



2017  
**Summit on** October 6 | Washington, DC  
**EMERGING CAREERS** **FOR LAW GRADS**

**#NALPEC**

# 2017 Summit on EMERGING CAREERS FOR LAW GRADS

NALP will offer the first-ever Summit on Emerging Careers for Law Grads on Friday, October 6 in Washington, DC. The JD Advantage job market has more than doubled in the period since 2005. This event will focus on understanding a number of specific employment opportunities that have developed quickly in the period following the recession, including jobs for law school graduates in compliance, legal process outsourcing, and data privacy and security, among others.

The Summit will provide education about how to advise students and graduates who are examining these new career opportunities and will feature innovative career services professionals and deans who have capitalized on these opportunities for their graduates, as well as recruiters and others from some of these new law grad employer organizations. The entire conference will feature experts on 21st century legal careers.

James G. Leipold, Executive Director of NALP, will provide current NALP statistics on the job market focusing specifically on the rapidly changing metrics surrounding JD Advantage jobs. Richard L. Hermann, author of the new 21<sup>st</sup> Century Legal Career Series of books, will then provide a comprehensive understanding of where the majority of emerging careers will likely be in the future, what industries are hiring the most JD grads in non-lawyering roles, what areas of the country have the majority of these new employment opportunities, and what the career paths of law grads who start in these jobs might look like.

We are pleased to introduce the NALP community to Daniel Martin Katz, Associate Professor of Law, Illinois Tech – Chicago Kent College of Law and Director, The Law Lab @ Illinois Tech, who will discuss his research on The T-Shaped Lawyer. Professor Katz is a scientist, technologist, and law professor who applies an innovative polytechnic approach to teaching law – to help create lawyers for today’s changing legal job market. Both his scholarship and teaching integrate science, technology, engineering, and mathematics. Given the current job market, a changing set of competencies is required for 21st century lawyers who must not only have deep legal subject matter expertise, but also the ability to collaborate across disciplines such as technology, business, data analytics, and information security.

We will also have experts in compliance, legal process outsourcing, data privacy and security, plus experienced career counselors and deans to provide information on counseling students about these opportunities as well as the fine art of selling the value of JD grads to these emerging employers who often have a mixed candidate pool of JD and non-JD applicants.

This one-day conference is one that career services professionals, deans, and other law school professionals will not want to miss. Registration includes breakfast and lunch, as well as a networking reception on Thursday evening, October 5, from 6:00 to 7:30 pm at The George Washington University Law School.

## Conference Agenda

Thursday, October 5	
6:00 – 7:30 pm	Networking Reception
Friday, October 6	
8:00 – 8:45 am	Registration & Breakfast
8:45 – 10:45 am	General Sessions
10:45 – 11:00 am	Break
11:00 am – 12:30 pm	General Session
12:30 – 1:30 pm	Lunch
1:30 – 2:30 pm	General Session
2:30 – 2:45 pm	Break
2:45 – 5:00 pm	General Sessions



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## Registration

### 2017 Summit on Emerging Careers for Law Grads

\$475 per person | NALP Members

This event is for NALP Members only.  
Space is limited to 2 participants per organization.

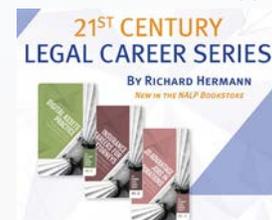
To register for the Summit, go to [www.nalp.org/events](http://www.nalp.org/events) and select the **2017 Summit on Emerging Legal Careers for Law Grads**. The system allows online registration and payment with a credit card or pay by check (select the latter if you plan to receive an invoice).

### Add the new legal careers series:

*21<sup>st</sup> Century Legal Career Series*  
Richard Hermann

Bundle with volumes 1 – 12: \$160

Place book order with registration. Shipping cost included.



# 2017 Summit on EMERGING CAREERS FOR LAW GRADS

## Conference Information

### Conference Sites

The reception on October 5, from 6:00 – 7:30 pm, will be at:

**The George Washington University Law School**  
Burns Hall 5th Floor  
716 20th Street, NW  
Washington, DC 20037

All programming on October 6 will be at:

**Center for Strategic and International Studies**  
1616 Rhode Island Avenue, NW  
2nd Floor Ballroom  
Washington, DC 20036

### Cancellation Policy

- Full refund for cancellations received by September 22 minus a \$100 fee.
- 50% refund for cancellations received September 23 – 29.
- No refunds after September 29.

All programs and times are subject to change. Please check [www.nalp.org/events](http://www.nalp.org/events) for the most up-to-date conference schedule.

### Conference Hotels

After registering for the conference, rooms can be reserved at the Rouge and Topaz Hotels at the special rate of \$249 (plus 14.5% taxes). After completing your conference registration, you will receive an email with links to book the hotel. Hotel reservation confirmations will be sent directly from the hotel.

