A Day in the Life:
Healthcare In-House Counsel

Tuesday, March 26, 2019
12:00 P.M.- 1:00 P.M. Central
Presented by:

Moderator:
• Jessica L. Bailey-Wheaton, Vice President & General Counsel, Health Capital Consultants

Speakers:
• Lisa M. Frenkel, Associate General Counsel, Legal Department, Children’s Health
  • Emily R. Lee, Corporate Counsel, Legal Services Group (Texas Division), Catholic Health Initiatives
  • John A. Carreras, Corporate Counsel, Legal Services Group, Catholic Health Initiatives
Introduction

• Tips for Obtaining an In-House Position:
  – Networking!
    • Participate in local, state, and national bar associations (the ABA HLS!)
  – Ask for an informational interview
    • Use your law school, other connections to seek advice
Career

• Be adaptable
• Continue to network
• Think about your own professional development
Career

• Tip for New In House Counsel: Know your client
  – Specialize in knowing your company and don’t worry as much about specializing in an area of law
  – Thoroughly understand all aspects of the company and its business, including:
    • The type of entity and its corporate structure and organization
    • The size of its operations and the number and type of people it employs
    • The goods and services it provides and the industry in which it competes
    • The locations of its operations, both domestically and internationally
    • The business’s philosophy on taking risks
    • The governance structure and decision-making processes, including the legal department’s role in making business decisions
Working with Outside Counsel

• Consider your role vs. the role of outside counsel

• Manage outside counsel expectations

• Who is your client?
Working with Internal Departments

- Manage client expectations
- Remember *Upjohn* – who is your client?
Questions & Answers

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ABA Health Law Section
ABA In-House Counsel Interest Group