

**Resilience,
and Innovation,
Reinvention**



Aliant Conference | Spring 2021

An aerial photograph of a rugged coastline. The left side of the image shows a steep, rocky cliff face with a textured, brownish-tan surface. The right side is dominated by the ocean, featuring deep blue water with white, frothy waves crashing against the rocks. The overall scene is dynamic and powerful.

Welcome

Dear Friends,

Welcome to Aliant's **Spring 2021 Virtual Conference**. We are meeting at a time when the world is still struggling, but there is renewed hope, and normalcy is in sight.

For many of us, and for so many of our clients, the past twelve months have been a challenge. Confined to our homes, working remotely (if at all), supervising children on Zoom, and missing our friends and family, we have all slogged on.

As Churchill famously quipped, "When you are going through hell, keep going." These are the times that test our character and our mettle. Grit, tenacity, and resilience are the keys to survival and continued success. So, keep going!

For me personally, the burdens brought on by Covid were made lighter by all of you. Your continued friendship, camaraderie, sense of humor, optimism, and commitment to your friends and colleagues have inspired and moved me.

To get back to normalcy, and to return to a state of explosive growth and success, we must stand on each other's shoulders. We must rely on each other and we must trust each other. Isn't that what Aliant is all about?

I look forward to seeing each and everyone one of you at the conference. Please remember to log in timely, and to commit your undivided attention to your colleagues. We are all counting on you!

Thank you!



Jacob Stein,
Chairman



Conference at a Glance

<p>DAY 1 RESILIENCE <i>April 21</i></p>	<p>DAY 2 INNOVATION <i>April 22</i></p>	<p>DAY 3 REINVENTION <i>April 23</i></p>
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6:45 AM	6:45 AM - Doors Open	6:45 AM - Doors Open	6:45 AM - Doors Open
6:50 AM			
7:00 AM	7:00 AM - Welcome and Opening Remarks on Resilience: Martha Cusick	7:00 AM - Opening Remarks on Innovation John Wolfs	7:00 AM - Welcome Martha Cusick
7:10 AM		7:05 AM - <i>"Innovation in Law"</i> Kristen Hodgens	7:05 AM - Our Future Jacob Stein
7:20 AM	7:10 AM - <i>"Positive Resilience for Lawyers"</i> Hallie Love		7:15 AM - Resilience, Growth and Innovation at Aliant, strategic discussion led by Paul Ward
7:30 AM			
7:40 AM			
7:50 AM			
8:00 AM	7:55 AM - Group Breakout Sessions	8:00 AM - Panel Discussion: <i>"Innovation & What Clients Want"</i> Moderated by Pater Pang	8:00 AM - Group Breakout Sessions
8:10 AM			
8:20 AM	8:20 AM - Points of Discussion with Larger Group		
8:30 AM	8:30 AM - Closing Remarks: Malgorzata Krzyzowska	8:30 AM - Closing Remarks: Sandip Patel	8:30 AM - Breakout Reports
8:40 AM			
8:50 AM			8:50 AM - Closing Remarks: Claudia Bortolani
9:00 AM			

Day 1 | Resilience & the Practice of Law

April 21 / All Aliant

Welcome and Opening Remarks on Resilience—Martha Cusick | CEO, Aliant
7:00

Positive Resilience for Lawyers—Hallie Love,
founder of FitMindBodyBrain and Positive
Psychology for Lawyers.
7:10

Even in normal times, the practice of law is stress-filled. Following a year of challenges, from COVID and rapid changes in the way law is practiced, resilience and self-care are essential.

Attorney Hallie N. Love, a renowned speaker on positive psychology for lawyers, is a licensed positive psychology instructor with the Wholebeing Institute (founded by Dr. Tal Ben-Shahar), a therapist certified by the International Association of Yoga Therapists, an Integrative Restoration (iRest®) mindfulness instructor, and author of Yoga for Lawyers—Mind-Body Techniques to Feel Better All the Time, published by the ABA.

In this session focused on the whole lawyer, we'll learn how to build a resilient mindset with positive psychology and practice resilient living, a place where lawyers can truly thrive and grow.

Group Resilience Breakout Sessions
7:55

The larger group will break out into facilitated sessions to discuss strategies for resilience, productivity, and positivity where life and law practices can grow.

Return to Larger Group to Share Points of Discussion
8:20

Closing Remarks—Malgorzata Krzyzowka |
Head of Central Europe Practice
8:50

Meeting Ends
9:00



Hallie Love

**Founder of
FitMindBodyBrain and
Positive Psychology
for Lawyers.**

For over ten years, attorney Hallie Love has been teaching well-being, resilience, and better work productivity to legal professionals in her speaking engagements, workshops, and training programs. She specializes in mind-body techniques and positive psychology exercises that are sure-fire ways to prevent or help heal chronic stress and burnout, anxiety, low-grade depression, and sleep problems.

