

## UPCOMING MEMBER EVENTS

**March 7, 2019**  
Deep Dive Luncheon  
“International Focus – India”  
Sponsored by Majmudar & Partners

**March 12, 2019**  
Monthly Luncheon  
Sponsored by Jackson Lewis

**April 10, 2019**  
ACC Value Challenge

**April 18, 2019**  
Happy Hour  
Sponsored by The Partners Group

**May 8, 2019**  
Corporate Counsel Awards Luncheon  
Presented by Atlanta Business Chronicle

**May 14, 2019**  
Monthly Luncheon  
Sponsored by Womble Bond Dickinson



### ACC Georgia 2019 Board Members

Back row: *Alison Danaceau, Guanming Fang Ray, John Herbst, Heather Asher, Tanya Hairston-Whitner, Will Fagan, Nancy Kumar, Matthew Girardot, Matt Morrison.* Front row: *Kathryn Hutton, Angela Frazier, Melloney Douce, Carrie Daniel Russell, Kristen Fancher.* (Not pictured: *Theo Ciupitu, Nathan Harwell, Benjamin Prevost*)

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## DEAR ACC GEORGIA MEMBERS:



*Angela Frazier*  
ACC Georgia President

I am excited about serving another year as president of the Georgia chapter of the Association of Corporate Counsel and look forward to working with our new board to provide many engaging and beneficial opportunities for our community of in-house counsel.

ACC aims to help corporate lawyers advance their careers, enhance their legal knowledge, form connections with other in-house counsel and serve our community. ACC offers opportunities for its members to achieve each of these goals by participating in our various events throughout the year. These events include our Monthly Luncheons at Maggiano's, which offer informative CLE sessions and a delicious free lunch; our Deep Dive Luncheons, which offer a CLE focused on a particular legal issue; our Women's Initiative events, which focus on women's issues but are open to attendance by men; our Street Law program, which helps high school students understand legal issues; our pro bono activities; our law school summer internship program, which offers rising 2L law students an opportunity to work in corporate environments; and our Leadership Development program, which provides guidance and direction on development of leadership skills. Most of these programs, along with many additional networking opportunities, are offered throughout the year at no charge to our members.

ACC Georgia's year of exciting programs is well under way with the support and participation of our strong and talented in-house legal community, sponsors and board members.

Here are the ACC Georgia board members for 2019:

- President: **Angela Frazier**, Assistant General Counsel, Cox Communications, Inc.
- President Elect: **Melloney Douce**, General Legal Counsel, Rolta AdvizeX Technologies, LLC
- Past President: **Nancy Kumar**, Senior Division Counsel at GCSolutions, Womble Bond Dickinson
- VP Sponsorship & Programs: **Alison Danaceau**, Legal Team Leader, Avolin, Inc.
- Co-VP Special Programs: **Theo Ciupitu**, General Counsel, Jack Cooper Transport Company, Inc. **Guanming Fang Ray**, Counsel, In transition
- VP Communications: **Nathan Harwell**, General Counsel, Rinnai America Corporation
- VP Strategic Initiatives: **Kathryn Hutton**, Associate General Counsel, OptumRx
- Co-VP Practice Groups & Leadership Development: **Will Fagan**, Senior Corporate Counsel, MagMutual Insurance Company. **Tanya Hairston-Whitner**, Assistant General Counsel, The Home Depot Inc.
- VP Outreach Initiatives: **Kristen Fancher**, Chief Legal Officer and General Counsel, Margaritaville Enterprises, LLC
- Secretary: **Matthew Girardot**, General Counsel and Corporate Secretary, Pivot Technology Solutions
- Treasurer: **Matthew Morrison**, General Counsel, DEKRA North America
- Board of Directors At Large: **Heather Asher**, General Counsel, and Corporate Secretary at CCUR Holdings, Inc.; **John Herbst**, Chief Legal Officer, HotSchedules; **Benjamin Prevost**, Chief Counsel, Retail, NCR; **Carrie Daniel Russell**, General Counsel, Huber Engineered Materials

I'd like to express my appreciation to our previous board members – Stephanie Allen, Elizabeth Thomas, Kimberly Holladay, Keith Henderson and Nicole Kibert Basler – for their hard work and dedication to our chapter of nearly 1,200 members.

