



delivers resources
to build your practice

Exclusive Programming for In-House Counsel

Attend **all three sessions** for **one discounted price**—
see registration form for details

Business Management Principles for Lawyers

Spring Session

How **Good Lawyers** Become *Great Business Leaders*

- Build a practical business skill set specific to in-house counsel, who want to excel as strategic business partners.
- Be confident in your knowledge of financial statements, operational performance, strategic decision making, and executive leadership skills.
- Understand your client's business and enhance your profile as the go-to trusted advisor.
- Be more than a good lawyer. Become a great leader within your legal department and your company.



April 16-18, 2018

Gordon Inman Center and Janet Ayers Academic Center | Belmont University
Nashville, TN

Successful general counsel understand, intuitively, that the corporate client needs and wants more than great legal advice. Being a good lawyer at your company is just “table stakes.” The business leaders of the organization rely on their lawyers to be strategic partners, and in-house counsel who can deliver that service will distinguish themselves readily. To become that trusted business advisor, in-house counsel must impart legal advice based on a sophisticated understanding of the business. That requires fundamental building blocks, including principles of financial performance, operations management, strategic thinking, and successful leadership, all based on a solid core of business ethics.

The small group setting of this seminar will allow you to explore these topics in an interactive format to learn both from the faculty as well as your in-house counsel colleagues across different industries. The seminar is taught by faculty who have experienced the business environment and who teach executives how to excel. You will emerge from this seminar with the business acumen and confidence that will set you apart from your peers and enhance your executive presence within your company.

PRESENTED BY **DRI’s Corporate Counsel Committee**



Amy Mass
Program Chair



Franklin L. (Frank) Best, Jr.
Committee Chair



Thomas E. (Ted) Dunlap
Committee First Vice Chair

What You Will Learn

- How to think like an executive while thinking like a lawyer
- How to use critical business data and reporting to better serve your corporate client
- Special aspects of ethical challenges for in-house counsel and management of companies
- How to be a more effective leader by dovetailing your legal expertise with corporate and organizational structures, cultures, and environments

Members Get More

- Access to committee newsletters, seminar course materials, and other publications via **DRI Online** at dri.org.
- Access to the **DRI Corporate Counsel Committee Community**: Share articles, post blogs, and connect with others on the latest trends in your area of practice.
- Access to **dri circles**, where lawyer-to-lawyer connections happen. Search **dri circles** in your app store:



PROGRAM SCHEDULE

MONDAY, APRIL 16

Frist Lecture Hall (4th Floor), Gordon Inman Center

- 7:45 a.m. **Registration**
- 7:45 a.m. **Continental Breakfast**
- 8:20 a.m. **Welcome and Introduction**
Amy Mass, *The Hanover Insurance Group*, Howell, MI
- 8:30 a.m. **Breaking Down the Numbers and Understanding Financial Statements**
 This session reveals the essential financial analyses that business organizations conduct on a daily basis and teaches the concepts that will assist in-house counsel better to understand the financial operations and objectives of business clients.
Marilyn Young, PhD, *The Jack C. Massey College of Business at Belmont University*, Nashville, TN
- 10:15 a.m. **Refreshment Break**
- 10:30 a.m. **Session resumes**
- 12:00 p.m. **Lunch (on-site)**
- 1:00 p.m. **Ethics for the In-House Counsel**
 This session highlights real-life case studies that pose challenging ethical issues for management and in-house counsel. You will search introspectively for resolutions to difficult contemporary issues and learn to discern between personal and professional morality frameworks.
Barry Padgett, PhD, *The Jack C. Massey College of Business at Belmont University*, Nashville, TN
- 2:45 p.m. **Refreshment Break**
- 3:00 p.m. **Session resumes**
- 4:30 p.m. **Adjourn**
- 6:00 p.m. **Networking Reception and Dinner at The Southern** (included in registration fee—please check box on the registration form)

TUESDAY, APRIL 17

Frist Lecture Hall (4th Floor), Gordon Inman Center

- 7:45 a.m. **Registration**
- 7:45 a.m. **Continental Breakfast**
- 8:30 a.m. **What Every Lawyer Needs to Know About Operations Management**
 This session teaches the basics of managing operational performance objectives and systemic

process design to enable in-house lawyers to better understand and advise with respect to business operations.

Dennis C. Chen, PhD, *The Jack C. Massey College of Business at Belmont University*, Nashville, TN

10:15 a.m. **Refreshment Break**

10:30 a.m. **Session resumes**

12:00 p.m. **Lunch (on-site)**

1:00 p.m. **Leadership Beyond Management**

This session reviews the characteristics of successful leadership in business management and instructs lawyers for business organizations to recognize the hallmarks of effective, and ineffective, leadership.

