



KEY CONSIDERATIONS AND SUCCESS STRATEGIES FOR TODAY'S IN-HOUSE COUNSEL

PRESENTED BY
KENDALL MILLS, LIZ EPSTEIN & ZACK RAIMI



YOUR PRESENTERS



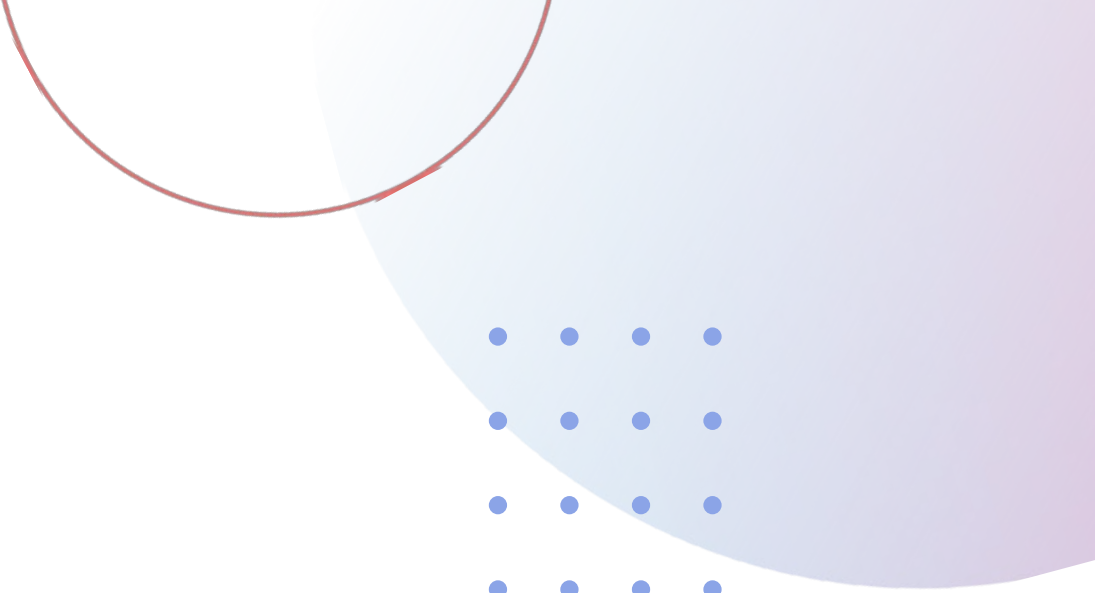
Kendall Mills
Head of Ethics and
Compliance,
Americas at JLL



Liz Epstein
Deputy General
Counsel and a
Principal at Grant
Thornton



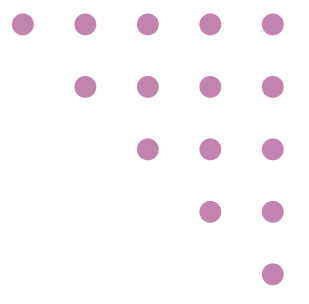
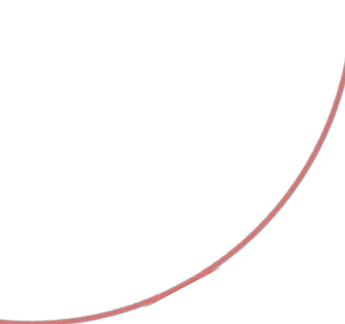
Zack Raimi
General Counsel at
CoolSys



How do you build relationships
and credibility with business
partners and internal clients?

Taking into consideration:

- National or remote teams
- Making sure you are consulted early in the decision making process



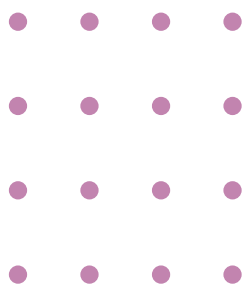
How do you balance risk mitigation with business enablement, being less of a gatekeeper and more of a business enabler?

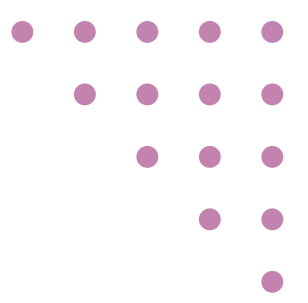
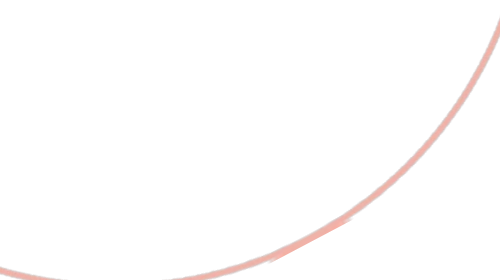
- Not being the voice of “No”
- What is the goal trying to be achieved?



What are the top “hard” skills that you need to be successful in house?

- Large legal team vs. small legal team
- What soft skills can help you be successful in those?





How can you develop your in-house team to be prepared for future needs?

- Developing the skills of the current team
- Planning one - three years out

How do you keep on top of
ever-changing regulations and
new laws?



Privilege



Executive Orders




What resources are out there?



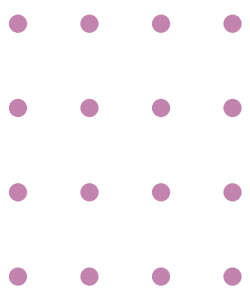
How are your legal teams using or exploring the use of AI?

- New AI Contract Tools
- Copilot and other internal tools



How do you manage your in-house career when the path for advancement is not always clear or linear?

- What does success mean to you?
- Internal vs. External growth



QUESTIONS ?

