MEMORANDUM

To: NALP Board of Directors
From: Experienced Professionals Section, Lee Anne Masetti-Martin, Chair
Re: Quarterly Update
Date: March 2017

I. Quarterly Call

We hosted our fourth, and final, EP Section call on March 9, 2017. Approximately 30 members joined the call. The agenda is included below:

- Board Update/Highlights: Lynn Herron
- Annual Education Conference Update and Reminders: Alexis Fox
- It's RFP Time!: Lee Anne Masetti-Martin
    - Members were encouraged to submit RFPs for the upcoming PDI Conference in December, and for the 2018 Annual Education Conference in Florida. Members were directed to the NALP website for further RFP submission information.
- NALP Lateral Recruiting Summit: Lee Anne Masetti-Martin
    - Members were encouraged to register for the second NALP Lateral Recruiting Summit, being held on June 9 at the Mid-America Club in Chicago. Members were directed to register via the events page of the NALP website.
- Managing Your Own Professional Development segment:
    - Rachael Bosch from Paul Hastings gave a very interesting and current presentation on: Keys For Success -- Executive Presence and Emotional Intelligence for Lawyers (although it was pointed out during the presentation that the information also applies to legal recruiting professionals). One of her key takeaways is that, "Emotional intelligence is a key indicator of a strong executive presence. The results of developing this key business skill are tangible."
    - A copy of Rachael's slides is attached to this report. Please note that Rachael is starting her own consulting company, Fringe, thus her slides are branded with her new company's logo.
- Thank you for a great year!
    - Thank you to everyone who joined our calls and participated in the section, especially those who presented and who submitted RFPs for the Annual Education Conference in San Francisco.

- A gigantic THANK YOU goes out to the Vice-Chairs for all their hard work on moving the EP projects forward! I am incredibly grateful (and lucky!) to work with this talented team of professionals…all of whom already have full-time jobs and who willingly and tirelessly kept this group going. I couldn't be prouder of what they've accomplished!
    - Annual Education Conference Planning/Bulletin Article Planning Working Group: These Vice-Chairs were instrumental in working with the EP members in Boston in 2016 by facilitating brainstorming groups for RFPs during the business meeting. They then followed up with everyone for RFP submissions. Due to their efforts, a record 26 RFPs were submitted under the EP section and 14 were selected for the Annual Education Conference in San Francisco!
        - Michael Nguyen from Greenberg Traurig in San Francisco, CA
        - Tom Rodriguez from Steptoe & Johnston in Washington, DC
        - Wendy Siegel from NYU School of Law in New York, NY
        - Michele Ward from Winston & Strawn in Los Angeles, CA
    - Experienced Professionals and Newer Professionals Collaboration Working Group: These Vice-Chairs attended the NP section calls and provided valuable advice and guidance to questions coming from the NP membership. In addition, they collaborated to put on two informative webinars specifically addressing topics that the NP members were interested in: 1) Interviewing Skills, and 2) How Law School Career Advisors Can Best Engage With Students. Finally, they started the "Advice To My Younger Self" campaign, with the hope that this will formally take off in the next NALP year (2017/2018)
        - Yujin An from Greenberg Traurig in New York, NY
        - Norma Cirincione from Cleary Gottlieb Steen & Hamilton in New York, NY
        - Melissa Maynard Leger from Stanford Law School in Stanford, CA
    - Managing Your Own Professional Development Working Group: These Vice-Chairs had the important job of providing our EP members with a professional development segment for each of our calls. This was no easy feat, and during each call I was repeatedly impressed with the quality of the programming which exceeded my expectations. Through their leadership, they provided the EP members with mini-PD segments on: 1) Serving as a Leader; 2) Overcoming Bias; and 3) Executive Presence and Emotional Intelligence.
        - Cassandra Chen from Dentons in New York, NY
        - Cindy Hasson from Paul Hastings in New York, NY
        - Cassandre Stump from NYU School of Law in New York, NY
- And, last, but certainly not least, I am extremely grateful to Lynn Herron, our Board Liaison. Lynn was a wonderful advisor and sounding board to me. Many of the ideas for the EP section this year were borne out of the conversations that she and I had about the direction of the group. Thank you, Lynn!

II. Thank You and Chair Transition

I'd like to thank the Board for giving me the opportunity to chair the EP section during the 2016/2017 year. It was a wonderful and gratifying experience, and as I've already said, I had the best team to work with. Looking ahead, I plan on meeting with the new EP Section Chair prior to the NALP Annual Education Conference in San Francisco to ensure a smooth transition. This will include an overview of the working groups, advice on the selection of Vice-Chairs, preparation for the EP Business Meeting at the NALP Annual Education Conference, and general "tips and tricks."

I look forward to seeing you in San Francisco in April!

