company, Arielle brings deep expertise in transforming complex ideas into clear, impactful narratives. Through her company Eloquentas LLC, she now helps professionals and organizations raise their visibility and become influential leaders through strategic communications, PR, and executive presence training. Arielle is also a senior communications strategist for Point Road Group, advising companies on branding, LinkedIn strategy, and communications coaching. She is on the faculty at the graduate school at Columbia University, where she helps teach classes on being an effective communicator.

1:00 – 1:15 p.m. **Break**

1:15 – 2:00 p.m. **Monitoring Financial and Dashboards for PGs/PGPs**

Speaker [Scott Peterson](#), Operations Director, Financial Services Department, Baker Donelson Bearman Caldwell & Berkowitz

2:00 – 2:45 p.m.

Roundtable Sharing / Topics suggested in first breakouts

- How firms are dealing with executive orders and impact on clients (this part will not be recorded)
- RTO – who's really back and how is it working
- Summer programs – sizes, changes in approaches, etc.

2:45 – 3:00 p.m.

Reports from Breakouts

Practice Group Professionals Roundtable

Hunton Andrews Kurth LLP | 2200 Pennsylvania Avenue, NW, Washington, DC 20037

February 26, 2025

10:30 – 11:45 a.m.

BOOTCAMP (Open to anyone but designed for those new to PGP roles or to law firms)

Historic Development of Practice Groups and Empowered Practice Management Best Practices

- Including Organizational Models and the Impact on the Roles of Practice Group Professionals

Speaker:

- [Susan Raridon Lambreth](#), Co-Founding Principal, LawVision

11:45 a.m. – 12:00 p.m.

Break

12:00 – 12:30 p.m.

PRACTICE GROUP PROFESSIONAL ROUNDTABLE – MAIN MEETING

Networking Lunch/Brief Introductions of Members

- Background on each firm's practice management structure/number of professionals
- Discussion of top challenges and issues for practice groups and practice management professionals in today's market
- Identification of topics for later Roundtable sharing

12:30 – 2:00 p.m.

The Subtle but Still Highly Impactful Trends Driving Change in the Profession

Speaker:

- [Mike Short](#), Co-Founding Principal, LawVision

2:00 – 2:15 p.m.

Networking Break

2:15 – 4:15 p.m.

Talent Management Systems

Presentations by [Mike Powell](#), Aderant (Vi) and [Dave Cook](#), BigHand (2:15 – 3:15 p.m.)

Panel of Roundtable members (3:15 – 4:15 p.m.)

- [James Blackledge](#), Chief Practice Operations Officer, Honigman LLP
- [Julie Nanavati](#), Senior Business Manager, Hunton Andrews Kurth LLP
- [Damian Priamurskiy](#), Project Management & Delivery Specialist, Lowenstein Sandler LLP
- [Patti Scott](#), Director of Professional Development, Lowenstein Sandler LLP
- [Abby Stover](#), Chief Talent Officer, Honigman LLP
- [Mary Cabell Sulc](#), Managing Director of Practice Management Troutman Pepper Locke
- [Caroline Sweeney](#), Director, Knowledge Management and Innovation, Dorsey & Whitney LLP

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| 4:15 – 5:30 p.m. | Roundtable Discussion/Sharing (Topics suggested during introductions) |
| 5:30 p.m. | Wrap-up for Day |
| 5:30 – 7:30 p.m. | Cocktail Reception: Sixty Vines – located in the same building as Hunton Andrews Kurth LLP |
| <u>February 27, 2025</u> | |
| 8:30 – 9:00 a.m. | Continental Breakfast |
| 9:00 – 10:00 a.m. | Best Practices and New Approaches <ul style="list-style-type: none"> • Timekeeping - Implementing AI Tools – Addison Larrow, Strategic Innovation Analytics Lead, Crowell & Moring LLP • Capitalizing on Organizational Involvement – how do firms track organization involvement and ROI |
| 10:00 – 10:30 a.m. | Running Effective PG Meetings <i>Speaker:</i> Susan Raridon Lambreth , Co-Founding Principal, LawVision Roundtable sharing of best practices |
| 10:30 – 10:45 a.m. | Networking Break |
| 10:45 a.m. – 12:30 p.m. | Roundtable Sharing on topics suggested by members – How are firms dealing with Executive Orders, Knowledge Management best practices and more |
| 12:30 p.m. | Main Meeting Adjournment |
| 12:30 – 12:45 a.m. | Networking Break |

12:45 – 2:30 p.m.

