

LexisNexis Women in the Legal Profession Summit

Rainmaking, Negotiating and Collaborative Development

Co-Chairs:

Ruth Kahn, Esq.

Steptoe & Johnson LLP

Los Angeles

Marcia Pope, Esq.

Pillsbury Winthrop Shaw Pittman LLP

San Francisco

January 15, 2008

The Ritz-Carlton

San Francisco

Just \$595

Includes corporate roundtable
discussion, networking luncheon
and cocktail reception!

Registration Form

LexisNexis Women in the Legal Profession Summit, January 15, 2008, The Ritz-Carlton Hotel, San Francisco.

Register for the conference. Multiple attendees: please submit form for each attendee.

Multimedia CD of this conference for \$325. The CD includes audio recordings, written speaker materials and presentations. (U.S. & Canada: Please add appropriate sales tax to your order.)

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Registration Information

Registration Fee

The registration fee includes attendance at all conference sessions, a copy of the conference handbook on CD, continental breakfast each day, one luncheon, networking reception, coffee breaks and continuing education credit processing. The registration fee is \$595 for the first attendee.

Special Discounts*

- Additional registrants from the same firm or company—\$520 (save \$75)
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How to Register

Please register online at www.lexisnexis.com/conferences, call 1-800-632-5397, fax your registration form to 610-205-1167, e-mail conference@lexisnexis.com or mail your registration form with payment to LexisNexis, P.O. Box 7247-6167, Philadelphia, PA 19170-6167. Receipt of payment guarantees your registration. Walk-in registrations are welcome, however please call in advance to confirm availability. A \$75 service fee may be charged for any on-site registrations.

Cancellation Policy

Substitutions are welcome at any time. Registrants who are paid in full but do not attend the conference forfeit a refund or credit. Registrants who cancel up to 6 weeks prior to the conference date will receive a full refund. Registrants canceling from 3 weeks to 6 weeks prior to the conference date will receive a full credit toward another Mealey's Conference product. Cancellations made within 3 weeks prior of the conference date will be subject to a 50% administrative fee; the remaining amount will be credited toward another Mealey's Conference product. Credits must be used within six months of the date of issuance. LexisNexis Mealey's reserves the right to cancel any of its programs. Speakers, sessions and times are subject to change.

Conference Venue & Hotel Accommodations

The Ritz-Carlton Hotel is located at 600 Stockton Street, just minutes from Union Square and Fisherman's Wharf. Attendees should make reservations directly with the hotel by calling 415-296-7465. When making reservations, indicate that you are attending LexisNexis Women in the Legal Profession Summit, January 15, 2008. A block of rooms has been reserved for attendees at a rate of \$299 a night for a single or double room. The cut-off date for this rate is December 21st. After that date, this rate will be offered based on space availability. Please note, there is a limited number of rooms in our room block so make your reservations early.

For alternative hotels, please call us at 1-800-632-5397.

Special Needs

Should you have any special needs, please contact LexisNexis at least three weeks prior to the conference, to allow us time to make reasonable accommodations.

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*Cannot be combined with any other offer. Discounts do not apply to single or half-day registrations. For questions regarding discounts, please call Mealey's Customer Relations at 610-205-1000.

†Corporate discount not applicable to law firms, outside counsel, accounting firms, consulting groups or investment banks.

‡Approval pending at time of printing.

LexisNexis Women in the Legal Profession Summit

In 2006, *The New York Times*® reported that only 17% of partners at major law firms nationwide were women—and according to a National Association for Law Placement study, less than 5% were managing partners. In a recent survey, less than 15% of general counsel at Fortune 500 companies were women, according to the ABA. These statistics raise the question: Is the glass ceiling giving way in the legal industry?

At the **LexisNexis Women in the Legal Profession Summit: Rainmaking, Negotiating and Collaborative Development**, you'll hear about the techniques and approaches that successful female attorneys have employed to overcome the odds and achieve equal status in their firms or legal departments. And you'll hear from in-house speakers from Chevron, The Clorox Company, Starbucks Coffee, LexisNexis Examen and Union Bank of California. You'll get:

- Techniques for **overcoming gender bias** and improving the inclusion of women in practice
- Strategies for **leveraging your strengths** to create leadership and rainmaking opportunities
- A better understanding of what **work/life balance** is and ways to achieve it
- Insight into how others perceive your communication style and what you can do to translate it into **effective negotiating skills**
- Strategies for **attaining partnership and for succeeding** once you get there
- Insight from a **corporate roundtable** on how the panelists got where they are today
- **And much more**