Hallie is a Positive Psychology educator, a therapist certified by the International Association of Yoga Therapists, a Meditation instructor, and author of Yoga for Lawyers – Mind-Body Techniques to Feel Better All the Time, published by the American Bar Association.

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Speaker Bio

Day 2 | Innovation & Reinvention

April 22 / All Aliant

Speaker Bio



Kristin Hodgins

Legal Innovator

Kristin Hodgins is currently the Director of Legal Operations for the Government of British Columbia in Canada and was previously innovation projects lead at a large national law firm. Kristin holds a bachelor's degree in law, a master's degree in information science and has worked in the legal industry for the past 12 years in a variety of roles, including knowledge management, research, business strategy and legal tech. She was recently named one of the top women in legal tech by Mishcon de Reya.



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Opening Remarks on Innovation—John Wolfs | Head of Netherlands Practice

7:00

Innovation in Law—Kristin Hodgins, Legal Innovator

7:10

The practice of law is changing – with change accelerated by COVID-19 and its global impact. How are law firms adapting to meet changing client demands? What strategies are law firm leaders using to build resilient, adaptive law practices that are suited to grow and thrive in a new era of legal practice?

Noted legal industry and technology expert Kristin Hodgins will share what she's seeing in law firm innovation, from subscription services for clients' ongoing need to artificial intelligence (AI), creating products that manage legal challenges, or building new ways of practice. Law firms are changing – clients' needs are shifting – and how Aliant addresses those changes and innovates to meet new demands will be critical.

Panel Discussion: Innovation & What Clients Want—Moderated by Peter Pang | Head of China Practice

8:00

Clients are driving innovation and change and resilience in law firms is coming through a combination of client demands, new technology, and a growing partnership between clients and counsel.

Who best to help Aliant to build a best-in-class law firm than clients who work with law firms globally every day?

Peter Pang moderates a panel of General Counsel who will share best practices, what they need from law firms now, and how Aliant can continue to lead in client service, innovation, and growth.

Closing Remarks—Sandip Patel | Head of UK Practice

8:50

Meeting Closes

9:00

Day 2 | Innovation & Reinvention



Marc Summers

Vice President and General Counsel for The Jockey Club

In his position, Marc is responsible for overseeing the 125 year old companies Thoroughbred horse racing and breeding in the United States and Canada. In that role, he oversees all legal matters for The Jockey Club and its numerous affiliates.

Prior to joining The Jockey Club staff, he worked with Goldman, Sachs & Co.'s Contracts, Intellectual Property and Privacy Group and before that as general counsel to a Silicon Valley software company. He obtained an LLM in International Intellectual Property Law and Contracts from the Bristol University, UK in 2005 and a J.D., cum laude, from California Western School of Law in 1996. He is based in The Jockey Club's New York City office.



Jim Rai

Author, Lawyer, Director at Reva Capital

Jim is a Director at Reva Capital, a management consultancy, which specializes in Anglo-Indian corporate partnerships. Jim has provided commercial legal advice across many international matters, involving litigation and M&A activity, acquiring The Grosvenor House Hotel (London), The Plaza (New York) and identifying strategic investment opportunities into a Formula One team, expanding the business portfolio.

Jim is currently involved in projects involving AI, Robotics and Biosynthetics, with an emphasis on the social impact sector. He has spent 22 years in the legal industry and is also a published author.