VETERANS' MEETING

Discussions – for those leading teams of PG professionals

- How are firms building and training teams
- How are roles changing with evolving talent and growth
- How are compensation levels changing (with input from a recruiter who can share that)
- Hiring trends

Facilitators:

- [Susan Raridon Lambreth](#), Co-Founding Principal, LawVision
- [Steve Nelson](#), Executive Principal, McCormick Group

Practice Group Professionals Roundtable

January 15, 2025 | Via Zoom

- 11:00 – 11:30 a.m. **Kick-off / Breakouts for Introductions and Networking – discussion of topics for later roundtable sharing and 2025 exciting projects on the roadmap**
- 11:30 a.m. – 12:30 p.m. **2025 US State of the Legal Market by the Financials**
- Isaac is a Manager of a team of analysts who focus on Financial Insights, the legal industry's financial benchmarking program, and other Thought Leadership analytics for Thomson Reuters. He has been a major contributor to the Law Firm Financial Index, as well as the annual US and Australian versions of the State of the Legal Market report in recent years.
- Speaker:**
- [Isaac Brooks](#), Manager, Industry Data Analytics, Thomson Reuters Institute & Financial Insights
- 12:30 – 12:45 p.m. **Break**
- 12:45 – 1:45 p.m. **GenAI Projects for the PG Professional**
- Guiding AI with Clear Instructions
 - Balancing AI and Human Expertise
 - Interpreting AI Outputs
 - Addressing AI Limitations
- Speakers:**
- [Tracy Huang](#), Manager, Practice Management, Venable LLP
 - [Tanea Foglia](#), Senior Director of Practice Management and CX, Davis Wright Tremaine LLP
- Sharing by other roundtable members**
- 1:45 – 3:00 pm **Roundtable Discussion and Report Outs**
- What are 2025 projects and challenges?
 - What's on the horizon beyond Gen AI?
 - Lessons learned from past few years around RTO, WFH, engagement, Gen Z, associate bonuses and more

Practice Group Professionals Roundtable

November 7, 2024 | Hybrid Meeting

Bradley LLP, ONE 22 ONE, 1221 Broadway Suite 2400 Nashville, 37201

10:00 – 10:30 a.m. **Kick-off / Breakouts for Introductions and Networking**

10:30 a.m. – 12:30 p.m. **How to Use Storytelling to Create Buy-in and Drive Change**

A highly-interactive experience with story expert Michael McRay designed to unlock the storyteller in every leader and to help you guide and influence others through storytelling. This can help you as a leader and supporting the practice leaders to lead change and buy in within your departments and practice groups. In this workshop, you will:

- Learn the science behind storytelling's impact
- Explore storytelling as a leadership structure to achieve buy-in and engagement in your practice groups
- Find the most effective narrative assets in your toolbox
- Activate your strategic story-thinking with hands-on materials
- Level-up your narrative intelligence

Each in-person attendee will receive one of Michael's books and other materials to assist in storytelling as a leadership tool.

Speaker: [Michael McRay](#) is an experiential coach & facilitator, keynote speaker, & award-winning author.