Jonathan A. (Jon) White, PHR, *Vice President Talent*, Stansell Electric Company Inc., Adjunct Instructor, Nashville, TN

2:45 p.m. **Refreshment Break**

3:00 p.m. **Session resumes**

4:30 p.m. **Adjourn**

6:00 p.m. **Dine-Arounds** | Join colleagues and friends at selected restaurants for dinner (on your own). More details on-site.

WEDNESDAY, APRIL 18

Janet Ayers Academic Center (4th Floor)

7:45 a.m. **Registration**

7:45 a.m. **Continental Breakfast**

8:00 a.m. **Organizational Strategies for Lawyers**

This session reviews how business managers develop and implement business strategies in a way that furthers overall corporate objectives. Understanding the key aspects of a business plan will assist business counsel to serve long-term business goals better.

Lavona G. Russell, Ret., *Caterpillar Financial*, Nashville, TN

10:15 a.m. **Refreshment Break**

10:30 a.m. **Session resumes**

11:30 a.m. **Adjourn**

GENERAL INFORMATION

Seminar Location

Belmont University:
Gordon Inman Conference Center, 1515 Wedgewood Avenue, Nashville, TN 37212
Janet Ayers Academic Center, 1501 Wedgewood Avenue, Nashville, TN 37212

CLE Accreditation

This seminar has been approved for MCLE credit by the State Bar of California for up to **16.25** hours, including **3.25** hours of ethics credit. Accreditation has been requested from every state with mandatory continuing legal education (CLE) requirements. Certificates of attendance will be provided to each attendee. Attendees are responsible for obtaining CLE credits from their respective states. Credit availability and requirements vary from state to state; please check the DRI website at dri.org for the latest information for your state.

Registration Policy

The registration fee includes course materials, continental breakfasts, refreshment breaks, and networking reception and dinner. If you wish to have your name appear on the registration list distributed at the conference and receive the course materials in advance, DRI must receive your registration by **March 19, 2018** (*please allow 10 days for processing*). Registrations received after **March 19, 2018**, will be processed on-site.

Refund Policy

Registration fee for the Spring Session only is fully refundable for cancellations received on or before **March 19, 2018**. Cancellations received after **March 19, 2018** will not receive a refund. All cancellations and requests for refunds must be made in writing. Fax (312.795.0747) or email (seminars@dri.org) to DRI's Accounting Department. Processing of refunds will occur within four weeks after the date of the seminar. All refunds will be processed in the same method that the payment was received. Substitutions may be made at any time without charge and must be submitted in writing.

If you take advantage of the discounted registration fee by signing up for all three sessions (Spring, Summer and Fall Sessions) using the bundled pricing option (see pricing on the registration form) and cancel your registration, you will not receive a refund.

Travel Discounts DRI offers discounted fares on various major air carriers for **DRI Business Management Principles for Lawyers Seminar (Spring Session)** attendees. To receive these discounts, please contact Direct Travel, DRI's official travel provider, at 800.840.0908. As always, to obtain the lowest available fares, early booking is recommended.

- The taping or recording of DRI seminars is prohibited without the written permission of DRI.
- Speakers and times may be subject to last-minute changes.

Hotel Accommodations

A limited number of discounted hotel rooms have been made available at the **Hilton Garden Inn Nashville/Vanderbilt, 1715 Broadway Avenue, Nashville, TN 37203** ([click here](#) to view hotel photos).

Take advantage of the group rate of **\$189 Single/Double** in one of two ways:

- 1) Reserve online: [Click here](#) or visit dri.org and go to the **DRI Business Management Principles for Lawyers (Spring Session)** page and click on the "Book hotel" button.
- 2) Or **contact the hotel directly at 615.369.5900** and mention the **DRI Business Management Principles for Lawyers Seminar (Spring Session)**.

The hotel block is limited and rooms and rates are available on a first-come, first-served basis. You must make reservations by **March 17, 2018**, to be eligible for the group rate. Requests for reservations made after **March 17** are subject to room and rate availability.



Diversity and Inclusion in DRI: A Statement of Principle

DRI is the largest international membership organization of attorneys defending the interests of business and individuals in civil litigation.

Diversity is a core value at DRI. Indeed, diversity, which includes sexual orientation, is fundamental to the success of the organization, and we seek out and embrace the innumerable benefits and contributions that the perspectives, backgrounds, cultures, and life experiences a diverse membership provides.

Inclusiveness is the chief means to increase the diversity of DRI's membership and leadership positions. DRI's members and potential leaders are often also members and leaders of other defense organizations. Accordingly, DRI encourages all national, state, and local defense organizations to promote diversity and inclusion in their membership and leadership.

