18th Annual Law Firm Leaders Forum

The Coming Revolution in the Delivery of Legal Service: The Changes, The Implications, How to Prepare

October 17 – 18, 2013
Westin Times Square
New York, NY
Price - $2,295

Register Today
1.800.308.1700

2013 Keynote Speaker on the coming revolution

Richard Susskind, OBE
Author, Speaker and Independent Advisor

Professor Richard Susskind, OBE is an author, speaker and independent adviser to international professional firms, in-house counsel, and national governments. His primary area of expertise is the future of legal services, with particular reference to the impact of information technology.
8 – 8:45 AM

Continental Breakfast and Registration
Hosted by: LAWYERS TRAVEL

8:45 – 9 AM

Welcome and Opening Remarks

9 – 10:30 AM

The Coming Revolution

We begin this year’s program with a provocative and interactive examination of the causes, elements, and ramifications of the profound changes underway in the delivery of legal service. Richard Susskind, perhaps the world’s leading futurist of the law, will set the tone for the program by articulating his vision for a radically different legal landscape in the years ahead: changed client expectations, technological disruption, disaggregation, new providers of legal service competing to meet client demands, new business models for law firms, and new roles and careers for lawyers. Three highly successful law firm leaders weigh in from the perspective of actual experience on the ground in a candid exchange with Professor Susskind.

Moderator: Ralph Baxter, Chairman Emeritus, Orrick, Herrington & Sutcliffe LLP
Presenter: Richard Susskind, OBE, Professor, Oxford University, University College and Gresham College
Panelists: Michael Blair, Presiding Partner, Debevoise & Plimpton LLP
Robert Dell, Global Chair and Managing Partner, Latham & Watkins LLP
Gregory B. Jordan, Managing Partner, Reed Smith LLP

10:30 – 11 AM

Break

11 AM – 12 PM

Significant Change Already has Occurred on the Revenue Side of the Ledger: Our Annual Report on Law Firm Economics

This year’s report on law firm economics focuses principally on revenues. Citibank and Peer Monitor data suggest that the changes in the legal marketplace are already causing a reduction in fees per unit of service delivered to clients. The panel examines the nature and causes of the revenue declines and what firms are doing to address it.

Moderator: Bradford W. Hildebrandt, Chairman, Hildebrandt Consulting LLC
Panelists: Dan DiPietro, Managing Director & Advisory Head, Law Firm Group, Citi Private Bank
Mark Medice, Senior Director, Peer Monitor

1:30 – 3 PM

The New Competitors

The delivery of what traditionally comprised “legal service” is no longer the exclusive province of traditional law firms. In the UK, the Legal Services Act of 2007 has authorized the creation of new forms of legal businesses, effective since 2011. Other jurisdictions, including the US, are examining whether similar liberalization is appropriate. Meanwhile, new businesses are being created to provide elements of the service clients need in formats more cost effective than traditional law firms. This panel presents three examples of these new entities and will illuminate the progress they are making.

Moderator: Bradford W. Hildebrandt, Chairman, Hildebrandt Consulting, LLC
Panelist: Mark Harris, CEO and Founder, Axiom

3 – 3:30 PM

Break

3:30 – 5 PM

The Changing Role of the Law Firm Partner

In the world ahead, succeeding as a partner in a law firm will require different and greater contributions than it did during the last several decades—the decades in which most current partners built their careers. Partners will need to offer clients a more distinct value proposition, either as a genuine “trusted advisor” or by demonstrating that their services have truly special value that warrant the very high fees they charge. And partners will need to show their law firms that they are really making a direct contribution to the financial success of the firm’s business that warrants a share in the profits. Most partners will need to augment their contributions to meet these higher standards. Not all of them will be able to adapt. This panel explores how law firm leaders are leading and managing through these very challenging issues.

