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BE A DEALMAKER NOT A SALE BREAKER

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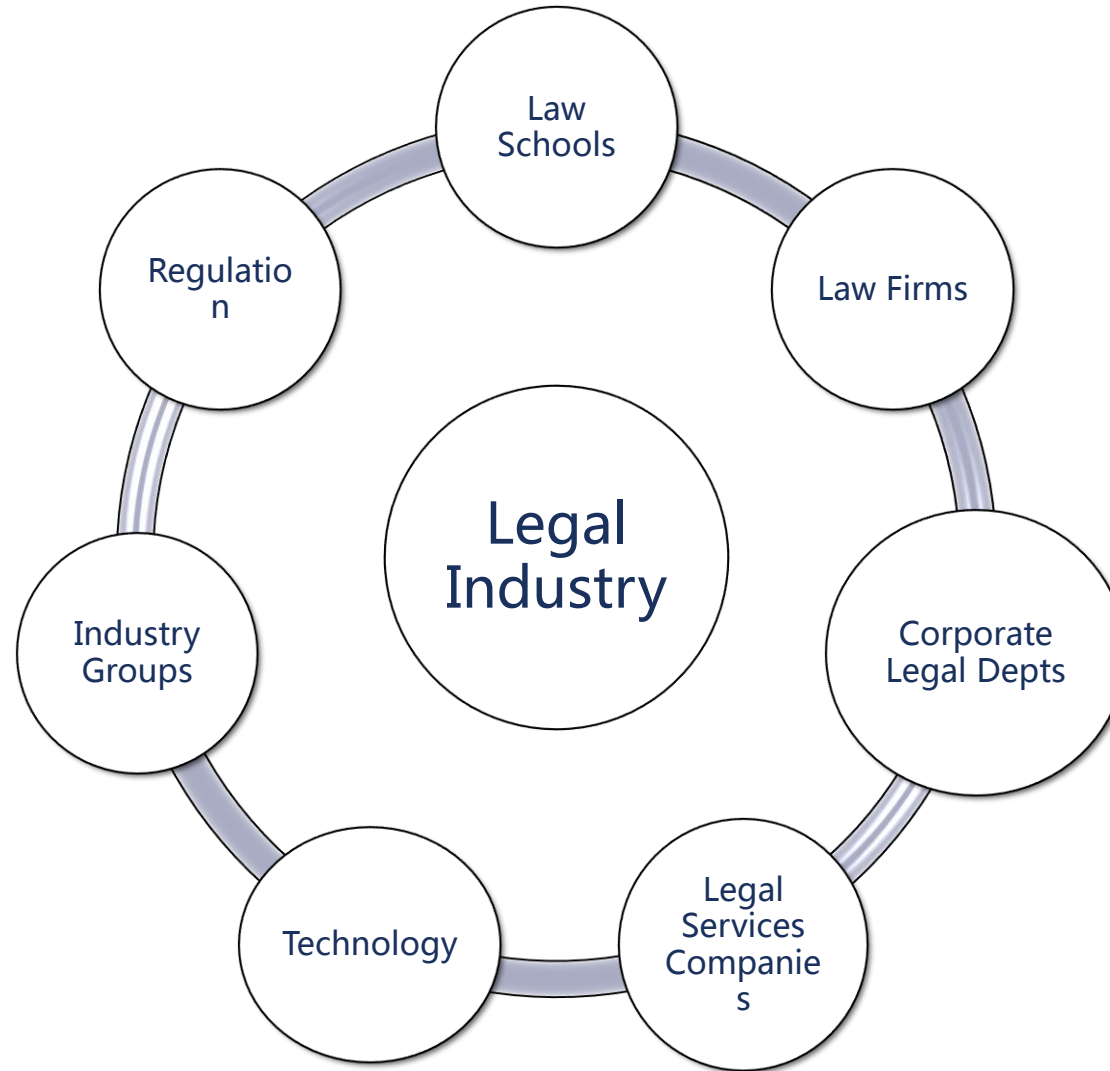


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April 24, 2019 In-House Counsel Conference

LEGAL IS UNDER PRESSURE



LAWYERS AS PARTNERS



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THE SKILLS LAWYERS NEED

- ✓ Business Savvy
- ✓ Operational Excellence
- ✓ Smart Risk-Taking
- ✓ Tech Embracer

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BUSINESS SAVVY

- Basic Financials
- Data Analytics
- Project Management
- Resource Allocation



OPERATIONAL EXCELLENCE

All about the "HOW"...

1. How does the work flow between legal and business?
2. How does the attorney perform the work?
3. How do we know if it is working well?
4. How are we tracking?
Measuring?

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DETOUR... SMART RISK TAKING



Stop Saying "What If?"

Start Saying "So what?"

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EMBRACING TECHNOLOGY

- ✓ Enablement
- ✓ Freedom
- ✓ Delegation
- ✓ Consistency
- ✓ Speed
- ✓ Data



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Q & A

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THANK YOU!



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