Harassment and Discrimination

DRI is committed to the policy of equal opportunity regardless of race, color, religion, sex, sexual orientation, gender, national origin and disability in all of its programs and activities, as well as maintaining an environment in our programs and activities which is free from all forms of harassment or discrimination of any kind. Pursuant to this policy, if any person who attends our programs or activities experiences unlawful discrimination or harassment, this should be reported to the Executive Director so that appropriate action may be taken.

FACULTY

Franklin L. (Frank) Best, Jr., Penn Mutual Life Insurance Co, Horsham, PA

Dennis C. Chen, PhD, The Jack C. Massey College of Business at Belmont University, Nashville, TN

Thomas E. (Ted) Dunlap, RTI Group LLC, Annapolis, MD

Amy Mass, The Hanover Insurance Group, Howell, MI

Barry Padgett, PhD, The Jack C. Massey College of Business at Belmont University, Nashville, TN

Lavona G. Russell, Ret., Caterpillar Financial, Nashville, TN

Jonathan A. (Jon) White, PHR, Vice President Talent, Stansell Electric Company Inc., Adjunct Instructor, Nashville, TN

Marilyn Young, PhD, The Jack C. Massey College of Business at Belmont University, Nashville, TN

View faculty bios on the Business Management Principles for Lawyers (Spring Session) webpage; click on “View speakers” button.

CLE for Your Practice

View all Continuing Legal Education offerings

February 7–9

Product Liability Conference

San Diego Marriott Marquis, San Diego, CA

March 1–2

Toxic Torts and Environmental Law

Sheraton Nashville Hotel, Nashville, TN

March 14–15

Appellate Advocacy

Planet Hollywood, Las Vegas, NV

April 25–27

Construction Law

Hilton Nashville Downtown, Nashville, TN

April 26–27

Business Litigation

The Ritz-Carlton Denver, Denver, CO

May 16–18

Employment and Labor Law

Loews Chicago, Chicago, IL

June 14–15

Diversity for Success

Marriott Downtown Magnificent Mile, Chicago, IL

June 20–22

Young Lawyers

Portland Marriott Downtown, Portland, OR

June 26–27

Marijuana Law

Gleacher Center, Chicago, IL

July 17–18

Business Management Principles for Lawyers (Summer Session)

Belmont University, Nashville, TN

September 6–7

Cybersecurity and Data Privacy

Loews Chicago, Chicago IL

November 15–16

Business Management Principles for Lawyers (Fall Session)

Belmont University, Nashville, TN

SEMINAR SPONSORS

Sponsorships are available for this program; please contact John Hovis at 312.698.6218 or jhovis@dri.org.

Stay updated on DRI's events—follow us on social media:



Business Management Principles for Lawyers (Spring Session)

April 16-18, 2018 | Gordon Inman Center and Janet Ayers Academic Center
Belmont University, Nashville, TN

[Register online](#)

FORMAL NAME		TITLE
NAME (as you would like it to appear on badge)		
COMPANY/FIRM/LAW SCHOOL		
ADDRESS		
CITY	STATE/PROVINCE	ZIP/POST CODE
TELEPHONE	FAX	EMAIL

Please list any special needs _____

Are you a first-time attendee at this DRI seminar? Yes No

How many attorneys are in your firm? _____ What is your primary area of practice? _____

Spring Session (only) Registration Fee

Spring Session registration fee includes seminar attendance, networking reception, Tuesday night dinner, and course materials

- In-House Counsel* Member \$1,125
- In-House Counsel* Nonmember** \$1,350
- Monday night reception and dinner (Included)

* In-house counsel are defined as licensed attorneys, who are employed exclusively by a corporation or other private sector organization for the purpose of providing legal representation and counsel only to that corporation, its affiliates and subsidiaries.
** To register, please call DRI Customer Service (312.795.1101).

For inclusion on the preregistration list and to receive course materials in advance, **register by March 19, 2018.**

3400-0178-21
Bus. Mgmt. (Spring)

2018-0178B

Special Discounted Pricing—Bundled Registration Fee (Spring, Summer and Fall Sessions)

For a single discounted price, attendees can reserve their spot at all three sessions. The remaining sessions are scheduled for the following dates:

- July 17-18, 2018 (Summer Session)
- November 15-16, 2018 (Fall Session)

To take advantage of the Special Discounted Pricing, please contact DRI Customer Service (312.795.1101) to register.

In-House Counsel* Member	(Discounted Pricing)	\$2,900
In-House Counsel* Nonmember	(Discounted Pricing)	\$3,500
Reception and dinner	(Included)	

* In-house counsel are defined as licensed attorneys, who are employed exclusively by a corporation or other private sector organization for the purpose of providing legal representation and counsel only to that corporation, its affiliates and subsidiaries.

Please remit payment by **MAIL** to:
DRI
72225 Eagle Way
Chicago, IL 60678-7252

Please remit payment by **COURIER** to:
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