

DEFINING AND DELIVERING GREATER CLIENT VALUE

Hosted by the Nevada ACC Chapter in Support of the ACC Value Challenge
Friday, October 8, 2010 – Las Vegas, NV
Co-Sponsored and Produced by Fennemore Craig and LexisNexis

AGENDA

- 7:30 – 8:30 a.m. Registration / Breakfast Buffet / Networking
- 8:30 – 8:35 Welcoming Remarks – Robert Solomon
- 8:35 – 9:05 Introduction by Michael Roster – Open Discussion
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- Marketplace Dynamics / The Need for Change
 - ACC Value Challenge – Aligning Value and Costs of Legal Services
 - The Big Picture – Is Change Really Happening?
 - What Does It Take? Re-engineering for Success
 - The Winners and the Losers
 - Continuous Improvement
- 9:05 – 10:15 Plenary Session: Value / Cost Alignment Case Studies
Co-Moderators: Michael Roster / Robert Solomon
Panelists: Michael Roster / Robert Solomon / Michael Cohen
Don Martin / Dick Mosher / Gayle Hyman
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- Success Examples
- Strategic Partnering – Recasting the Stanford Law Department
 - American Nevada’s Transactional Win-Win in a New York Minute
 - Positive Results from Harrah’s Entertainment Outside Counsel Summit
 - Gearing Up at Fennemore Craig – Managing Litigation as a Business, etc.
 - Early Case Assessment / Alternative Dispute Resolution at Loctronics
 - Driving Better Value-Cost Alignment at Las Vegas Sands Corp.
- 10:15 – 10:45. Mid-Morning Break
- 10:45 – 11:30. Small Breakout Groups: The Ethics of Value-Cost Alignment
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- Structured Discussions
- Spotting Ethical Issues in Alternative Fee Arrangements
 - The Hamburger Hypothetical – Designing the Ideal Law Firm
- 11:30 – 11:45 Plenary Session – Reports by Small Group Leaders
Michael Roster – Moderator
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- Highlights of Group Discussion / Insights Gained
- 11:45 – 12:00 Plenary Session – Next Steps Forward
Summary Comments by Michael Roster, Robert Solomon
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- What Have We Learned Today?
Suggestions for Ongoing Dialogue / Implementing Change Now