



Saturday, November 9, 2019
10:45AM - 12:00 PM

Session 507 | Leveraging Your Legal Experience to Pave New Career Opportunities in Business and Entrepreneurship

Hear how Big Law attorneys turn in-house counsel have made pivots in their career to become entrepreneurs, venture capitalists, recruiters, CEOs and board members of companies. Learn how to leverage your experience as a law firm, in-house and/or non-profit attorney to pave new career opportunities in business and entrepreneurship. Participate in a StrengthFinders assessment to determine your five main strengths and develop insights to help identify your passions and chart your next career move.

Moderator:

Gloria Lee, *Rutan & Tucker, LLP*

Speakers:

Seung Baik, President, *Agility Fuel Solutions*

Clinton Foy, Managing Director, *Crosscut Ventures*

Celina Lee, Producer and Host, *Live Your Dream Podcast*

Susan Tien, President & CEO of *Susan Tien Search*

PROGRAM

Session Overview and Self- Introductions

- Discuss Individual Career Paths

Topic #1: Been There, Done That – What Opportunities Are There Outside of Law?

- Roles within Firms
- Roles within Companies
- Starting Your Own Business
- Investing
- Corporate Boards

Topic #2: Mental Readiness to Give Up the Practice of Law

- Prestige and Legitimacy
- Not Being Afraid to Fail
- Personal Fulfillment
- Mindset Shift Necessary to Be in Business
- Understanding Your Strengths

Topic #3: Skills that Transfer to Business

- Effective Written and Oral Communication
- Analytical Skills
- Risk Management
- Ability to Navigate Office Politics
- Client Management
- Business Development
- Team Management
- Reading Spreadsheets and Understanding Formulas
- Making a Business Case and Standing By It

Strength Finders Exercise

- 34 Themes and Ideas for Action
- Recognizing Your Strengths
- Creating Opportunities to Applying Your Strengths

Tom Rath, Gallup Press

Final Takeaways and Q&A

PANELISTS

Seung W. Baik is the President of Agility Fuel Solutions, a division of Hexagon Composites (OSE:HEX). Agility Fuel Solutions is the leading global provider of clean fuel solutions for medium- and heavy-duty commercial vehicles. Its product offerings include natural gas, hydrogen and battery electric energy storage and delivery systems, Type 4 composite natural gas cylinders, propane and natural gas fuel systems, and propane dispensers. Agility offers solutions for a variety of vehicle types, including Class 8 trucks, refuse trucks, transit buses, school buses, concrete mixers, and delivery trucks. Agility has been manufacturing and servicing safe and reliable clean fuel solutions for commercial vehicle fleets and OEMs for more than 20 years, logging billions of miles on the road every year.

Prior to his current position, Mr. Baik served as Agility's Chief Legal Officer for five years. In that role, he was responsible for all legal and government affairs of the company, and led Agility through a variety of strategic transactions, including joint ventures, international expansions, acquisitions, divestitures and commercial partnerships.

Prior to Agility, Mr. Baik practiced law for almost 15 years at two global law firms – initially at Latham & Watkins LLP and then as a Partner at Goodwin Procter LLP. His practice focused on representing numerous corporate and private equity clients in M&A, financing, joint venture and other similar transactions.

Mr. Baik received his JD from Northwestern Law School and BA from Cornell University. While in law school, he served as the Editor-in-Chief for the Journal of International Law and Business.

He currently resides in Southern California with his wife and three children.

Clinton Foy joined CrossCut Ventures in 2013 and is a General Partner and Managing Director. Crosscut Ventures is a top tier early stage venture capital firm based in Los Angeles. Crosscut has four equal managing directors and is investing out of its fourth fund, a \$125 million seed fund. Crosscut has more than \$250 million under management across its funds and will be raising and investing a fifth early stage fund in 2019 - 2020. <https://www.crosscut.vc>

Clinton co-founded the professional esports organization, the Immortals, the LA Valiant, and Immortals Gaming Club igc.gg, which has raised more than \$50 million from strategic investors including AEG, the Milken Family, Lionsgate, and Meg Whitman.

Prior to CrossCut, Clinton served as the COO at Square Enix, a \$3 billion video game and media publisher, and helped launch FINAL FANTASY and TOMB RAIDER franchises on multiple platforms, PC, and mobile. Clinton also practiced law with the Heller Ehrman Venture Law Group in Seattle, San Francisco, and Silicon Valley, representing top tech companies including Microsoft, Sony, Fujitsu, and Yahoo.

Celina Lee is a career coach, podcast host, writer, and lawyer, and is passionate about helping people to pursue their dreams and live a life doing what they love. She coaches many professionals on their career development, and has given speeches and delivered workshops in many countries.

On her podcast, Live Your Dream with Celina Lee, she interviews inspirational people from diverse industries about what they have learned in their journeys in life and career. The podcast has listeners from over 90 countries around the world.

She is the founder of Give One Dream, a global movement that inspires people to pursue and achieve their dreams.

Celina started her career as an investment banker at Merrill Lynch and worked as a corporate lawyer at a law firm, Ropes & Gray LLP in New York City. She worked as the General Counsel and Business Development Director of AKA Study, a startup that develops artificial intelligence engine to create innovative educational services and software.

Celina is an author of an award-winning book in South Korea, “**꿈을 이뤄드립니다**” (“Live Your Dream”), a collection of life stories of people who overcame failures to achieve success in diverse industries. As a host of a talk show and a radio show, Celina has also interviewed guests representing a wide range of professions.

