NETWORKING YOUR WAY TO SUCCESS

Presented by the
American Bar Association
Career Resource Center and
Center for Professional Development
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2. Additional Resources
Avery Blank is a Board Member of the ABA's Legal Career Central, uses her legal training as a consultant, and is a nationally recognized women’s advocate. She was previously a Senior Law & Policy Analyst with the Center for Health & Homeland Security at the University of Maryland, devising crises plans and advising clients. She also served as a trainer on goal-setting and personal development at the Ms. JD 2014 Conference on Women in the Law.

Avery received her law degree from the University of Maryland School of Law where she was the recipient of the 2011 National Association of Women Lawyers Outstanding Law Student Award. In 2014, she was named to the "Top 20 in Their Twenties" by the Maryland Daily Record for her professional accomplishments, civic involvement, and impact of achievements.
Visit the ABA Legal Career Central Job Board to:

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www.abalcc.org

**Faculty Bios**

**Joel Stern** is the CEO of the National Association of Minority and Women Owned Law Firms, Inc. (NAMWOLF), a non-profit trade association comprised of over 150 minority and women owned firms across the country. Prior to NAMWOLF, he was Principal of Stern Legal Consulting where he provided services to law firms and law departments and coached attorneys and business executives. Prior to this role, Joel was Global Deputy General Counsel and COO Legal at Accenture where he managed all outside counsel relationships across the globe.

**Monica Zent** is an experienced entrepreneur, investor, businesswoman and practicing attorney for nearly two decades. She is the Founder & CEO of Foxwordy and ZentLaw, one of the original #LeanLaw firms serving the world’s most well-known brands. Launched in 2014 in Silicon Valley, Foxwordy is the first private social network for lawyers, offering lawyers social productivity in the cloud in which they can engage in Q&A, exchange referrals, and share content with their peers - anonymously.

Networking Your Way to Success
Program Agenda

• Top Issues
• Tips on the Topic
• Participant Questions
• Agree/Disagree
• More Participant Questions
• Takeaways
• ABA Resources

Networking Your Way to Success

Top Issues

• Importance of networking in law
• Networking effectively
• Maximizing your network in diverse settings and with people of diverse backgrounds

Networking Your Way to Success
Tips on the Topic

- Network across distances.
- Know your brand.
- Do your homework.

Audience Questions?

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Agree/Disagree

You can never network too much.

Networking Your Way to Success

Agree/Disagree

Networking is hard and requires special skills.

Networking Your Way to Success
Agree/Disagree

Professionals with less experience can add value to a networking conversation.

Audience Questions?

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Takeaways

➢ Networking is about relationships.
➢ Networking takes work.
➢ A good networker adds value.
➢ You need to close networking loops.

Networking Your Way to Success

Legal Career Central

Enhancing Your Online Presence
Friday, December 11, 1 p.m. ET

Success on the Job: Practice Readiness & Beyond
Friday, January 8, 1 p.m. ET

Alternative Careers: Leveraging Your Options
Friday, February 12, 1 p.m. ET

Mindfulness: Elevate Your Awareness, Enhance Your Practice
Friday, March 11, 1 p.m. ET

Upcoming LCC Second-Friday Career Programs
Chair: Kathy Morris, Chicago and NYC
    Board Members:
    Casey Berman, San Francisco
    Avery Blank, Philadelphia
    Susan Fine, Washington, DC
    Adam Friedl, New York
    Carol Kanarek, New York
    Betsy Munnell, Boston
    Dr. Larry Richard, Philadelphia
    Liz Stone, San Francisco
    Mark Weber, Cambridge
    Robert White, San Francisco
    ABA Staff: Pamela McDevitt, Chicago
    Bill Altorfer, Chicago

Watch for more offerings and innovations...coming soon
Additional Resources


