



FDCC

DEFENSE LAWYERS. DEFENSE LEADERS.

An organization of distinguished defense and corporate counsel dedicated to knowledge, justice, and fellowship.

FDCC E-Newsletter

July 2016

From the President



As you read this, I am enjoying the cool weather and amazing hospitality of the Charlevoix region of Northern Quebec at our Annual Meeting. Hopefully, you are reading this from your mobile device within yards of me. If not,

for those who couldn't make it, I really feel badly for you. This is a fantastic venue, the programming has been incredible, and we miss you.

This is my last newsletter as President of the Federation and it will short and very personal. While there are too many people to thank for everything they did the past two years during my ramp up and service as President, I need to point out that I could not have done it without, and would not have wanted to do it without, Lee standing beside me this entire time. She has been everything you could ask of a partner: hardworking, supportive, encouraging, and, occasionally, when needed, critical.

We always laugh that we work best together when we work on separate tasks and that's been how we have



EDUCATING FORWARD

...

GIVING BACK

The FDCC is based on the tri-principles of "Knowledge, Justice, and Fellowship." The

Foundation is proud of its mission to provide the capital for the advancement of these core values. It does so by advancing financial resources to power the programs that make these goals a reality - by "Educating Forward . . . and Giving Back."

As my time of service to the Foundation draws to a close (and Dan Kohane's begins), let me briefly describe how the Foundation has educated

stronger now that we've through these past two years. If you have the opportunity, please thank Lee for her unsung efforts and everything she's done for the Federation.

Now, I bow out, looking to less committee meetings, less emails, and the chance to slow down and enjoy these times with my best friends. Thanks for letting us serve you.



Avast, there be whales!!!



The whale watching in Charlevoix is top notch, but you cannot beat the cool temperatures which are such a welcome relief. Yes, even a guy from Buffalo finds the temperatures a nice break from the heat and humidity back home. In addition to the cool temperatures, we are also enjoying an excellent program that Brett Preston has been assembling for more than a year. The topics are both interesting and timely during this year of the Olympics and the U.S. Presidential election.

The charm and ambience of Le Manoir Richelieu was worth the trip. After a day of educational programs, hiking, horseback riding, biking, and shopping, the Fairmont does a marvelous job of making us feel at

Foundation has created and begun funding a scholarship for diverse second year law students. Named in the honor of Barb Currie and those non-member spouses and significant others who give so much to the FDCC, deserving law students will be given financial support and the opportunity to clerk for FDCC law firms. Together with the FDCC, the Foundation has also provided the financial seed money to expand the successful Ladder Down program. This educational endeavor is designed to assist women lawyers advance in their law firms and corporations. These two programs will also expand the tent to bring a younger and more diverse membership to the FDCC – which will benefit everyone. These programs promote all three of the principles of the FDCC.

The Foundation continues to support the on-going educational needs of Federation members by sponsoring Webinars, the featured speakers at the Winter and Summer meetings, and the National Foundation for Judicial Excellence. I trust you will continue your support of the Foundation this coming year with your talents and your contributions. Thank you for the opportunity to serve.

Lewis F. Collins, Jr.
President FDCC Foundation

**MASTERS IN
MARKETING**

territory of Charlevoix.

For those of you that could not make it, we wish you were here, but please mark your calendar to attend our Winter Meeting which will be held at Charleston Place in beautiful Charleston, South Carolina.

Profitez du reste de votre été. [Enjoy the rest of your summer.]

Mike and Tricia Glascott



Corporate Counsel Symposium

September 18 – 20, 2016

Hotel Sofitel, Philadelphia

Join your fellow FDCC members and leading corporate counsel in the City of Brotherly Love for the not to be missed Corporate Counsel Symposium to hear how the FRCP amendments will revolutionize federal practice, and discuss other cutting edge topics affecting corporate law departments and your clients in the year ahead. Learn from the pros and become one in just two days. Space is limited and this conference sells out quickly. [Click here for registration and the program brochure.](#)

2017 FDCC Ladder Down Program

New business, new clients, and new matters are the lifeblood of a law firm! The *FDCC Masters in Marketing*, scheduled for March 6, 2017, in Charleston, South Carolina, is an invitation only program designed to assist young rainmakers with the refinement of their marketing skill set. This program will give rising superstars a chance to learn from the FDCC's most experienced rainmakers. Attendees will also have an opportunity to make their best pitch to leading corporate counsel. They will benefit from individualized feedback and assistance in developing their own marketing plan. This one-day seminar will share insights from our current members about understanding, implementing, and enjoying the art of marketing. Industry leaders and esteemed practitioners will teach how to build the relationship that turns a good lawyer into a great rainmaker. [Click here for the program brochure](#) where you can nominate a young superstar to attend and participate.

FDCC PUBLICATIONS

[Hot Cases](#)

[Article of the Month](#)

[E-Newsletters](#)



Women are entering the practice of law in greater numbers than ever before, but are struggling to land positions as equity partners, shareholders, and top rainmakers at firms across the nation. The reason for the disparity is clear: women lawyers are not receiving effective training on how to build a book of business and how to become better leaders. In 2012, FDCC members Alison Christian and Beth Fitch created a unique year-long program called "Ladder Down" to combat the startling statistics and change the course for women lawyers.

In 2017, FDCC members Joyce Wang, Linda Moroney, and Michele Miller are launching Ladder Down in San Francisco starting in January. Plans are also underway to facilitate a 2017 Ladder Down program in Phoenix, Arizona. Both programs are looking for sponsors, [click here for information.](#)

The program is unique in both structure and content and runs year-long with monthly sessions dedicated to instruction in three key areas: leadership, business development, and mentoring. In addition to the monthly group meetings, the participants meet quarterly with small accountability groups to report on their progress and set new goals.

For more information and registration for the 2017 Ladder Down programs, click on the location

- [SAN FRANCISCO](#)
- [ARIZONA](#)

Lighting the Way to....Charleston **2017 FDCC Winter Meeting**

March 6-10



With her flickering lanterns, cobblestone streets, exquisite homes, and manicured flower boxes, Charleston is a timeless beauty. And, while the trappings of this urban gem are assuredly historic, vitality

[Federation Flyer](#)

CALENDAR OF EVENTS

September 18-20, 2016

**Corporate Counsel
Symposium**

Hotel Sofitel
Philadelphia, Pennsylvania

October 20, 2016

5:00 – 6:30pm

**FDCC Cocktail Reception at
the DRI Annual Meeting**

Sheraton Boston Hotel

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Broad, the fascinating juxtaposition of old and new makes today's Charleston a must-visit destination. You don't want to miss the Federation's first ever visit to this great city, so block your calendars and start planning your trip now! To reserve your room, call Charleston Place Hotel at 800-831-3490 or go to www.belmond.com/charleston-place Be sure to reference the FDCC to receive our group rates.

Lee and Michael Scott
Convention Chairs



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