

**NALP ANNUAL EDUCATION CONFERENCE
APRIL 26, 2023**

Give Us 60 Minutes, Get a JD Advantage Career Week

Presenters:

- **Irina Gomelskaya**, Executive Director of Career Development and Employer Relations, New York Law School
- **Rhonda Rittenberg**, Director, Office of New Markets, Northeastern University School of Law
- **Kathy Greenier**, Director of Career Development for Emerging Careers, University of Richmond School of Law

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JD ADVANTAGE CAREER WEEK

THREE DYNAMIC PANELS
IN THREE DAYS

MARCH 1: Business & Financial Services

Moderator: [Andrew Droste](#), Head of Stewardship (North America) at Carbon Tracker

Panelists:

[Addya Bhowmick](#), Director, Treasury Services AML Process Management at BNY Mellon

[Brittany Burns](#), CEO at Simpler Trading

[Amy Morancie](#), Compliance Associate at Wells Fargo

MARCH 2: Technology, Innovation, IP & Privacy

Moderator: [Michael Pastor](#), Director, Tricarico Institute for the Business of Law and In-House Counsel at New York Law School

Panelists:

[Lauren Ciaccio](#), Associate Counsel at IMG Models

[Rick Klau](#), Chief Technology Innovation Officer at the California Department of Technology

[Louis Perez](#), Privacy Program Manager and Counsel at Kayak and OpenTable

MARCH 3: Government & Regulatory Affairs

Moderator: [Delanté Spencer Thomas, Esq.](#), Director of JD Advantage Advising and Outreach at Case Western Reserve University School of Law

Panelists:

[Steve de Eyre](#), Director of Public Policy and Government Affairs at TikTok Canada

[Jessica Feil](#), Vice President of Regulatory Affairs and Compliance at OpenBet Sports Betting Entertainment

[Arthur A. Elkins Jr.](#), Former Inspector General for the U.S. Environmental Protection Agency and Washington Suburban Sanitary Commission

JD Advantage jobs are increasingly popular among law students and a variety of employers are interested in leveraging the problem-solving and analytical talents developed in law school. Speakers will share their experiences working in JD Advantage roles across three topic areas.

Each panel will be held
from 5:00-6:30pm EST

REGISTER via these links:

MARCH 1: [BUSINESS & FINANCIAL SERVICES](#)

MARCH 2: [TECH, INNOVATION, IP & PRIVACY](#)

MARCH 3: [GOVERNMENT & REGULATORY AFFAIRS](#)

PRESENTED BY NALP'S JD CAREER ADVISORS SECTION,
JD ADVANTAGE WORKGROUP

JD ADVANTAGE CAREER WEEK TEMPLATE

COLLABORATING NALP MEMBERS/CONTACT DETAILS:

****The following are suggested steps for putting together a virtual career week. *Steps one and two* will be covered during this NALP session. *Steps three through five* can be completed after the session****

STEP ONE: IDENTIFY 3-4 JD ADVANTAGE CAREER PATHS TO SHOWCASE DURING THE WEEK

As examples, consider the following paths from the NALP JD Advantage Career Guide that can be found here: https://www.nalp.org/jd_advantage. Please note that you can group several career paths as you see fit and identify other paths that you believe your students would be interested in learning.

- Compliance and Ethics
- Contract Management/Vendor/Procurement Management
- Corporate Governance/Responsibility/Sustainability
- Data Privacy/Security
- Government Affairs/Relations
- Human Resources/Diversity & Inclusion/Wage & Employee Benefits
- Insurance/Risk Management
- Intellectual Property, Technology and Licensing
- Legal Operations, Innovation & Technology
- Regulatory Affairs

TIPS FOR SELECTING JD ADVANTAGE CAREER PATHS:

- Consider market trends and hiring needs for JD Advantage opportunities.
- Learn from your law school graduate employment data.
- Partner with undergrad programs and academic centers.
- Consider student interests.
- Engage alumni and employers as part of your outreach strategy.

