
Sandpiper Partners LLC

9th Annual **CHICAGO LEGAL MARKET CONFERENCE 2020**

October 14, 2020 ♦ 8:30 a.m. – 11:30 CDT
“Virtual” Zoom Format

Program

Co-Moderators:

Craig C. Martin, Chairman Midwest, Willkie Farr & Gallagher LLP, Chicago

Mary G. Wilson, Managing Partner, US, Dentons LLP, Chicago

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|---------------------------|--|--|
| 8:30 a.m. –
8:40 a.m. | Welcome and Introduction | Steve Trepiccione , Executive Vice President & Managing Director, Midwest Region Head US Corporate Banking, HSBC Bank USA, N.A., Chicago |
| 8:40 a.m. –
9:20 a.m. | 1. The Clients’ Perspective
Four corporate counsel address their situations and how firms can be most helpful, what their priorities are, and collaboration. Efficiency, fee arrangements, superior client service top their priorities <ol style="list-style-type: none">A. What are your key business priorities in your role and how have the events of 2020 impacted that?B. Especially in this environment, what are looking for from outside counsel and what makes a firm or a lawyer stand out?C. There is a lot of discussion on innovation, partnering between clients and law firms, structured feedback, shared project management tools, etc... Is this area a priority for you and what have you seen done well? | Carl Bergetz , Chief Legal Officer, Rush University System for Health, Senior Vice President of Legal Affairs and General Counsel, Rush University Medical Center, Chicago
Lisa B. Diaz , Deputy General Counsel, Global Co-Head of Litigation, Investigations & Regulatory Enforcement and Senior Vice President – Legal Department, Northern Trust Company, Chicago
Paulette R. Dodson , Executive Vice President-Legal, General Counsel & Corporate Secretary, Alight Solutions, Lincolnshire, IL
Paula S. Ferguson , Executive Vice President and General Counsel, Corporate Legal, HSBC North America Inc., Arlington Heights, IL
Craig C. Martin , Chairman Midwest, Willkie Farr & Gallagher LLP, Chicago (Co-Moderator)
Mary G. Wilson , Managing Partner, US, Dentons LLP, Chicago (Moderator) |
| 9:20 a.m. –
10:10 a.m. | 2. State of the Market in Turbulent Times
Chairs, managing partners and executive committee members describe what they are doing, and impact on their strategy—short and long term. <ol style="list-style-type: none">A. What will your firm look like when you “return to the office”? | Michael A. Carrillo , Managing Partner, Chicago Office; Member, Management Committee, Barnes & Thornburg LLP, Chicago
Teresa Wilton Harmon , Managing Partner, Chicago Office, Sidley Austin LLP, Chicago
David J. Malliband , Managing Partner, Chicago Office, Baker & McKenzie LLP, Chicago |

- B. Successfully integrating remote work with return to office
- C. New approaches to dealing with a potential business downturn and additional rounds of COVID-19 outbreaks; lateral hiring
- D. Rethinking pricing arrangements as clients ask for fee adjustments, bundling of work and alternative fees
- E. Accumulating cash—lines of credit (current and future) partner capital payment terms
- F. Opportunistic lateral hiring
- G. The Presidential election potential effects on regulatory practice, people, and firm growth
- H. Providing superior client service
- I. Growth strategies post pandemic
- J. Best business development opportunities now and shifting lawyer resources—employment; restructuring; bankruptcy and financing; contracts, *force majeure*; private equity, COVID-19 related litigation, cybersecurity, health care
- K. Need for constant communications with lawyers and staff
- L. Mergers, consolidations, spin-offs

Britt M. Miller, Managing Partner, Chicago Office, Mayer Brown LLP, Chicago

Mary G. Wilson, Managing Partner, US, Dentons LLP, Chicago (**Co-Moderator**)

Craig C. Martin, Chairman Midwest, Willkie Farr & Gallagher LLP, Chicago (**Moderator**)

10:10 a.m. – **3. Talent Opportunities and Challenges**

- 10:40 a.m.
- A. Changing Culture and Addressing Racial Equity
 - 1. Assessing your current status?
 - 2. What are you trying to achieve? Who is leading this work?
 - 3. Please share just one or two tangible actions or initiatives.
 - 4. How will you measure success? Metrics, goals, feedback?

Lisa B. Diaz, Deputy General Counsel, Global Co-Head of Litigation, Investigations & Regulatory Enforcement and Senior Vice President – Legal Department, Northern Trust Company, Chicago

Paulette R. Dodson, Executive Vice President-Legal, General Counsel & Corporate Secretary, Alight Solutions, Lincolnshire, IL

Teresa Wilton Harmon, Managing Partner, Chicago Office, Sidley Austin LLP, Chicago
Sonia Menon, Chief Operating Officer, Neal, Gerber & Eisenberg LLP, Chicago

Hon. Patricia Brown Holmes, Managing Partner, Riley Safer Holmes & Cancila LLP, Chicago (**Moderator**)

Mary G. Wilson, Managing Partner, US, Dentons LLP, Chicago (**Co-Moderator**)

Craig C. Martin, Chairman Midwest, Willkie Farr & Gallagher LLP, Chicago (**Co-Moderator**)

10:40 a.m. – **Break**

10:45 a.m.

10:45 a.m. –
11:00 a.m.

- B. Pandemic Challenges Working with Lawyers and Staff
1. Health, safety and wellness initiatives
 2. Bonuses, furloughs, layoffs, and pay cuts for attorneys, staff, others
 3. Working differently—experiences with phased remote working; cybersecurity, data protection
 4. Repurposing existing lawyers to meet changes in demand
 5. Lateral hiring – on hold or golden opportunity?

Michael A. Ellenhorn, Founder & CEO, Decipher, St. Louis, MO

Teresa Wilton Harmon, Managing Partner, Chicago Office, Sidley Austin LLP, Chicago
Cory Hirsch, Co-Managing Partner, Chicago Office, Seyfarth Shaw LLP, Chicago
David J. Malliband, Managing Partner, Chicago Office, Baker & McKenzie LLP, Chicago
Craig C. Martin, Chairman Midwest, Willkie Farr & Gallagher LLP, Chicago (**Co-Moderator**)
Mary G. Wilson, Managing Partner, US, Dentons LLP, Chicago (**Moderator**)

11:00 a.m. –
11:30 a.m.

4. **Business Considerations**
- A. Real estate opportunities, challenges; repurposing office space, collaborative space
 - B. Cost-cutting measures
 - C. Accelerating innovation
 - D. Data analytics—new applications, alternative fee deals, compensation models
 - E. Outsourcing, new business ventures
 - F. Technology to support the “new normal”

Michael A. Carrillo, Managing Partner, Chicago Office; Member, Management Committee, Barnes & Thornburg LLP, Chicago
Cory Hirsch, Co-Managing Partner, Chicago Office, Seyfarth Shaw LLP, Chicago
Todd Lippman, Vice Chairman, CBRE, Chicago
Britt M. Miller, Managing Partner, Chicago Office, Mayer Brown LLP, Chicago
Sonia Menon, Chief Operating Officer, Neal, Gerber & Eisenberg LLP, Chicago
Rob Stote, Director of Client Services, North America, BigHand, New Brunswick, Canada
Craig C. Martin, Chairman Midwest, Willkie Farr & Gallagher LLP, Chicago (**Co-Moderator**)
Mary G. Wilson, Managing Partner, US, Dentons LLP, Chicago (**Co-Moderator**)

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