12:30 – 1:30 p.m. **Networking Lunch : Hattie B's Nashville Hot Chicken**

1:30 – 3:00 p.m. **Cultivating a Culture of Wellbeing and Leading a Thriving Practice Group or Team**

- Understand the research on well-being and work and life satisfaction
- Key elements for a thriving practice group or team – engagement, empowerment and more
- Five actionable strategies to help your team go from surviving to thriving
- Table group/breakout discussion – how can you apply these strategies in your group(s)

Speaker: [Candice Reed](#), Executive Vice President and Partner, Latitude, MAPP, Positive Psychology, Univ. of Pennsylvania; JD

3:00 – 3:15 p.m. **Break**

- 3:15 – 4:15 p.m. **Associate Engagement (Or How to Keep 60 people happy)**
Speaker: [Laurie Mittenthal](#), Practice Group Director, Ice Miller LLP
- Evolution of Practice Group Management**
Speaker: [Susan Raridon Lambreth](#), Founding Principal, LawVision
- 4:15 – 5:30 p.m. **Roundtable Sharing/Topics suggested in first breakouts**
- 5:30 p.m. **Wrap-up for Day**
- 5:30 – 7:30 p.m. **Reception**
Location: Proof, 300 12th Avenue S (13th floor of W Nashville)

Practice Group Professionals Roundtable

October 15, 2024 | Hybrid Meeting | Paul Hastings LLP, 200 Park Avenue, NY 10166

10:00 – 10:30 a.m.

Kick-off / Breakouts for Introductions and Networking

10:30 a.m. – 12:30 p.m.

Fundamentals of Driving Sustainable Practice Growth

As practice management professionals, you possess a wealth of sector, client, practice, and financial knowledge that can be instrumental in driving profitable revenue growth. In this interactive session we will delve into the fundamentals of devising an effective growth strategy focused on the development of service packages tailored to meet critical client business needs. Throughout the session, we will introduce our proprietary “growth loop” methodology, explore client segmentation, develop value propositions, and equip you with the necessary tools to create customized solutions.

To facilitate hands-on learning, we will engage in a stimulating case study exercise. Collaborating with your colleagues, you will design a client-centric solution for a specific target market segment, crafting tailored approaches, such as digital transformation, liquidity solutions, and strategic transactions, aimed at addressing high-value challenges and opportunities within a chosen market segment.

Guiding us through this session, we have two distinguished leaders in the legal vertical:

Speakers:

- [Kristan Morell](#), Chief Operating Officer, Manatt, Phelps & Phillips, LLP.
- [Wendy Bernero](#), Senior Advisor at Five Mile River Group and former Global Chief Marketing Officer at Baker McKenzie

Get ready to expand your practice management capabilities, drive revenue growth, and deliver exceptional value to your firm’s clients.

12:30 – 1:15 p.m.

Networking Lunch

1:15 – 3:00 p.m.

The Rules of Persuasion: Understanding and Mastering Persuasive Communications

Mastering the skill of persuasion can help you increase your effectiveness and make you a better speaker, negotiator, collaborator, and leader. This session teaches that persuasion is not a “soft skill” as is commonly believed; rather, persuasion is more like chemistry: it works in specific ways following rules that you can master with the right guidance and practice. Participants will learn what makes persuasion work in all forms of human communication and how that knowledge can make them better speakers, negotiators, collaborators, and leaders. Our speaker will outline the “rules” that make persuasion work and how to make them work for you. This will be a combination of lecture and small group/breakout discussion to discuss applications of the rules.

Speaker:

- [Carlos Alvarenga](#), researcher, coach, and author of *The Rules of Persuasion*

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| 3:00 – 3:15 p.m. | Break |
| 3:15 – 4:15 p.m. | Roundtable Member Presentations: Using Foundation for your Practice Group Activities <i>Speakers:</i> <ul style="list-style-type: none">• Julia Gill, Senior ALG Team Manager, Hunton Andrews Kurth LLP• Liz Collins, Labor & Employment Team Manager, Hunton Andrews Kurth LLP Building Buy-in for Practice Group Management <i>Speakers:</i> <ul style="list-style-type: none">• Kristin Rhodes, Director of Practice Management, Paul Hastings LLP• Victoria Doñé, Senior Practice Manager, Paul Hastings LLP |
| 4:15 – 5:15 p.m. | Roundtable Sharing/Topics suggested in first breakouts |
| 5:15 p.m. | Wrap-up for Day |
| 5:30 – 7:30 p.m. | Reception Location: Paul Hastings LLP |

