

What's Now? **What's Next?**

There is a once-in-a-decade opportunity at our doorstep. If we take the time to understand the macro-level market forces governing the industry, we can learn from each other and develop a plan to take advantage of them.

What are the top five macro-level trends that will impact the delivery/procurement of legal services this year and next? How will they impact your career?

1

2

3

4

5

Which of these trends interests you the most? Which holds the most promise for you both personally and professionally?

What are some of the emerging roles and opportunities being created as a result of these macro trends?

Examples

Pricing Director

Global Sourcing Officer

Director Of Practice Innovation

Director Of Legal Project Management

Chief Knowledge Officer

Chief Practice Management Officer

Chief Practice Officer

Director of Legal Technology Innovation

Director of Discovery/InfoGov

Chief Value Officer

Chief Legal Officer

What five questions do you need to ask over the next four days to better understand these trends and their impact on your career growth, options, and opportunities?

1

2

3

4

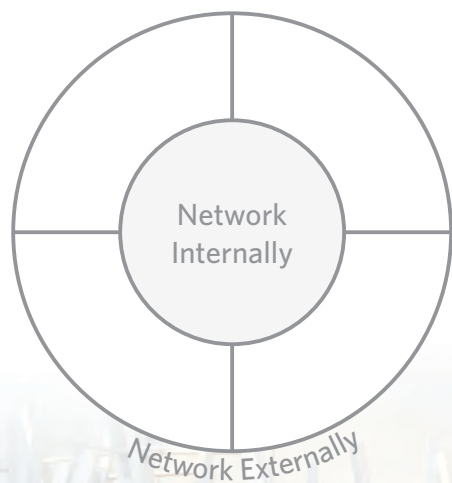
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What three things do you need to do over the 90 days after ILTA to take advantage of the macro-level market trends that impact your career in a positive way?

1

2

3



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MAKE YOUR CAREER A PRIORITY

Not enough women realize their true professional value and worth, and even those that do, fail to prioritize their own development. Whether you are looking to increase your role, responsibilities, authority or resources in your current organization, or step into an entirely new role, this 90 minute thought-provoking workshop will show you how to make yourself and your career development a priority.

Background Information

My name is _____.

I currently work at _____

and my title is _____

I work in the _____ department

and have been here for _____ years.

Previously, I was at _____

for _____ years. My title there was _____.

I'm currently responsible for _____

and my brag (what I'm really good at) is _____

_____.

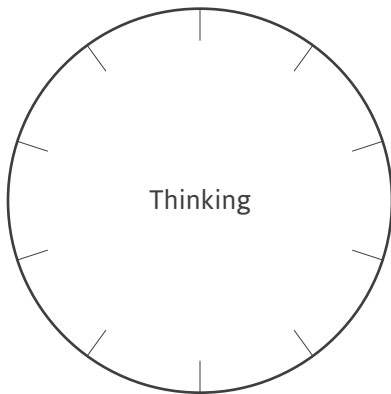
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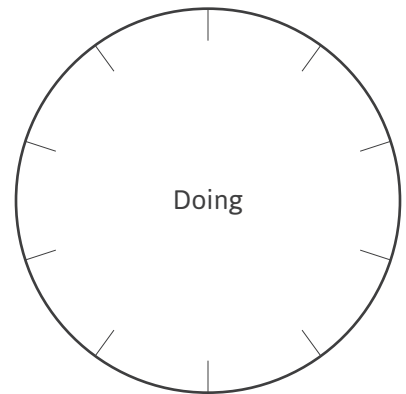
From Now to Next

Your business is your career. You are the CEO of your career. You need to be a priority, whether you know exactly what your career goals are for 2020 or you are just beginning to think about your career again and are searching for a new direction.

You cannot manage what you do not measure. There's a difference between thinking and doing. In order to be an active participant in your own advancement, you need to think as well as do. Get into action with a plan. Let's start with a quick level set and check-in:



Over the last three months, how much time per week do you spend focused on your career?



How much time per week do you need to invest in your career? _____

Name three actions that you're currently taking or have successfully taken in the past.

_____	_____	_____
_____	_____	_____

What idea did you just learn from your table that you will act on?

What action will you take over the next four days?

What action will you take over the next 90 days?



Women to Know

ILTA 2016 Worksheet - Make your career a priority



Where will you be **when the music stops?**

Let's say that corporate profits are at an all time high, litigation is up, eDiscovery workload is up, and law firms and corporations are investing in tools, technology and talent. The best firms are investing in innovation, too.

Does this sound familiar? It should. That is what the legal space was like in 2006/07 when many of us enjoyed rapid promotions and raises. And we are right there again. And by there, I mean the top of a market just before the fall.

Let's also say every 7 to 10 years there is economic upheaval. We are 9 years beyond the 2008 recession. So we are due for a correction or recession.

Ugghh.

And now let's say that this correction or recession leads to an acceleration of law firm mergers and market consolidation. And an even more intense focus on cost cutting, innovation, and drive for market share.

What is the impact of a small recession and market consolidation on your firm, your department, and your career?

What is the impact of a 2008-sized recession and market consolidation on your firm, your department, and your career?

How much time will you commit to investing in and taking action on this knowledge/opportunity?

What three things do you need to do in the next 90 days to take advantage of this market awareness?

With Whom will you connect?

What will you read?