The programs we provide to our membership are made possible by our generous sponsors, and we deeply appreciate their support. They are invaluable to our success, and we look forward to continuing our partner relationships and building new ones.

Finally, ACC Georgia gains its strength from its talented and diverse membership, and we thank you for your support and involvement.

We look forward to seeing you at our next event!

**Angela Frazier**

ACC Georgia President

Assistant General Counsel, Cox Communications, Inc.

## IN-HOUSE SPOTLIGHT

### Matthew Morrison

General Counsel & VP Corporate Development, DEKRA North America, Inc.



#### **Q. What do you like about working at DEKRA North America?**

DEKRA is a global company with a mission focused on safety. As a German association headquartered in Stuttgart, DEKRA reinvests its profits in its mission of being “The Global Partner for a Safer World.” While still a traditional for-profit company, it adds a sense of purpose that we are focused on safety as our mission.

#### **Q. What is your biggest legal challenge?**

The biggest challenge is ensuring that we successfully integrate all of our businesses. DEKRA North America offers a number of services, including automotive emissions checks, behavior-based safety consulting, medical device certification, nuclear reactor inspection, management auditing and training and heavy equipment inspections. Ensuring that my team can provide knowledgeable and excellent service to operating subsidiaries with a wide variety of legal needs is a constant focus.

#### **Q. What makes a successful leader?**

A leader should be judged on the quality of his or her team. Building a successful team means striking the right balance between mentoring and advising but also allowing those who work with you to learn on their own and grow without too much oversight.

#### **Q. What has been your involvement in a unique legal management effort or trend?**

We have a relatively small legal team, but we focused on hiring the right person to be our manager of legal operations. Bringing a traditional business operations focus to legal services is a growing and critical trend. The days of internal legal departments being a necessary evil that can manage their own affairs are dying, and the legal function needs to demonstrate its value, manage its budget and perform against key performance indicators, just like any other service providing an internal resource.

#### **Q. What is your best advice for outside lawyers?**

Don't lowball estimates. There is nothing more frustrating than having to explain to management why the legal department cannot properly forecast spend with outside lawyers. Nothing will make me find other counsel faster than consistent poor performance on forecasting.

#### **Q. What are you most proud of?**

I feel a sense of pride when our business leaders praise my team for its service and responsiveness.

#### **Q. What are your favorite words of wisdom?**

You always should be getting ready to go on vacation, be planning your next vacation or be on vacation. Our family loves to travel, and although it is hard to let go of the next legal challenge, I am always ready for my next getaway to rest and recharge.

#### **Q. What keeps you busy outside of work?**

Cooking and acting as one of two parental taxis for my two children's activities, which include music (drums and cello), theater and sports.

#### **Q. What is your favorite travel destination or place you hope to visit?**

My favorite travel destination is always the next place that I have never been, whether it is for business or pleasure!

#### **Q. What would you like to share about your family?**

I am married to a lawyer (a former litigator, no less), and having two attorney parents has certainly taught my kids to advocate for themselves (sometimes too much).

#### **Q. What would you be if you weren't a lawyer?**

I would almost certainly be running a beachside breakfast and lunch place with a catchy name like “Admiral Snack Bar.”

## **6 Presentation Skills Top Corporate Attorneys Live By**

*By Rob Sherman, Esq.*

Why is it that some attorneys can hold their corporate audiences in the palms of their hands, while for others speaking to any size group is a painful experience — for them and their listeners? You've undoubtedly seen brilliant corporate attorneys who not only know the law but who also are able to convey their thoughts in a way that is distinctly more effective than other lawyers.

As an attorney, you have opportunities every day to make presentations that demonstrate your leadership abilities. You are constantly selling yourself, your company or other organization in which you are associated.

The following six common-sense presentation skills are what the best attorney-speakers live by. Implement these techniques to set yourself apart from the crowd.

#### **1. Recognize that speaking is an acquired skill.**

Just like any other learned skill, becoming an effective presenter takes practice. No matter where you speak, whether formally or informally, a commitment to learning and the dedication to practice is required.

#### **2. Adequately prepare for each presentation.**

Speaking before any group is an opportunity to demonstrate leadership qualities. You must prepare for every opportunity.