EXECUTIVE PRESENCE & EMOTIONAL INTELLIGENCE FOR LAWYERS

NALP EXPERIENCED PROFESSIONALS SECTION

MARCH 9, 2017

FRINGE

PROFESSIONAL DEVELOPMENT

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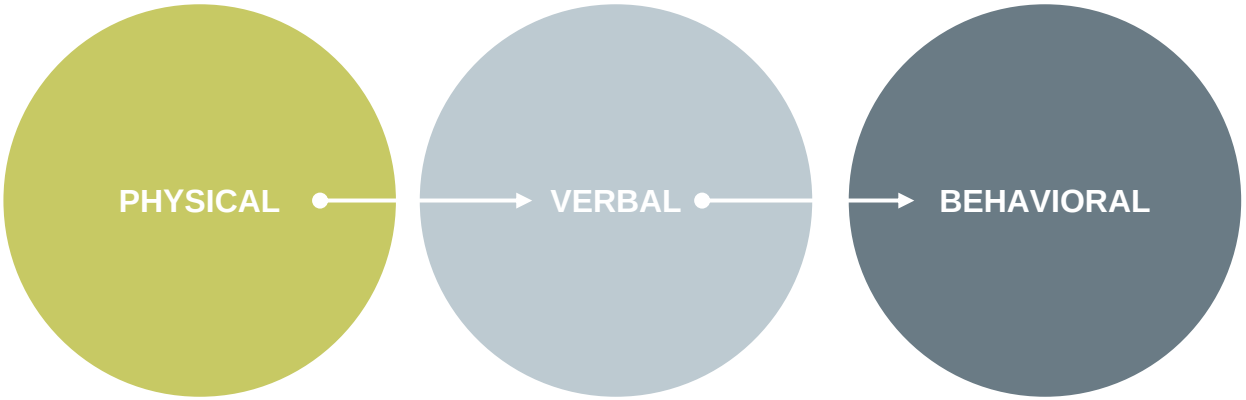
“Law is human interaction in emotionally evocative climates. Any lawyer who can understand what emotions are present and why is at a tremendous advantage.”

— Peter Salovey, President of Yale College and original Yale researcher on emotional intelligence

Executive Presence

- Bringing it
- Saying it
- Doing it



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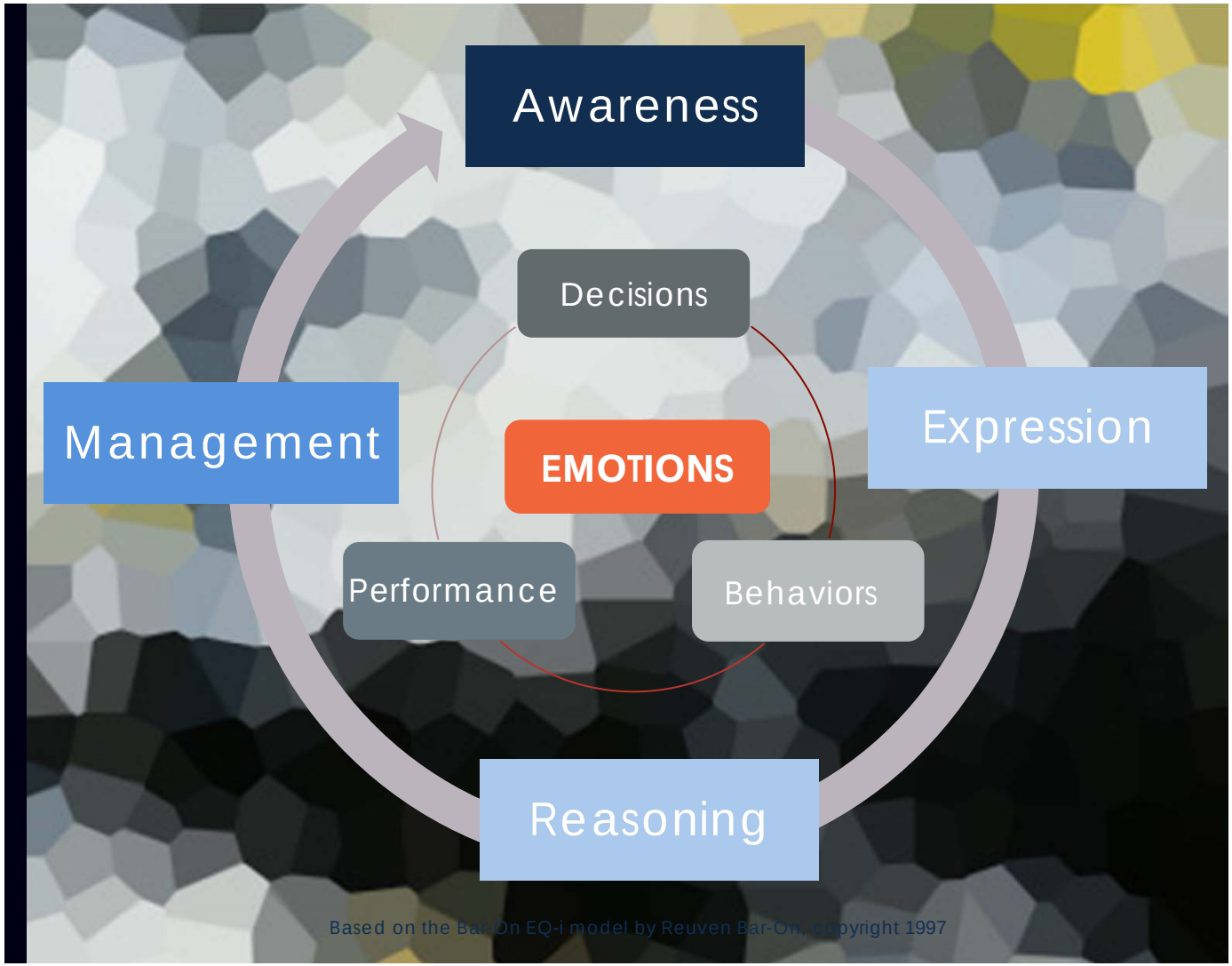
PROFESSIONAL DEVELOPMENT