Practice Group Professionals Roundtable

May 7, 2024 | Via Zoom

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|------------------------|---|
| 11:00 – 11:30 a.m. | Kick-off / Breakouts for Introductions and Networking – discussion of topics for later roundtable sharing |
| 11:30 a.m. – 1:00 p.m. | <p>Forming the Law Firm Associate of the Future: A Roadmap for Law Firm Professional Development Innovation</p> <p>During this era of unprecedented convergence of factors driving change in law firms—generative technologies, hybrid work environments, intergenerational teams, elevated client expectations, and divergent career pathways—how can law firms design new programming that supports and retains their newest attorneys while contributing value to the firm and its clients? Join us to hear from three legal education and lawyer formation experts as they explore how the changing landscape impacts associate skill development and offer concrete approaches firms can use to adapt programming.</p> <p>This session will explore what a comprehensive training program for the future should include, focusing on topics like:</p> <ol style="list-style-type: none">1. AI-literacy and legal tech workshops.2. Adaptability, resilience, prospection, and creativity as key skill sets for innovation.3. A hybrid work mastery series.4. Cultivating an entrepreneurial mindset.5. Applying design thinking for enhanced client services.6. Intergenerational collaboration programming. <p>Participants will leave the presentation equipped with new ideas and actionable strategies for their firms to organize and structure programs within which associates can continue to develop as the world around them continues to shape-shift.</p> <p>Speakers:</p> <ul style="list-style-type: none">• Alice Armitage, Professor & Director of Applied Innovation and Chief Executive Professor at LexLab, University of California, College of Law, San Francisco• Heidi Brown, Professor and Associate Dean for Upper-Level Writing, New York Law School, Author, <i>The Flourishing Law</i>• Jennifer Leonard, Founder, Creative Lawyers; Adjunct Faculty, Penn Carey Law School; former Chief Innovation Officer for Penn Carey Law School Future of the Profession Initiative |
| 1:00 – 1:15 p.m. | Break |
| 1:15 – 2:00 p.m. | Breakouts – Members will discuss the application of these topics to their firms and their roles for about 20 mins and then, breakouts will report back for commentary by the faculty teaching the session. |
| 2:00 – 2:45 p.m. | Roundtable Sharing/Topics suggested in first breakouts |
| 2:45 – 3:00 p.m. | Highlights for next meetings in September and November/ Wrap-up for Day |

Practice Group Professionals Roundtable

Akin Gump Strauss Hauer & Feld LLP

Robert S. Strauss Tower, 2001 K Street, N.W., Washington, DC 20006-1037

March 6, 2024

12:00 – 1:00 p.m.

Networking Lunch/Brief Introductions of Members

- Background on each firm's practice management structure/number of professionals
- Discussion of top challenges and issues for practice groups and practice management professionals in today's market
- Identification of topics for Roundtable sharing on Day 2

1:00 – 2:00 p.m.

Projecting Credibility and Confidence – Increase Your Impact

- Cultivate personal gravitas
- Recognize/prevent the “tells” of nervousness and intimidation
- Strike a balance between authority and approachability
- Demonstrate composure under pressure
- Avoid unintentional behaviors that may lower your status

Speaker: [Sasha Cox](#), Principal Trainer, Speech Skills LLC

2:00 – 2:15 p.m.

Networking Break

2:15 – 3:30 p.m.

Understanding Change Management: The Science of Change

Practice group professionals are actively involved in change management of various types within their groups and firm. This session will help you understand the factors affecting change and how you can navigate in light of those.