#### **3. Start and end strong.**

In any presentation – even those made before corporate boards – you can begin with a powerful statement rather than wading in slowly. As you prepare your next presentation, look for ways to begin with a provocative statement, a rhetorical question, a surprising fact, an interesting quote, a news headline or a story related to your topic. Make your ending as strong as your beginning. Conclude with a call to action, a story related to your theme or a summary of your presentation.

#### **4. Use your own stories.**

You may not think of adding stories to your presentations, but you have so many interesting stories to tell. Some of your best stories may come from family situations. For instance, you could end a staff meeting with an anecdote about life's lessons learned from your 1-year-old son and how he helps you focus on what is important in life. These powerful stories transform many lawyers into leaders.

#### **5. Speak in your natural speaking style – and project.**

Think of the attorney-speakers whom you most admire, and you'll find that many of them do not have professional speaking voices. Instead, they speak naturally, conversationally and project. Projection is critical. When I work with small groups of attorneys and executives on their speaking skills, projecting rectifies many problems. If you tend to speak quietly, assemble a small group of friends and speak in a voice that you believe is yelling. Your friends will tell you that you are projecting ... not yelling.

#### **6. Use silence instead of “filler” words.**

We've all sat through meetings counting the times the speaker has used extraneous filler words, such as “um,” “you know” or “OK.” Very often, the presenter is unaware of the distraction that his or her nervous habit creates. Instead of using these filler words, use silence instead. Silence allows your listeners to process your words. The best corporate communicators know that strong presentation skills are directly related to their overall career success.



# THANK YOU TO OUR SPONSORS AND PARTNERS

The Association of Corporate Counsel Georgia Chapter would like to recognize its sponsors and partners who have made possible a robust slate of special events and programs over the past year. Without their contributions, we would not be able to deliver the quality programming that our chapter members have come to enjoy. We deeply appreciate their generous support.

- Arnall Golden Gregory LLP
- BakerHostetler
- Blake, Cassels & Graydon (U.S.) LLP
- Bodker, Ramsey, Andrews, Winograd & Wildstein, P.C.
- Bondurant Mixson & Elmore LLP
- Bryan Cave Leighton Paisner LLP
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- Eversheds Sutherland (US) LLP
- Fish & Richardson
- FordHarrison LLP
- Freeman Mathis & Gary, LLP
- Herbert Smith Freehills New York LLP
- Jackson Lewis
- Kilpatrick Townsend & Stockton LLP
- King & Spalding LLP
- LawDocsXpress
- Legility (formerly Counsel on Call)
- Meunier Carlin & Curfman LLC
- Nelson Mullins Riley & Scarborough LLP
- Ogletree, Deakins, Nash, Smoak & Stewart, P.C.
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- Poston Communications LLC
- Pro Bono Partnership of Atlanta
- PwC
- Smith, Gambrell & Russell LLP
- SMITH LLC
- Squire Patton Boggs
- Stanton Law LLC
- Taylor English Duma LLP
- Wargo French
- Womble Bond Dickinson LLP

In addition, we would like to thank our sponsors of recent luncheons and events:

November 13, 2018 – Leadership Series – Smith, Gambrell & Russell – "Emotional Intelligence"

December 11, 2018 – Monthly Luncheon – Meunier Carlin & Curfman – "Managing Open Source Software"

December 11, 2018 – Women’s Initiative Event – Bodker, Ramsey, Andrews, Winograd & Wildstein, Kilpatrick Townsend, Ogletree Deakins, Taylor English, LawDocsXpress – "Speak Easy and Celebrate 2018!"

January 15, 2019 – Monthly Luncheon – Parker Hudson Rainer & Dobbs – "2019 Legal Snapshot"

January 30, 2019 – Networking Event – Legility

February 8, 2019 – BMW Performance Driven CLE – Ogletree Deakins – "Conducting Effective Internal Investigations and Navigating the In-House Counsel Dual-Hat Dilemma"

February 19, 2019 – Monthly Luncheon – Polsinelli

Also, ACC Georgia extends a special thank you to Alison Danaceau, legal team lead at Avolin, for serving as our chapter photographer, and Poston Communications, for production of our newsletter, public relations and other activities.





## FROM OUR EVENT SPONSOR

### Litigation Finance: A New Tool to Add Value in Pursuing Claims

By Ron Coleman

Parker, Hudson, Rainer & Dobbs LLP

Litigation is a reality for most businesses, but spending money on a lawsuit is no one's favorite use for a company's limited financial resources. Inside counsel also face constant pressure to contain outside legal costs and create innovative ways to structure counsel relationships that enhance value. In the right case, litigation finance can be one answer to these challenges.