**Rouge Hotel**  
1315 16th Street, NW  
Washington, DC 20036  
202-956-6676

**Topaz Hotel**  
1733 N Street, NW  
Washington, DC 20036  
202-393-3000

### Travel Discounts

For your convenience, Professional Service Firm Travel, LLC (PSFT) will be the official travel service for this event.

Professional Service Firm Travel, LLC  
475 Park Avenue South  
34th Floor, New York, NY 10016  
Phone: 212-592-1370 or 1-888-773-8728  
Email: [lmelendez@psftravel.com](mailto:lmelendez@psftravel.com) or [jduberry@psftravel.com](mailto:jduberry@psftravel.com)  
[www.psftravel.com](http://www.psftravel.com)

PSFT reservation hours are Monday – Friday, 8:30 am – 6:00 pm ET. Make your reservations by calling 1-888-773-8728 and asking for Lissette or Jacqueline (please identify yourself as attending a NALP conference). A \$35 transaction fee will be applied to all tickets purchased.

### About NALP

NALP is an association of over 2,500 legal career professionals who advise law students, lawyers, law offices, and law schools in North America and beyond. NALP believes in fairness, facts, and the power of a diverse community. We work every day to be the best career services, recruitment, and professional development organization in the world because we want the lawyers and law students we serve to have an ethical recruiting system, employment data they can trust, and expert advisers to guide and support them in every stage of their careers.

### Planning Team Members

Susan Atkinson  
Capital One

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Pace University School of Law

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UCLA School of Law

Mina Jones Jefferson  
University of Cincinnati College of Law

Betsy Armour  
USC Gould School of Law

Shawn Beem  
Capital University Law School

Kristen Hulse  
Coblentz Patch Duffy & Bass LLP

David Montoya  
The University of Texas School of Law

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## Thursday, October 5

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### Welcome & Networking Reception

6:00 – 7:30 pm

The George Washington University Law School  
Burns Hall 5th Floor  
716 20th Street, NW  
Washington DC 20037

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## Friday, October 6

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Center for Strategic and International Studies  
1616 Rhode Island Avenue, NW  
2nd Floor Ballroom  
Washington, DC 20036

### Registration and Breakfast

8:00 – 8:45 am

### JD Advantage Jobs: A Snapshot

8:45 – 9:00 am

What can we learn from the NALP employment outcomes data about JD Advantage jobs? Do employment patterns vary by region or public/private status? How many JD Advantage jobs are there, and for what level of seniority? What kinds of jobs make up the majority of the jobs in this category? NALP Executive Director James Leipold will share highlights from the NALP ERSS data that illuminate the growing JD Advantage job market.

*James G. Leipold, Executive Director, NALP*

### 21<sup>st</sup> Century Careers for Today's Law School Graduates

9:00 – 9:45 am

Establishing a satisfying legal career in this challenging, competitive legal employment environment requires many law students and graduates to research and investigate opportunities beyond traditional practice. To be successful, law grads also need to know what the future will bring. No one has a crystal ball, but Richard L. Hermann has spent his entire career – more than 30 years – researching, evaluating, and accurately predicting new career opportunities for law graduates. The author of the recent 21<sup>st</sup> Century Legal Career Series of books, Hermann is uniquely situated to talk about where emerging jobs are now and where they

will likely be in the future. Attendees will leave this session with a comprehensive understanding of where the majority of emerging careers will likely be, what industries are hiring the most JD grads in non-lawyering roles, what areas of the country have the most jobs to offer, and what the career paths of law grads who start in these jobs might look like.

*Richard L. Hermann, Author*

### Toward the 21<sup>st</sup> Century T-Shaped Lawyer

9:45 – 10:45 am

The changing legal market necessitates a changing set of competencies for 21<sup>st</sup> century lawyers who must not only have deep legal subject matter expertise, but also the ability to collaborate across disciplines such as technology, business, data analytics, and information security. Learn what constitutes a “T-Shaped Lawyer” and how some law schools are heeding the call to prepare students for success in this evolving market. We can all play a role in shaping tomorrow's lawyers!