1. *Human nature, including human hardwiring and how the Survive and Thrive channels impact whether we embrace or resist change*
2. *The design and limitations of the modern organization*
3. *Proven strategies and principles for leading change*

Speaker: [Leslie Zemnick](#), Principal, Kotter Consulting

3:30 – 3:45 p.m.

Break

3:45 – 4:45 p.m.

Akin Gump Presentation – Practice Reorganizations from a Strategic and Operational Standpoint

Speakers:

- [Kerianne Barry](#), Director of Practice Management – Corporate
- [Lesley Rabbitt](#), Director of Practice Management -- Regulatory
- [Joanna Wolfe](#), Director of Practice Management – Advocacy

4:45 – 5:30 p.m. **Roundtable Discussion/Sharing (Topics suggested during introductions)**

5:30 p.m. **Wrap-up for Day**

6:00 – 8:00 p.m. **Reception/Drinks**
Proper 21
2033 K Street NW, 20006

March 7, 2024

8:30 – 9:00 a.m. **Continental Breakfast**

9:00 – 10:00 a.m. **Best Practices Presentations from Member Firms and Roundtable Sharing**
(Continuation of previous day and topics suggested during introductions)

10:00 – 10:15 a.m. **Networking Break**

10:15 – 11:30 a.m. **Generative AI and Digital Strategies**

This session aims to go beyond what Generative AI is to explain why it matters to law firms today by:

- Explore how Generative AI ties into larger law firm strategic planning
- Benchmark law firm Gen AI usage, attitudes and organizational priorities
- Determine what clients want from law firms around Gen AI and how to integrate it into practice group plans

Speaker: [Zach Warren](#), Technology & Innovation Insights Lead, Thomson Reuters Institute

11:30 a.m. – 12:00 p.m. **Reporting Out Roundtable Sharing**

12:00 – 12:30 p.m. **Networking Lunch**

Practice Group Professionals Roundtable

Via Zoom

September 13, 2023

11:00 – 11:20 a.m.

Kick-off / Breakouts for Introductions and Networking

11:20 a.m. – 12:45 p.m.

Best Practices for Practice Group Business Planning

- How to get buy in
- Developing the right kinds of goals
- Ensuring the key elements for effective plans
- Tracking execution and follow through

Speaker: Susan Raridon Lambreth, Co-Founding Principal, LawVision

12:45 – 1:00 p.m.

Break

1:00 – 2:30 p.m.

Essential Communication and Engagement Strategies for Practice Leadership Teams

"The biggest problem in communication is the illusion that it has taken place," George Bernard Shaw famously stated. This session will enable you to develop and implement communications and engagement strategies for your practice group that will provide clarity of purpose, build trust, facilitate collaboration, and inspire followership. These approaches will help your groups achieve their goals and plans.

Speaker: Wendy Bernero, Principal, Five Mile River Group LLC (former Global CMO, Baker McKenzie)

2:30 – 3:00 p.m.

Roundtable Sharing/Topics suggested in first breakouts

3:00 p.m.

Wrap-up for Day

Practice Group Professionals Roundtable

Via Zoom

June 7, 2023

11:00 – 11:30 a.m.

Kick-off / Breakouts for Introductions and Networking

11:30 a.m. – 1:15 p.m.

The Next Wave in Legal A. I. – The Latest About GPT / LLMs / Generative AI/NLP

Speaker: [Daniel Katz, J.D., Ph.D.](#), Professor of Law, Illinois Tech – Chicago Kent Law

Roundtable sharing about impact of AI/GPT on client work, hiring and more

1:15 – 1:30 p.m.

Break

1:30 – 2:30 p.m.

Roundtable Sharing and Presentations

- **Benchmarks or competency models – for practice groups and for practice group professional teams**
- **Talent trends – hiring, layoffs and deferrals**
- **Financial projections for 2023**
- **Key initiatives for PGs this year**

2:30 – 3:00 p.m.

Networking Break

3:00 p.m.