DAY ONE TOPIC: _____

DAY TWO TOPIC: _____

DAY THREE TOPIC: _____

DAY FOUR TOPIC (OPTIONAL): _____

STEP TWO: IDENTIFY PROSPECTIVE PANELISTS/MODERATOR FOR EACH SESSION/DAY

TIPS FOR SELECTING THE PANELISTS:

- Offer multiple perspectives through a diverse panel.
- Find engaging and dynamic speakers.
- Showcase interesting career paths and experiences.
- Bonus: feature alumni and employers who are hiring.

DAY ONE

Moderator: _____

Panelist: _____

Panelist: _____

Panelist: _____

Panelist: _____

DAY TWO

Moderator: _____

Panelist: _____

Panelist: _____

Panelist: _____

Panelist: _____

DAY THREE

Moderator: _____

Panelist: _____

Panelist: _____

Panelist: _____

Panelist: _____

DAY FOUR (OPTIONAL)

Moderator: _____

Panelist: _____

Panelist: _____

Panelist: _____

Panelist: _____

STEP THREE: IDENTIFY POTENTIAL DATES AND TIME SLOTS FOR SESSIONS

Consider the academic calendar at your law school, as well as any school-wide and regional large-scale programs and events that may present a conflict.

DATES THAT MAY WORK BEST: _____

TIMES THAT MAY WORK BEST: _____

STEP FOUR: CONDUCT OUTREACH TO PROSPECTIVE PANELISTS

See sample email included in this handout.

STEP FIVE: LOGISTICAL CONSIDERATIONS

- Create
 - Work group based on region, consortium, or another criteria
 - Timeline for completing tasks
 - Shareable spreadsheet to track outreach efforts
 - Marketing materials for distribution to students
 - Outline of questions for moderator/panelists (*see sample questions in the handout*)
- Schedule regular group updates
- Identify virtual platform that all schools/students can readily access
- Obtain bios/head shots for presenters for marketing materials
- Create a “live” survey for students to complete during each session
- Consider liaising with NALP leadership and using “NALP Connect” for marketing if event is done on a regional basis
- Decide whether to record the sessions and on what platform to share recordings, including NALP JD Advantage site page (https://www.nalp.org/jd_advantage)
- Join JD Advantage work group and share your event successes!

ADDITIONAL PLANNING NOTES:

TIPS FOR SELECTING PRACTICE AREAS

Since you can only feature a handful of JD Advantage career paths during a JD Advantage Career Week, here are some things to consider in making your decision.

1. Consider Current Market Trends for JD Advantage Opportunities

Which sectors of the economy are busy and growing? Which employers are hiring? Are there new JD Advantage positions in healthcare, technology, government? It is important to feature those areas where students and recent grads are likely to find jobs.

2. Consider Current and Anticipated Hiring Trends in Your Region

You may find that certain businesses are moving to or away from your area and this creates new job opportunities or shifts in market demands. Be mindful of these trends in engaging new employers and alumni through this program.

3. Learn From Your Law School Graduate Employment Data

Where did your recent grads find jobs in the last 3-5 years? Reviewing your grad stats is helpful in targeting potential employers that hire for JD Advantage positions from your law school.

4. Partner With Undergrad Programs and Academic Centers

If your law school is part of a larger university, you may want to consider partnering with other undergrad or graduate programs, such as Business, Engineering, Environmental Studies, and International Affairs. These programs may already have existing relationships with certain employers hiring your students and you may expand these career opportunities for law students and explain how JD can be of value to these organizations.

5. Consider Student Interests

What practice areas are your students passionate about? Curious about? What do they want to discuss during counseling meetings? What career programs are well-attended? Seek to expand your offerings in these areas and cater to your student body, but still be mindful of practical considerations and market trends.

6. Use This Program as a Tool for Alumni and Employer Engagement

Are there certain alumni or employer contacts you've been trying to engage? Are there certain relationships you are looking to develop? Perhaps, you want to partner with your Development/Alumni Office for a joint approach. This career week is a great way to "feature" and give visibility to employers and alumni your law school has been trying to engage. Choosing the speakers can drive your decision in choosing the career paths to feature.