*Daniel Martin Katz, Associate Professor of Law, Illinois Tech - Chicago  
Kent College of Law and Director, The Law Lab @ Illinois Tech*

### Break

10:45 – 11:00 am

### Informed and Engaged Outreach for Emerging Legal Jobs: A Template for Law Schools

11:00 am – 12:30 pm

Today's 21<sup>st</sup> century employment opportunities for law graduates are far more diverse than traditional lawyer roles of yesterday. Law graduates are now leveraging their law degrees for non-practicing roles in compliance, risk management, and data privacy and security, to name a few. How does a law school career services professional find such expanded opportunities for students and graduates? It's done through successful employer outreach as well as internal education and promotion. By establishing a plan that is well-researched, articulate, and internal and external in execution, a career services professional will be able to expand employer relations and employment opportunities for students and graduates of today and tomorrow. At the end of this session, attendees will be able to perform market research, identify key contacts, and leverage existing relationships for informed entry into new markets and industries; articulate the value of a JD to a non-traditional organization and suggest opportunities for student and graduate engagement; and educate students, faculty, and deans about emerging employment opportunities and promote such new opportunities to students and graduates.

*Anthony Crowell, Dean and President, New York Law School*  
*Heather Childs, Vice President, Compliance, Capital One*  
*James F. Mentzer, Assistant Director, JD Advantage Careers, Office of Professional and Career Development, University of Pittsburgh*  
*Sarah Rohne, Employer Relations Director, University of Minnesota Law School*

## Lunch

12:30 – 1:30 pm

### Hacking into the Data Privacy and Security Job Market

1:30 – 2:30 pm

One of the largest threats facing every corporation, agency, and organization today is the risk of a malicious data breach. Data privacy and security is a cross industry, inter-disciplinary job market that is experiencing rapid growth in both the public and private sectors. Learn about the market forces contributing to the increase of jobs in this area as well as some of the key employers in this space. How can your law grads find opportunities in this growing industry? What skills and competencies are needed to thrive in this area? These high stakes jobs, managing continuously evolving threats, could be a perfect fit for some of your students. Attendees will leave this session with a better understanding of the market forces contributing to the increase of jobs in this area; the ability to identify key employers in both the public and private sectors; familiarity with the competencies sought by employers and whether and when other qualifications, such as certificates or technical training, may be necessary; and additional knowledge to guide your students through an effective job search for this field.

*Elizabeth “Betsy” Armour, Associate Dean and Dean of Career Services, USC Gould School of Law, Moderator*

*Rupa Bhandari, Assistant Dean for Career Management, Santa Clara University School of Law*

*Sona Makker, Privacy & Public Policy Associate Manager, Facebook*  
*Justin Shore, Senior Counsel, Government Affairs, FirstNet*

## Break

2:30 – 2:45 pm

### Legal Operations and Innovation in Client Servicing: Shaping Opportunities for Tomorrow’s Lawyers

2:45 – 4:00 pm

Legal operations, or legal ops, is a fast-growing profession that is changing how legal functions deliver services to their

stakeholders. Legal ops professionals are charged with finding ways to deliver legal services faster, better, and at a lower cost. This can mean improving how organizations place work with outside counsel, alternative legal services providers, and other vendors; finding, testing, and implementing new technologies; and developing new ways for a legal function to generate value within and solve challenges for an organization. Led by legal ops professionals and a former law firm Office Managing Partner, this session will provide an overview of how legal ops is driving innovation in traditional legal employers and creating new opportunities (including legal internships) not only within the realm of legal ops, but also in supportive industries such as contract management, e-discovery, big data analytics, and IT. The panel will also focus on the role of outside counsel in taking proactive, innovative approaches to creating new client-focused products and opportunities, including integrating elements of Design Thinking into the private practice of law.

*Molly Dodge, Senior Director, Legal Operations, Capital One Financial Services*

*Kristen Hulse, Director of Attorney Recruitment & Professional Development, Coblenz Patch Duffy & Bass LLP, Moderator*

*Jeff Lesk, Partner, Nixon Peabody*

*Daniel Yi, Senior Counsel for Innovation, U.S. Department of Justice*

### Drilling Down: Unearthing Compliance and Risk Management Opportunities

4:00 – 5:00 pm

With the growing focus on compliance and risk management in corporate America, many law students and recent graduates are finding fulfilling careers in the business world. Come hear from experts in the field about career opportunities in these areas of focus. Learn what compliance and risk management jobs actually entail, which employers (private and public) are hiring for these roles, and what employees need in the way of skills and competencies to obtain and succeed in these jobs. Understand how to advise students and grads on what new employees can expect from the hiring process and upon being hired, what a typical day on the job is like. This knowledge will empower career advisors to identify students well-suited for these positions and to provide them with targeted, current advice.

*Susan W. Atkinson, Senior Manager, Capital One, Moderator*

*Lori D. Baruch, Executive Director/Assistant General Counsel, JP Morgan Chase Bank, N.A.*

*Lisa Middlekauff, Senior Portfolio Examiner, Federal Reserve Bank of Atlanta*

*Martha Cutright Sarra, Vice President & Chief Ethics and Compliance Officer, The Kroger Co.*



1220 19th Street NW, Suite 401  
Washington, DC 20036-2405

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