Wrap-up for Day



Practice Group Professionals Roundtable & Boot Camp

Paul Hastings LLP | 200 Park Avenue, New York, NY 10166

March 1, 2023

9:30 – 11:30 a.m.

Boot Camp Program: Practice Group Profitability Workshop

Speaker: [Mark Medice](#), Principal, LawVision

11:30 a.m. – 12:00 p.m.

Free Time

12:00 – 1:00 p.m.

Main Meeting Begins with Lunch

1:00 – 1:05 p.m.

Brief Meeting Introduction

1:05 – 2:05 p.m.

Citi Law Firm Group Report: Industry Trends, FY22 Financial Performance Review, and Outlook

Speaker: [Gloria Gomez-O'Rourke](#), Director Client Advisor, Law Firm Group, Citi Global Wealth at Work

Roundtable Member Q&A / Insights from Presentation

2:05 – 2:30 p.m.

Brief Introductions of Members

- Background on each firm's practice management structure / number of professionals
- Discussion of top challenges and issues for practice groups and practice management professionals in today's market
- Identification of topics for Roundtable sharing on Day 2

2:30 – 2:45 p.m.

Networking Break

2:45 – 4:45 p.m.

How Inspiration, Constraints, and Growth Mindset Can Fuel Your Practice Group's Future

Speaker: [Jennifer Leonard](#), Chief Innovation Officer and Executive Director, Future of the Profession Initiative, Penn Carey Law, Founder and CEO, Creative Lawyers

4:45 – 5:30 p.m.

Roundtable Discussion / Sharing (Topics suggested during introductions)

5:30 p.m.

Wrap-up for Day

6:00 p.m.

Reception / Drinks

Bookmarks

299 Madison Avenue @ 41st Street, 14th Floor, 10017



March 2, 2023

8:30 – 9:00 a.m.

Continental Breakfast

9:00 – 10:30 a.m.

Best Practices Presentations from Member Firm

[Kristin Rhodes](#), Senior Practice Manager and [Cassie Vertovec](#), Managing Director,
Practice Management and Innovation, Paul Hastings LLP

- Hear about Paul Hastings LLP's approach to and evolution of work allocation, from starting up their system in-house, to improving workflows and analytics around the data, building processes around staffing, and moving towards a longer-term technology solution and strategy.
- Using demand and productivity data to help Practice Chairs, Department Chairs, and Firm leadership to manage the firm more effectively

[Scott Peterson](#), Managing Director, Financial Institution Advocacy Group, Baker
Donelson Bearman Caldwell & Berkowitz PC

- The use of dashboards at Baker Donelson

[Mary Kate Driscoll](#), Director of Practice Management, Lathrop GPM LLP

- Individual Practice Plans

10:30 – 10:45 a.m.

Networking Break

10:45 a.m. – 12:00 p.m.

Roundtable Discussion / Sharing (Continuation of previous day and topics suggested during introductions)

12:00 p.m. – 12:30 p.m.

Networking Lunch

Practice Group Professionals Roundtable

Via Zoom

January 25, 2023

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|-------------------------|--|
| 11:00 – 11:15 a.m. | Kick-off / Breakouts for Introductions and Networking |
| 11:15 a.m. – 12:30 p.m. | Hearing the voice of the client: Do we have the attention span for it? – Interactive Session (presentation and breakouts to discuss) <i>Speaker: William Josten, Legal Market Innovations Insights Strategist, Thomson Reuters</i> |
| 12:30 – 1:15 p.m. | Highlights from Industry Trend Reports <i>Facilitated by: Susan Raridon Lambreth, Principal, LawVision</i> |
| 1:15 – 1:30 p.m. | Break |
| 1:30 – 2:30 p.m. | Driving Data-Driven Practice Management – Even if You Are Not Data Science Wizard – Scenarios for Pricing, Matter Management Leakage, and Profitability <i>Speaker: Mark Medice, Principal, LawVision</i> |
| 2:30 – 3:00 p.m. | Networking Break |
| 3:00 p.m. | Wrap-up for Day |