In the most common form of litigation finance, a third-party funder provides capital to a claim holder to cover attorneys' fees and other litigation expenses. In return, the funder gets back its capital plus an agreed portion of the proceeds if the claim is successful. However, the financing is nonrecourse – if there is no recovery, there is no obligation to pay back the funds.

The benefits of using litigation finance to cover the costs of pursuing a significant claim include:

- Giving a company an alternative way to fund the pursuit of meritorious but discretionary claims.
- Allowing a cash-strapped company to bring claims it otherwise financially could not have pursued.
- Freeing up company funds to use for investment in the business or other purposes which have more immediate returns.
- Avoiding the negative accounting treatment of paying legal fees out of current income (thus an immediate expense) but not being able to record a corresponding asset due to the contingent nature of the legal claim.
- Creating a "contingency-like" arrangement with outside counsel, thus aligning counsel's interests more directly with those of the company.
- Reallocating part of the risk of bringing the claim to the funder.

Litigation finance has become widely accepted and used for large-dollar commercial and intellectual property disputes in recent years as certain legal and ethical concerns have been overcome. Funding contracts make clear that the client retains sole control of litigation decisions, including settlement. The trend in court decisions is to refuse disclosure of funding arrangements in most circumstances and to protect communications with funders as privileged. While a few states have issued ethics opinions disallowing litigation finance arrangements, most states that have addressed the issue have approved the concept.

The criteria for a good litigation finance case are similar to a good contingent fee case: a strong likelihood of proving liability, a large amount of provable damages and a solvent defendant from which to collect. The potential recovery must be large enough that the client is willing to trade a material portion of the recovery for the benefit of not having to use current income to pay for the litigation.

Litigation finance is not appropriate for every case, but it can be a valuable tool in the right case. Companies should make sure their outside counsel are both knowledgeable enough to assess whether a dispute is a candidate for litigation finance and open to participating in such an innovative arrangement when doing so will add value for the company.

*Ron Coleman, head of the Litigation Practice group at Parker, Hudson, Rainer & Dobbs LLP, is a trial lawyer who focuses his practice on complex business litigation, intellectual property disputes, and franchise and distribution litigation.*

### 7 Tips for Negotiating Software as a Service Agreements

By David B. Darden

Parker, Hudson, Rainer & Dobbs LLP

Almost all businesses are now users of software as a service. It is vital for corporate legal departments to support their IT departments in negotiating these agreements. In doing so, consider these critical aspects:

#### 1. Don't assume you can't negotiate.

Often, even sophisticated businesses assume that the nonprice terms of a SaaS agreement are as non-negotiable in a business-to-business context as they are in a consumer context. While the flexibility of the vendor will vary based on the business importance of getting the deal done, do not assume that the user is stuck with the vendor's form agreements.

#### 2. Understand the business use.

It is difficult or impossible to provide good advice on the terms of a SaaS agreement without a good understanding of the intended use of the service, the kind of data that will be involved, the sensitivity of the business to interruptions or malfunctions and the other risks involved. Spend a few minutes talking to your IT personnel and any business stakeholders about the software for which they are about to sign up.

#### 3. Describe the service.

Once you understand what this service is fundamentally intended to do, make sure the agreement reflects this. A promise that the service will "comply with the documentation" but in which documentation can be edited at will by the vendor is common – and largely meaningless.

#### 4. Pay attention to liability limitations and indemnifications.

As SaaS services become deeply integrated into the core operations of your business, the risks related to those services increase. Most standard vendor agreements, however, limit remedies for things such as loss of data, malfunctions or even third party claims by your customers to amounts that are trivial in comparison to the exposure. Read and negotiate these provisions carefully.

#### 5. Specify data ownership and right of return.

Data ownership, data use and data privacy are complex and rapidly evolving topics. Your SaaS agreements should always make clear that the data your client places into the service belongs to the client, not the SaaS vendor.

#### 6. Think about renewal from day one.

Once your business has integrated a SaaS provider into its workflows and has large volumes of data loaded, changing SaaS providers may be very challenging. Aggressive vendors may try to use this difficulty to force renewals at dramatically higher prices or with other unfavorable terms. Consider including renewal pricing or price limits in your agreements.