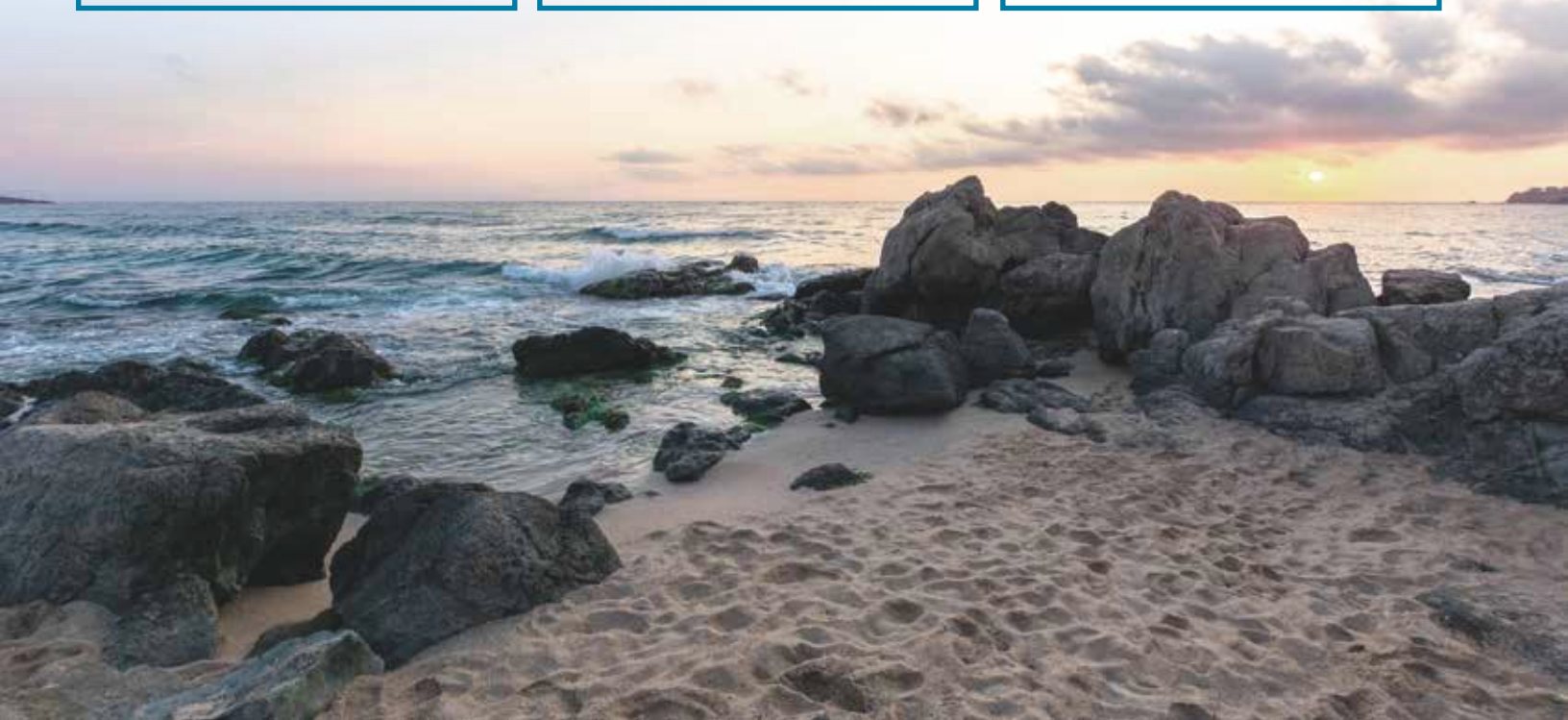
Nir Golan

Head of Solutioning at Elevate Services

Nir is an innovative attorney and highly experienced business transformation and legal operations leader focused on delivering change in the legal market through the design and creation of innovative solutions for multinational law departments and law firms. He leads Elevate's solutioning team in charge of designing and building solutions for law firms. The company provides expert-led, tech-enabled solutions, as well as identifying and preparing for tomorrow's opportunities.

Prior to joining Elevate, Nir served in several leadership positions in legal and legal operations in tech companies where he was responsible for legal operations, innovation, and digitalization.

Panelists



Day 3 | Reinvention, Innovation, & Legal Leadership

April 23 / Managing Partners

Welcome—Martha Cusick | CEO, Aliant

7:00

Our Future—Jacob Stein | Chairman

7:05

Resilience, Innovation, and Growth at Aliant

7:15

In this session, we'll bring together all we've heard in the past two days in a facilitated discussion on what's next for Aliant—how we adapt, grow, innovate, and thrive in a new world economy and in an industry experiencing incredible change. The goal is to emerge from the session with strategies for Aliant to build on its foundation and lead in a new era of law.

We'll be led in a strategic discussion by Paul Ward, a founder of Law.com and strategist to forward-looking law firms. Paul helps global law firms leverage new opportunities in the fusion of law and business.

Group Breakouts

8:00

Following an introductory session on how we fuse innovation and opportunity at Aliant, we'll break into facilitated small partner groups to craft concrete strategies to advance our collective global presence, build our practice and industry reputation, and stake a position as a leader in a new era of law.

Group Breakout Report Out

8:30

Following the breakouts, we'll reconvene to share the new ideas generated and use them as the basis for the continued evolution of our practice groups, practice tools, client and industry outreach, and evolution as the law firm of the future.

Closing Remarks—Claudia Bortolani | Head of Italy Practice

8:50

Meeting Ends

9:00



Paul Ward

**Founder of Law.com
and Law Strategist**

Paul Ward is sought out by global law firms to evaluate and assist with executing their entrance into to new markets, finding and helping acquire new laterals and groups, and implementing other strategic activities. Paul has been at the heart of growing law firms since joining Orrick's management team in 1994.

During the six years prior to his founding and successfully selling the website law.com to American Lawyer Media (ALM), Paul was part of the team that helped Orrick grow profitably into an international firm. He served for five years as the Chief Client Innovation officer at 500 lawyer Holland & Hart and serves on the advisory board of a legal technology company employing artificial intelligence in the practice of law.

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Facilitator Bio



ALIAN T
An International Law Firm

Argentina | Brazil | China | Cyprus | Finland | France | Hungary | Israel | Italy | Lithuania
Netherlands | Panama | Poland | Spain | Nigeria | United Kingdom | United States