Lawyers & Emotional Intelligence

What does it all mean?



Impact of EI for attorneys

Emotional intelligence is a key indicator of a strong executive presence. The results of developing this key business skill are tangible.

Connections

Stronger teams
Higher levels of networking
Increased collaboration

Business Growth

Agility with client demands
Better business development
Adaptability

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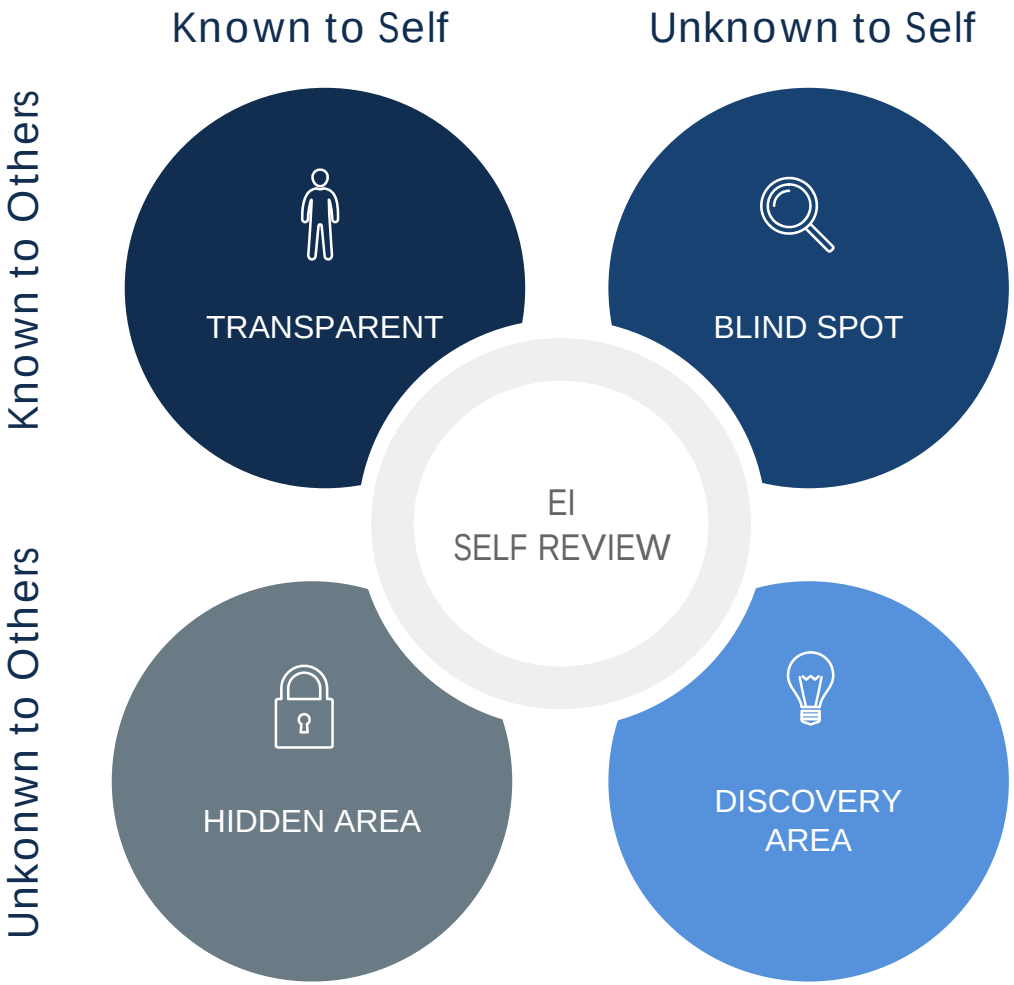
Identify areas for self reflection and growth



QUESTIONS?

CUSTOMIZING LEARNING TO **MAXIMIZE** RESULTS

FOCUS AREAS

Personal Branding
Critical Communications
Leadership Cultivation
Utilizing Millennials
Creative Team Building
Executive Presence

Workshops

Curated content developed specifically for your group.

Coaching

One-on-one work focused in the areas needed most by your team.

Consulting

Effective organizational structures that increase productivity.

HOW CAN **FRINGE** HELP YOU?

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