Celina has been invited to deliver keynotes and speak at industry-leading events, universities, and organizations including keynote speech at Industrial Designers Society of America (IDSA) International Conference: Making Things Happen, TEDx, MIT, Stanford University, Princeton University, NYU, National Asian Pacific American Bar Association (NAPABA), Food and Drug Administration (FDA), New York City Bar Association, City University of New York (CUNY), AmeriCorps, CreativeMornings, Six Degrees Society, Alaska Center for the Performing Arts, Future Leadership Academy in Sweden, World Federation of Overseas Korean Traders Association, Consulate General of Korea in Canada, Korean American Lawyers Association of Greater New York (KALAGNY), Korean-American Scientists and Engineers Association (KSEA), Korean American Family Service Center (KAFSC), Yonsei University in Seoul, Korea, and Seoul Arts Center.

Celina received her undergraduate degree from MIT and law degree from U.C. Berkeley School of Law. She is a certified professional coach and is a graduate of the Institute for Professional Excellence in Coaching (iPEC).

www.celinalee.co

Gloria Lee is the Client Relations Partner for Rutan & Tucker, LLP, an AmLaw 200 firm and one of the largest full service law firms in California. She is the Chief Business Development Officer of the firm and is responsible for the strategic growth of business opportunities for the Firm.

Prior to being promoted as the firm's Client Relations Partner, Ms. Lee practiced as a leading commercial real estate and finance attorney and has received several honors including been named a Super Lawyer and/or Rising Star by the Southern California Super Lawyers publication from 2012-2018.

In 2015, Gloria was one of 14 attorneys selected by the National Pacific American Bar Association for its "Best Lawyers Under 40" award for her professional achievements and contributions to the community. In 2017, she was honored by the National Diversity Council as one of five of the "Most Powerful and Influential Women" in Southern California.

Gloria is a Past President of the Orange County Asian American Bar Association and is serving on the national boards of the Council of Korean Americans, Asian Americans Advancing Justice – LA, Liberty in North Korea and the UC Berkeley School of Law Alumni Association.

Gloria is a graduate of Stanford University and UC Berkeley School of Law.

Susan Tien has conducted legal searches for leading law firms and companies ranging from venture-backed startups to Fortune 500 for over 15 years. She graduated from Harvard College and University of Pennsylvania Law School. She was an associate at Wilson Sonsini Goodrich & Rosati and served as in-house counsel for eBay and SGI. Susan also co-authored the career guide Conquering Corporate America for Women and Minorities (Vault, 2003). Her company Susan Tien Search, Inc. is headquartered in Silicon Valley and services clients located in the US, Europe, Asia, and Australia.

Susan frequently speaks on career development for professional organizations (ACC, APABA-SV, NAPABA, Leading Women in Technology), law schools (Hastings, Stanford, Santa Clara), firms (Baker Botts, Cooley, Fenwick, Foley, White & Case), and corporations (Facebook, Juniper Networks)."

34 Themes and Ideas for Action (Common Themes for Attorneys Highlighted)

1. **Achiever** – You have a need for achievement and to do something tangible every day.
 - Select jobs that allow you to work hard and measure your own productivity.
 - Build in celebration and recognition to enjoy your progress.
 - Continue your education and attain certifications in your area or specialty.
2. Activator
3. Adaptability
4. Analytical
5. Arranger
6. Belief
7. Command
8. **Communication** – You like to explain, describe, host, speak and write.
 - Develop your knowledge and expertise in specific areas so your message has substance. Continually develop your vocabulary as it is your critical currency and monitor their impact.
 - Publish your work and find opportunities to present.
9. Competition
10. Connectedness
11. Consistency
12. Context
13. **Deliberative** – You identify, assess and reduce risk.
 - Take responsibility for helping others think through their decisions.
 - Explain your process of careful decision making. Highlight risk in order to take control and reduce it.
 - Allow yourself to withhold your opinion until you get all the facts and have an opportunity to ponder your stance.
14. Developer
15. **Discipline** – You break long-term project into a series of specific short-term plans and work through each plan diligently.
 - Create systems or procedures to improve efficiency.
 - When working with others who are not as disciplined, ask them to clarify deadlines so you can adjust your workload to accommodate their requests.
 - Seek out roles and responsibilities that have structure.
16. Empathy
17. Focus
18. Futuristic
19. Harmony
20. Ideation
21. Includer
22. Individualization
23. Input
24. Intellection
25. **Learner** – The process of learning excites you.
 - Focus on practice areas with constantly changing technologies or regulations.
 - Refine how you learn (e.g. by teaching others, presenting talks, enrolling in classes).

26. Maximizer

27. Positivity

28. Relator

29. Responsibility

30. **Restorative** - You love to solve problems.

- Identify existing and potential issues, and design systems or processes to prevent errors in the future.

- Give others a chance to solve their own problems before rushing in, otherwise you may hinder their learning.

- Seek roles in which your success depends on your ability to restore and resolve.

31. Self-Assurance

32. Significance

33. Strategic

34. Woo

TALENT (natural way of thinking, feeling or behaving) **x** **INVESTMENT** (time spent practicing, developing your skills, and building your knowledge base) = **STRENGTH** (the ability to consistently provide near-perfect performance).

Most successful people start with dominant talent and then add skills, knowledge and practice to the mix through investment.