#### 7. Have an exit strategy in mind.

Despite the difficulty of changing providers, it is almost certain that your client eventually will want to make a change. Carefully consider what mechanisms should be included in the SaaS agreement to ensure a smooth transition, return of all your data and any other steps necessary to make a change.

*David B. Darden is a partner at Parker, Hudson, Rainer & Dobbs LLP in Atlanta. He advises clients on software licensing and software service agreements, in addition to assisting clients with disputes regarding technology and health regulatory litigation needs.*

*The ACC Georgia Chapter welcomed Parker, Hudson, Rainer & Dobbs attorneys to its monthly luncheon on January 15 to present "Hot Topics for In-House Counsel in 2019," including litigation finance, IT vendor contracts and the Telephone Consumer Protection Act. Pictured from left, ACC Georgia Vice President of Sponsorship & Programs Alison Danaceau, Parker Hudson Partner Ron Coleman, ACC Georgia President Angela Frazier, and Parker Hudson Partners Nancy Baughan and David Darden.*





## FROM OUR EVENT SPONSORS

### TCPA Update: FCC Announces Reassigned Number Database Aimed at Reducing Wrong Number Calls

By Nancy H. Baughan

Parker, Hudson, Rainer & Dobbs, LLP

The Telephone Consumer Protection Act was enacted in 1991 in response to advances in telemarketing technology and provides significant statutory damages for violations. The FCC has the rulemaking authority and is responsible for implementation.

Consent by the called party is key to many TCPA provisions. Because the FCC has interpreted the “called party” as the current subscriber to a telephone number, calls made to a number that has been reassigned to a new subscriber present one of the most troublesome compliance aspects for callers covered by the TCPA.

In a July 2015 ruling, the FCC announced that, after a single call “safe harbor” to the reassigned number, callers would be subject to TCPA liability for continued calls without the consent of the current subscriber — even absent actual knowledge of the reassignment.

The D.C. Circuit vacated the one-call safe harbor in its 2018 decision in *ACA International v. FCC*, leaving callers, the courts and the FCC to grapple with how to address calls made to reassigned numbers.

On December 12, 2018, the FCC adopted its Second Report and Order approving the creation of a centralized database intended to reduce wrong-number calls to reassigned numbers. The database, which will be updated monthly, will collect information from service providers to track the last date that a number was permanently disconnected.

The FCC has not yet announced a launch date, and it is likely to take at least a year for the FCC to select an administrator and create the database. The delay, however, should allow companies to review their TCPA compliance protocols and prepare to use the database to track disconnected numbers.

To get the most out of the database, callers will need to track internally the date of last contact or the last date on which the caller was confident it could reach the customer at the given number. Callers will need a date certain to query the database, which will simply produce a “yes,” “no” or “no data” to reveal whether the number has been permanently disconnected since that date certain.

The FCC anticipates that there will be a fee for users to access the database. But companies that regularly scrub their calling lists should be able to take advantage of the new safe harbor (replacing the one-call safe harbor) and will not incur TCPA liability if their query fails to reveal the permanent disconnection of a customer’s number.

This is an excellent time for callers to evaluate their protocols for:

- Scrubbing numbers – The new safe harbor only applies if the caller uses the reassigned number database, not other commercial vendor solutions or subscriber databases.
- Tracking dates of contact with customers – Callers will need the date to query the database.

*Nancy Baughan, a partner in the Litigation Practice group at Parker, Hudson, Rainer & Dobbs, LLP, represents public and private companies in a wide-range of business litigation matters, including TCPA disputes.*



### Ogletree Deakins Puts Legal Education on Fast Track at BMW Performance Center

The Atlanta and Greenville offices of Ogletree Deakins partnered with the Association of Corporate Counsel Georgia Chapter to provide a continuing legal education experience that belongs on a bucket list. On February 8, more than 130 in-house attorneys from the metro Atlanta area traveled in executive buses to the BMW Performance Center in Greer, South Carolina, where they spent the afternoon bonding over adrenaline-fueled driving that nearly defied physics.

Attendees explored the BMW Zentrum and enjoyed a catered lunch before embarking on the ultimate driving experience, which included four exciting, one-of-a-kind tracks and a hot lap with a professional driver. They drove a variety of top-of-the-line BMW vehicles and got tips from professional drivers on handling off-road and at high speeds. Networking was a theme of the day, as attendees partnered up at each track and switched

between the driver and passenger seat to enjoy the experience from all angles.