From impressive speakers, including:

- **Linda Marks**, director of training and consulting, Center for WorkLife Law University of California, Hastings College of Law
- **Laurie Stein, Esq.**, senior vice president & general counsel, The Clorox Company
- **Patricia Gillette, Esq.**, Orrick, Herrington & Sutcliffe LLP
- **Silvia Garrigo, Esq.**, senior counsel, Chevron Corporation
- **Dawn Patrice Ross, Esq.**, senior vice president, Union Bank of California
- **Tina Bondy, Esq.**, corporate counsel, Coffee Master, Starbucks Coffee Company
- **Hon. Rebecca Westerfield (Ret.)**, JAMS

Led in their discussions by two extraordinary co-chairs:

- **Ruth Kahn, Esq.**, Steptoe & Johnson LLP
- **Marcia Pope, Esq.**, Pillsbury Winthrop Shaw Pittman LLP

In addition, a luncheon and a cocktail reception will provide opportunities for discussion of issues and strategies with colleagues and experts.

6+ CLE Credit Hours Available *

LexisNexis Women in the Legal Profession Summit

January 15, 2008

The Ritz-Carlton Hotel, San Francisco

A great opportunity for female attorneys to gain insight and learn tactics to move up the legal career ladder

Comments from attendees at our September summit:

“Excellent subject matter, organization and presentations!”

“The conference was excellent. As a young female attorney, I found the presentations very informative.”

“The conference was fabulous. It was very practical and one of the best I’ve been to. Every one of the presenters was excellent and conveyed extremely useful information and insights.”

“It’s an excellent idea—I really enjoyed it and the women I met. Please continue annually.”

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LexisNexis Women in the

January 15, 2008, The Ritz-Carlton, San Francisco

Tuesday, January 15, 2008

8:00 Morning Registration and Continental Breakfast

8:45 Introductory Remarks

Ruth Kahn, Esq., Steptoe & Johnson LLP, Los Angeles

Marcia Pope, Esq., Pillsbury Winthrop Shaw Pittman LLP, San Francisco

EARN CA ELIMINATION OF BIAS CREDIT

9:00 Women in the Legal Profession: A Look at Where We Are, What is Holding Us Back & How to Get to Where We Need to Be?

- Gender bias in the profession & within firms—the undeniable facts:
 - Law school admission trend changes
 - Women are coming to practice, but not to stay—why?
 - Analyzing the firm environment in relation to the corporate environment
 - Salary disparity and the glass ceiling
- Walking the walk, not just talking the talk: making the business case of gender equality in firms
- Defining the strategy for equalizing the treatment of women in the legal profession and overcoming gender-related leadership obstacles through a collective voice

Moderator: Nancy White, Esq., Steptoe & Johnson LLP, Phoenix

Patricia Gillette, Esq., Orrick, Herrington & Sutcliffe LLP, San Francisco

Ida Abbott, Esq., president, Ida Abbott Consulting LLC, Oakland, CA

Silvia Garrigo, Esq., senior counsel, Chevron Corporation, San Ramon, CA

10:00 Successful WorkLife Balance: Attorneys Share What Works for Them

- Figuring out what WorkLife balance means to you
- Reduced and flexible schedule availability and its treatment within the firm culture
- Negotiating an arrangement that will work for you, the firm and your clients
- Overcoming current practices and policies that hinder job satisfaction and professional growth
- Helping your firm assess the strength, weakness and success of its balance initiatives

Moderator: Linda Marks, director of training and consulting, Center for WorkLife Law University of California, Hastings College of Law, San Francisco

Margaret Niver, Esq., Pillsbury Winthrop Shaw Pittman LLP, San Francisco

Legal Profession Summit

Nate McKitterick, Esq., DLA Piper, East Palo Alto, CA

Genevieve Orta, Esq., Osterloh & Orta, LLP, Piedmont, CA

11:00 Morning Break

11:15 Transitioning to Partner

- Becoming the go-to lawyer at your firm and transitioning from “second chair” to “first chair” in your matters
- Learning to think like a leader, not a follower and the non-legal leadership opportunities within your firm and community that will advance your career
- The best business development opportunities for newly-minted partners, both internally and externally
- Taking the long view: sowing the seeds for future business growth
- The role of firm committees and your evolving involvement at firm functions
- Understanding the importance of the “bottom line”

