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Are Those Clients Really Portable?

Speakers:

Valerie Fontaine - Partner, SeltzerFontaine Legal Search Consultants, Los Angeles, CA

Valerie Jackson - Senior Advisor to the Management Committee and Firmwide Director of Diversity & Inclusion, K&L Gates, Irvine, CA

Karen Kaplowitz - President, The New Ellis Group, New Hope, PA

Sherry Williams - Vice President, Deputy General Counsel & Global Chief Compliance Officer, Jabil Inc., St. Petersburg, FL

Links to resources:

ABA Resolution 113: <https://www.americanbar.org/diversity-portal/diversity-inclusion-360-commission/diversity-survey.html>

By Valerie Fontaine: “Writing an Effective Business Development Plan”
<http://www.seltzerfontaine.com/the-search/assessing-your-marketability/writing-effective-business-development-plan/>

By Karen Kaplowitz:

“Putting Clients First on Lateral Moves” <http://www.newellis.com/PDFs/2015/NewEllis-042015.pdf>

“Avoiding Lateral Fatigue” <http://www.newellis.com/PDFs/2014/March32104.pdf>

“Lateral Fatigue: the Clients’ Perspective” <http://www.newellis.com/PDFs/2014/February172104.pdf>

By Joe Raffie: “Research: Are Clients Loyal to Your Firm, or the People in it?”

<https://hbr.org/2017/01/research-are-clients-loyal-to-your-firm-or-the-people-in-it>

By Mike Roster, Chairman, ACC Value Challenge Steering Committee, Association of Corporate Counsel:
“Client Concepts of Value When an Attorney Changes Law Firms”

<https://m.acc.com/valuechallenge/resources/loader.cfm?csModule=security/getfile&pageid=1456939&page=/valuechallenge/index.cfm&qstring=&title=Client%20Concepts%20of%20Value%20When%20an%20Attorney%20Changes%20Law%20Firms&recorded=1>