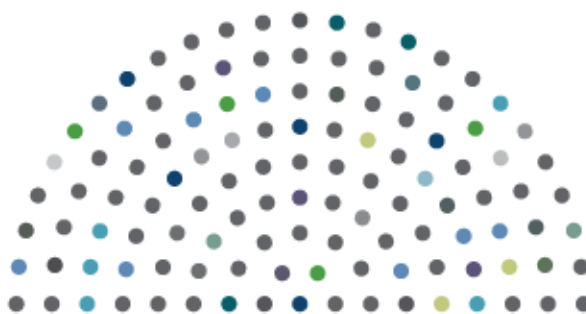


# LAW FIRM LEADERSHIP CONFERENCE

NOVEMBER 8, 2018 | TORONTO, ON



## Conference Agenda

**8:00 | 9:00**    **Registration and Breakfast**

**9:00 | 9:40**    **Keynote Address** (*0.75 hours – professional content*)

How do you harness innovation in your firm to meet your goals? Michael Torpey, Managing Partner of Orrick, will share his ideas and experience. Forbes named Orrick the most innovative firm in North America in 2016 and 2017. You might expect that kind of plaudit for a Silicon Valley firm, but only a few of the 2017 award's eight citations related directly to technology. Orrick was also recognized for its new litigation case management system, helping create the world's first environmental impact bond, and undertaking peer benchmarking studies of corporate governance structures, among other initiatives.

**Speaker:**        **Michael Torpey**, *Managing Partner, Orrick, Herrington & Sutcliffe LLP* (San Francisco)

**9:40 | 10:20**    **Session 1: Measuring Innovation** (*0.75 hours – professional content*)

Plenty of firms claim to be going about the business of law in new and exciting ways, but what's actually happening on the ground and how can we measure it? Law and innovation expert Dan Linna will share the scoop – his legal services innovation index has been described by those in the know as "the best resource ever seen emerge in the legal innovation space." We will also talk to a recent law school grad who is speaking out about culture building, innovation, and getting the most from your millennial associates.

**Moderator:**    **Gary Luftspring**, *Managing Partner, Ricketts Harris LLP* (Toronto)

**Speakers:**      **Aly Háji** (Montréal)

**Daniel W. Linna Jr.**, *Visiting Professor of Law, Northwestern Pritzker School of Law* (Chicago)

**Mara Nickerson**, *Chief Knowledge Officer, Osler, Hoskin & Harcourt LLP* (Toronto)

**10:20 | 10:45 Refreshment Break**

**10:45 | 11:25 Session 2: The Great Debate** *(0.75 hours – professional content)*

Securing big business can be tough at the best of times. It's even trickier when you're not pitching to the clients themselves. These days, many corporate clients have procurement specialists doing their legal shopping, but do they truly understand the value that a particular legal team can bring to a business challenge? Meanwhile, clients are wondering why law firms haven't followed suit by employing sales teams to make their case. This lawyer vs. client debate will feature candid perspectives and insights on the importance of speaking the same language.

**Moderator:** **Michael Milani**, *Partner, McDougall Gauley LLP (Regina)*

**Speakers:** **Fred Headon**, *Assistant General Counsel - Labour and Employment Law at Air Canada (Dorval)*

**Craig Rix**, *Partner, Hicks Morley Hamilton Stewart Storie LLP (Toronto)*

**11:25 | 12:05 Session 3: Financial Considerations for Firm Leaders**

*(0.75 hours – professional content)*

When it comes to the bottom line, there will never be a substitute for savvy financial management. This session will examine critical financial considerations, including margin analysis at the client level and the taxation of work in progress.

**Speaker:** **Raymond Adlington**, *President of the Canadian Bar Association and former Managing Partner, McInnes Cooper (Halifax)*

**Randy Bauslaugh**, *National Practice Leader, Pensions & Employee Benefits, McCarthy Tétrault and Professional Trustee, OECTA Benefits Trust (Toronto)*

**Deepa Chander**, *Chief Financial Officer, McCarthy Tétrault LLP (Toronto)*

**12:05 | 1:25 Luncheon | Keynote Address** *(1.5 hours – substantive content)*

**Speaker:** **Dean Camille Cameron**, *Schulich School of Law, Dalhousie University (Halifax)*

**1:30 | 3:00    Session 4: Solutions Showcase** *(1.5 hours – professional content)*

There's low tech, high tech, and everything in between, but there's no denying the role of technology in the progress of modern business. Our Solutions Showcase will feature legal tech innovators (including this year's winner of the CBA's legal innovation contest, The Pitch) offering solutions to real problems for you and your clients.

**Moderator:**    **Martine Boucher**, *Co-Founder and CEO, Simplex Legal LLP*  
(Calgary)

**Speakers:**    **Patrick Hartford**, *Managing Partner, Notice Connect* (Toronto)  
                      **Derek Hopfner**, *Co-Founder, Founded* (Toronto)  
                      **Catherine Krow**, *Founder and CEO, Digitory Legal Corp* (San Francisco)  
                      **Laura van Wyngaarden**, *Chief Operating Officer, Diligen* (Toronto)

**3:00 | 3:15    Refreshment Break**

**3:15 | 4:45    Session 5: Using Design Principles to Further Firm Directions**  
*(1.5 hours – professional content)*

Everyone talks about using 'design principles,' but the jury's out on how to effectively apply them in order to translate your firm's strategy into an operating model. Our panel of experts will discuss how integrating design theory can help your firm reach its strategic goals in practical and measurable ways.

**Speakers:**    **Daniel W. Linna Jr.**, *Visiting Professor of Law, Northwestern Pritzker School of Law* (Chicago)  
                      **Nicola Shaver**, *Director, Knowledge Management, Paul Hastings LLP* (New York)  
                      **Carla Swansburg**, *Vice President and General Manager, Epiq* (Toronto)

**4:45            Closing Remarks**

**5:00 | 7:00    Reception at Vintage Conservatory | 100 Lombard St, Toronto**