Moderator: Ralph Baxter, Chairman Emeritus, Orrick, Herrington & Sutcliffe LLP
Panelists: Paul Aguggia, Chairman, Kilpatrick Townsend & Stockton
James J. Maiwurm, Chair and Global CEO, Squire Sanders
Daniel O’Donnell, Chief Executive Officer, Dechert LLP
Larry R. Richard, J.D., Ph.D., Principal Consultant, Lawyer Brain LLC
Paul W. Theiss, Chairman & Partner, Mayer Brown LLP

5 – 6:30 PM

Reception
# PROGRAM AGENDA

**Friday, October 18**

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<tr>
<th>Time</th>
<th>Event</th>
<th>Presenters</th>
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<td>8 – 9 AM</td>
<td>Continental Breakfast and Program</td>
<td>Deirdre Stanley, Executive Vice President, General Counsel and Secretary, Thomson Reuters</td>
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<td>9 – 9:15 AM</td>
<td>Day 2 Opening Remarks</td>
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| 9:15 – 10:45 AM | Client Relationships and Fee Arrangements in the Future     | The future of lawyers: What will they do? Who will employ them? Who will train them? | The client outlook is the fundamental driver of all the change that lies ahead. General counsel and law departments of the future will experience significant change: they will be under more financial pressure, have more options to meet their needs, and will interact with law firms differently than in the past. The session presents a candid and nuanced discussion between general counsel and law firm leaders about what such changes mean for client-firm relationships, including the future of fee arrangements. Moderator: Bradford W. Hildebrandt, Chairman, Hildebrandt Consulting LLC  
Panels: Steven Kestner, Executive Partner, Baker & Hostetler  
Roger Melzer, Co-Chairman, Americas, DLA Piper  
Fred Milone, Chairman and CEO, Morgan Lewis & Backius LLP  
Edward P. O'Keefe, Legal Chief Operating Officer & Deputy General Counsel, Technology, Bank of America Corporation  
Ellen Rosenthal, Chief Counsel, Pfizer Legal Alliance; Vice President & Assistant General Counsel, Pfizer, Inc. |
| 10:45 – 11 AM | Break                                                               |                                                                          |
| 11 AM – 12:30 PM | The Future of Lawyers: What Will They Do? Who Will Employ Them? Who Will Train Them? | The final panel of the program will examine a bedrock question raised by the preceding panels: With all this change, what kinds of careers will lawyers have? The panel examines what lawyers will do, how they will be trained, and what kinds of organizations will employ them.  
Moderator: Ralph Baxter, Chairman Emeritus, Orrick, Herrington & Sutcliffe LLP  
Panelists: Bill Henderson, Indiana University School of Law  
Richard Susskind, OBE, Professor, Oxford University, University College and Gresham College  
William M. Treanor, Ph.D., Executive Vice President and Dean of the Law Center, Professor of Law, Georgetown University Law Center |
| 12:30 – 1 PM | Wrap Up and Closing Remarks                                         |                                                                          |

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The Westin New York at Times Square  
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New York, NY 10036

Phone: 212-201-2700

https://www.starwoodmeeting.com/Book/thomsonreuterslawfirmleadersforum

For guest room reservations at the group rate of $429/night plus taxes, please contact The Westin at 212.201.2700 and reference the “Law Firm Leaders” room block. The cut off date for reservations is Sunday, September 15. Rooms are subject to availability.
18th Annual
Law Firm Leaders Forum
The Coming Revolution in the Delivery of Legal Service: The Changes, The Implications, How to Prepare

OCTOBER 17 – 18, 2013

At a time when the legal industry is going through significant—some would say revolutionary—change, the forum’s focus on such topics as changing business models, partner performance and compensation, client relationships, competition and talent. Mixing panel discussions and presentations, the forum provides an interactive setting for a frank exchange of ideas among the leaders of law firms of all sizes.

Forum Topics to be Covered Include:

- Our Annual Report on Law Firm Economics
- The New Competitors
- The Changing Role of the Law Firm Partner
- Client Relationships and Fee Arrangements in the Future
- Breaking the Gridlock in Congress: The No Labels Movement

The conference is designed for law firm chairs, managing partners, CEOs, members of management or executive committees, and others holding key management or leadership responsibilities in law firms of all sizes.