Denise Field, Esq., Buchalter Nemer, San Francisco

Amee Mikacich, Esq., Filice Brown Eassa & McLeod LLP, Oakland, CA

Jennifer Landau, Esq., Sidley Austin LLP, Los Angeles

12:15 Networking Lunch

1:30 Rainmaking & Business Development for Women: Understanding and Managing the Impact of Gender on Your Career and Rainmaking Success

- Dissecting rainmaking: illustrating the distinction of marketing and selling
- What are the tools of successful female rainmakers?
 - Leveraging strengths to create leadership and networking opportunities
 - Pro bono work
 - Social connections
 - Finding new clients and expanding business with existing clients
- How to build and profit from mentoring relationships
- Defining a rainmaking style that is authentic to you
- Making your financial contribution and ensuring it is valued and compensated

Moderator: Jill Rose Kohn, Ph.D., Kohn Communications, Los Angeles

Laurie Sherwood, Esq., Walsworth, Franklin, Bevins & McCall, LLP, San Francisco

Ruth Kahn, Esq., Steptoe & Johnson LLP, Los Angeles

Cynthia Rowland, Esq., Coblenz, Patch, Duffy & Bass LLP, San Francisco

2:30 Effective Negotiating Skills for Women

- Understanding social perceptions and communication styles and their variance across gender
- Cultural and ethnic impacts at the negotiating table
- Various negotiating techniques
- Anticipating and reacting to different negotiating styles
- The top five most effective tools at the negotiating table

Barbara Rosenfeld, Esq., Mediator, Barbara L. Rosenfeld Mediation, Los Angeles

Katherine Steele, Esq., Stafford Frey Cooper, Seattle

Hon. Rebecca Westerfield (Ret.), JAMS, San Francisco

3:30 Afternoon Break

3:45 Corporate Counsel Roundtable

- The story of our professional success
- Analysis of the roadblocks faced, how we drove through them and our role today in women's issues
- A look at the foundations built within our legal departments
- What we look for when selecting outside counsel and how we use this process to promote our corporate ideals with firms

Moderator: Marcia Pope, Esq., Pillsbury Winthrop Shaw Pittman LLP, San Francisco

Mary Clark, Esq., Sacramento

Dawn Patrice Ross, Esq., senior vice president, Employee Relations Solutions Manager, Union Bank of California, N.A., San Francisco

Laurie Stein, Esq., senior vice president & general counsel, The Clorox Company, Oakland, CA

Tina Bondy, Esq., corporate counsel, Coffee Master, Starbucks Coffee Company, Seattle

4:45 Adjourn/Networking Reception

Updates Available

View agenda updates, speaker additions, available discounts, CLE information, registration information and more at our Web site:
www.lexisnexis.com/conferences

The Co-Chairs

Ruth Kahn is a partner in the Los Angeles office of Steptoe & Johnson LLP, where her practice focuses on the defense of oil and chemical companies in toxic tort and products liability cases, and environmental litigation. Ms. Kahn works closely with a number of nationally renowned experts, including epidemiologists, toxicologists and industrial hygienists to provide a highly skilled, comprehensive defense. Ms. Kahn's experience ranges from claims brought by a single plaintiff against a single defendant for exposure to a single product, to claims brought by dozens to hundreds of plaintiffs for exposure to dozens to hundreds of products. Frequently, multiple defendants in a given case retain Ms. Kahn's services on a shared basis as a testament to her ingenuity in structuring and managing complex litigation. Recently, Ms. Kahn and one of her partners obtained a defense verdict for a large petrochemical company in a toxic tort cancer case in Alameda County. Ms. Kahn has been identified as one of the Top 75 Women Litigators in the State of California and is on the Board of Governors of the Women Lawyers Association of Los Angeles.

Marcia Pope is a partner in Pillsbury's Employment & Labor law group, and employment counsel to the firm. She has been with the firm since 1986, focusing primarily on employment-related litigation. Particular areas of emphasis include defense of disability, age and sex discrimination, and harassment suits; wrongful termination; breach of contract; and employment-related torts. Other aspects of her practice include labor arbitrations, litigation of unfair competition and trade secrets disputes, and employer counseling on a variety of topics, including reasonable accommodation, Sarbanes-Oxley compliance and whistleblower allegations.

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Conference Faculty

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Tina Bondy, Esq.

Corporate Counsel, Coffee Master
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Genevieve Orta, Esq.

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Mary Clark, Esq.

Sacramento

Barbara Rosenfeld, Esq.

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Denise Field, Esq.

Buchalter Nemer, San Francisco

Dawn Patrice Ross, Esq.

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