Ogletree Deakins attorneys presented CLE programs on the bus rides to and from the BMW Performance Center, providing attendees up to three CLE credit hours. On the bus ride from Atlanta to Greer, Greenville attorneys Ashley Cuttino, Mike Shetterly and Penny Wofford discussed best practices for in-house counsel in equipping internal teams for and providing guidance during internal investigations.

On the way back to Atlanta, Atlanta attorneys Greg Hare, Nathan Allen and Ruth Michels discussed the in-house counsel dual-hat dilemma, covered the related ethical standards and offered best practices for navigating this problematic area. Beverages and hors d'oeuvres were passed around during the last leg of the bus ride back to Atlanta, capping off an exhilarating and action-packed day.



EVENT PHOTOS



Spring Briefs

ACC Xchange: The Mid-Year Meeting for Advancing Legal Executives

This reimagined conference from April 28-30 in Minneapolis combines ACC’s Mid-Year Meeting and Legal Operations Conference into one powerful event. Attendees will find trailblazing programs, content, training and networking all in one place, at one time. Register today for a cutting-edge mix of advanced-level education at [www.acc.com/xchange](http://www.acc.com/xchange).

Are You Prepared To Comply With New State Privacy Laws?

Rapidly growing data privacy regulations from California to New York make you accountable for all third-party service providers that access, process or store your company’s personal data. Download the case study on Plaza Home Mortgage and the ACC Vendor Risk Service. Visit [www.acc.com/VRS](http://www.acc.com/VRS) for more information.

2019 ACC Europe Conference: Registration Now Open

Join your in-house colleagues from across Europe in Edinburgh from May 12-14 for the ACC Europe Annual Conference. This year’s theme is “Being a Change Agent in Disruptive Times,” and three dynamic program tracks will give you the opportunity to broaden the skills necessary to succeed in today’s legal environment. Early-bird rates end March 22. Register today at [www.acceurope2019.com](http://www.acceurope2019.com).

Call for Topics and Speakers!

We are here to serve and would love to know what programming topics you want to hear about. All suggestions are welcome.

We are collecting names of chapter members who would like to join CLE panels, be interviewed for newsletter, newspaper and magazine articles or take advantage of other opportunities to share their wealth of knowledge on a legal topic or experience in-house. Opportunities for national or international exposure are available from time to time.

Do you have topic ideas or are you interested on being on a list of chapter thought leaders? Please contact Connie Swindell-Harding at [georgia@accglobal.com](mailto:georgia@accglobal.com) with your preferred topics, contact information and subjects of interest.





MAY 8 | 11:30 AM-1:30 PM | Twelve Atlantic Station

# Great Companies deserve Great Counsel

Join us as we honor the best and the brightest in-house counsel! Atlanta Business Chronicle and the Georgia Chapter of the Association of Corporate Counsel present the sixth annual Corporate Counsel Awards. This awards luncheon highlights the outstanding work done by in-house counsel and emphasizes the value these professionals add to their organizations' bottom lines.

## LIFETIME ACHIEVEMENT

**SANDERS GRIFFITH** | *General Counsel And Chief Legal Officer, TSYS*

## COMMUNITY CHAMPION

**EVAN GLOVER** | *Law Vice President, Chief Counsel of Software and Services and Chief Privacy Officer, NCR Corp.*

## DEALMAKER

**NILS OKESON** | *General Counsel, Inspire Brands*

## DIVERSITY CHAMPION

**MONICA DOUGLAS** | *General Counsel of North America, The Coca-Cola Co.*

## GENERAL COUNSEL - LARGE LEGAL DEPARTMENT

**TERESA ROSEBOROUGH** | *General Counsel and Corporate Secretary, The Home Depot Inc.*

## GENERAL COUNSEL - SMALL LEGAL DEPARTMENT

**DAN MCDEVITT** | *General Counsel and Corporate Secretary, HD Supply*

## RISING STAR

**ADWOA GHARTEY-TAGOE SEYMOUR** | *Assistant General Counsel, Cox Enterprises*

## SPECIALIST COUNSEL

**JEREMIE BEAUDRY** | *Chief Compliance Officer, Bitpay Inc.*

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