TIPS FOR SELECTING GREAT PANELISTS

- **Offer Multiple Perspectives: Consider Diversity of Panelists And Their Life And Work Experience**

When selecting your panel, do your best to showcase professionals from different cultural and ethnic backgrounds. It is important for students to see role models who look like them and feel that they can pursue a similar career path and be successful. It is also important to feature senior attorneys with more junior professionals, so students can learn what responsibilities they can expect at each level and what a career path/trajectory for any given field may look like.

- **Find Engaging and Dynamic Speakers: Consider Past Speaking Experiences and Feedback**

We all know that some presenters are better than others, and having an engaging, dynamic speaker at your program makes all the difference in how the program is perceived by the students and how interested they become in the subject matter. Do your best to identify amazing speakers who will not only educate but engage and inspire your students. Don't leave this to chance - try to engage speakers you have heard and seen in action or schedule some time to vet each presenter before offering them to be on a panel. You can also ask your colleagues for recommendations.

- **Showcase Interesting Career Paths/Experiences That Will Inspire and Motivate Students**

Sometimes, it is refreshing to hear someone who followed a non-traditional career path or took a road "less traveled." This educates the students about career possibilities they may not have considered. In addition, it is great to see professionals who found a career that is aligned with their unique skills, work-life values, and passions, a career that feels like a great fit. Finally, consider choosing presenters who are likely to be "relatable," meaning a student or recent grad would feel that they could see themselves in this line of work/position down the road and feel motivated and inspired by the panelists.

- **Engage Your Alumni and Employer Contacts Strategically: Consider Who Is Hiring**

While this program is mostly informational and there is no expectation that panelists will be offering employment opportunities, the reality is that students are always hoping to connect with someone who is actively hiring. From the employer relations standpoint (as mentioned in the previous handout on choosing practice areas), it is also a great opportunity to deepen the relationships with employers and alumni who often look to recruit from your law school and may even have active job postings they can mention during the program.

SAMPLE EMAIL AND PANEL QUESTIONS

Sample Outreach Email to Prospective Panelists

Dear *[insert name]*,

I am a member of the NALP JD Advantage (JDA) Work Group. We are putting together a JD Advantage Career Week consisting of three days of panel sessions on *[insert dates]* to showcase a variety of career paths for law students to consider beyond the traditional practice of law. Given your *[insert field]* focused role at *[insert organization]*, I was hoping you could join us as a member of the *[insert title]* panel on *[insert date]*. We've lined up *[insert]* as the panel moderator. The panel will focus on career path advice and guidance. You will not need to prepare any materials. Please let me know if you are interested and available, and I can follow up with further details.

Sample Questions for Panelists

1. Introductions: Moderator introduces the program and asks each panelist to share where they work and what they do. Each panelist, including the moderator, briefly describes their career path and previous roles. *[Moderator then poses questions below to a specific panelist or all panelists.]*
2. What skills and competencies do you use most regularly in your current job?
3. How does your JD and your legal background/training help you (make you more effective) in your role?
4. How did you find your way into this field/industry/career since you graduated?
5. What do you find most interesting about your work? What are some of the challenges?
6. What can someone expect in terms of career growth and compensation?
7. What is your advice to students and recent grads? Where can they look for internships and post-grad career opportunities in this field?
8. What courses, resources, blogs or professional organizations do you recommend to law students and recent grads who are interested in your career path?
9. What advice do you have for students who hesitate to take a non-traditional path?
10. Share one piece of advice you wish someone shared with you when you were in law school.

Tips for Q&A: We suggest saving questions until the panel discussion concludes. The moderator will encourage the audience to type questions in the chat throughout the program and reserve at least 20 minutes to address these questions at the end of the panel presentation. Attendees can also use the “raise hand” feature and ask questions at the end of the panel discussion.