

# Vision Statement

## **ACC San Diego Vision:**

**“Building connections among in-house counsel and their community to foster engagement, education and excellence in a dynamic and inclusive environment.”**

## **ACC San Diego will accomplish its vision by:**

- Creating professional and social opportunities to build meaningful relationships
- Empowering in-house counsel in their professional development through education and peer-to-peer mentorship
- Seeking to improve our community through charity, outreach and inclusion
- Using innovative strategies to increase brand visibility in a dynamic market

# SD-ACC Board of Directors & Advisors

Accenture Federal Services

Acer America Corp.

American Counsel on Exercise

AMN Healthcare

Arena Pharmaceuticals

BestBuy

Callaway Golf

CareFusion Corporation

Celgene

Conatus Pharmaceuticals

DexCom

Enghel Green Power North America

Gafcon, Inc.

GenomeDx Biosciences Corp

Heron Therapeutics, Inc.

Mitchell International

Japan Display

Jack in the Box

Neurocrine Biosciences

Organovo

Plaza Home Mortgage

Qdoba

Qualcomm

ResMed

Rick Engineering Company

San Diego Padres

Sony Corporation of America

Thermo Fisher Scientific

ViaSat

VisiQuate

WiMAX Forum

Cubic

# Killing It - Maximizing ACC Sponsorship

- MCLE Programs
- Networking Events
- Community Focused Activities

# 11 Secrets for MCLE Programs

1. Tell us your program EARLY (*3 months in advance*)
2. Catchy Titles/Overviews: “Game of Thrones in the C-Suite – Career Killer is Coming”
3. Practical Lessons - avoid academic
4. Handouts - ready to use “forms, emails, contract provisions et al”
5. Introductions and networking opportunities
6. Avoid death by a 1000 Power Points (or even 20!)
7. Choose Speakers – Diverse and Lively
8. Engage with real world hypotheticals, problems and solutions
9. Easy to attend – location, times, lunch or cocktails?
10. Caution: Q&A – Is it pertinent to all? Be open to email questions
11. **Professional Development and Mentoring Programs!!!**

# Professional Development & Mentoring

## ➤ In-house lawyers are requesting more concrete career development pathways

- What are the steps that I need to take now in order to increase my chances at becoming a successful general counsel
  - Critical relationships
  - Skillsets
  - Differences in expectations for in-house counsel vs. outside counsel
- Looking for mentorship from all sources- General counsel, business leads and outside counsel
  - General counsel should appreciate outside counsel taking an active role in the development of in-house attorneys
    - Helps expand law firms relationships with client and creates future opportunities for the law firm
    - Important to build a relationship of trust early in an in-house attorneys career- when asked to make more risk based decisions they will go back to the source they trust
  - Everybody thinks they are ready for the General Counsel role until they get it
    - Strong mentorship can really help an attorney quickly find their footing even in the most challenging of environments- e.g. “cut-throat” corporate politics

## ➤ Mentorship opportunities go both ways

- Talk to your clients about mentoring young associates
  - What are the things that GCs look for in outside counsel?
  - What makes a client pitch more effective?
  - Budget considerations?