

FEDERATION OF DEFENSE & CORPORATE COUNSEL



FEDERATION OF DEFENSE & CORPORATE COUNSEL
FOUNDATION



The Federation of
Defense & Corporate
Counsel & the FDCC
Foundation Proudly
Present the 2022
Program of



LADDER DOWN



LADDER DOWN

Women Helping Women Climb the Ladder of Success

Leadership ■ Business Development ■ Mentoring

A book of business directly correlates not only to increased compensation and promotion to equity partnership, but also to women lawyers' ability to exercise self-determination in their careers, to effectively compete for leadership positions in their firms, to negotiate alternative work arrangements (if desired), and to successfully pursue professional opportunities.

Women need to be empowered in these critical areas to break through the proverbial glass ceiling. FDCC Ladder Down™ provides the necessary training and accountability to achieve this empowerment.

LEARNING OBJECTIVES

- Improve leadership empowerment through enhanced self-awareness and better understanding of others.
- Best practices for business development. Effective self-promotion.
- Understand the myths and barriers that undermine effective follow-up with decision makers.

PROGRAM

- Large Group Interactive Series: These monthly sessions are dedicated to (1) leadership empowerment, (2) business development, and (3) mentoring. These will be highly interactive and involve hands-on exercises. You will walk out with practical tips and tools that can be implemented immediately.
- Small Group Accountability Sessions: Each participant will be assigned to a small group that will meet regularly, facilitated by a faculty member. These sessions are intended to be a supportive forum for encouragement, goal-setting, discussing obstacles and challenges, and sharing successes.

"To say Ladder Down has changed my professional life is an understatement. The women I have met have shown me the myriad of personalities and life situations women attorneys carry with them. I have learned so much about myself personally and professionally. I have learned to challenge myself to promote and advance myself both within my firm and in business development. When the status quo is unacceptable, be it in my book of business or my career, I have the skills to challenge it, and make the change I want to see."

J.P. Harrington Bisceglia - Allen Law Group

FDCC Ladder Down™ 2022 Tuition: \$1,250.00 APPLICATION DEADLINE: Monday, January 31, 2022

Space is limited. 24 participants will be accepted into the Ladder Down™ 2022 Class.



LADDER DOWN

2022 LADDER DOWN™ CURRICULUM & SESSIONS

All sessions are in central time, unless otherwise noted.

Sunday, March 6, 2022	Welcome Reception: 2:15 pm - 4:45 pm (pacific)
Saturday, March 19, 2022	Leadership Session #1: 10:00 am - 12:00 pm
Saturday, April 2, 2022	Leadership Session #2: 10:00 am - 12:00 pm
Saturday, April 23, 2022	Turning Leadership into Action: 10:00 am - 11:00 am
Saturday, May 7, 2022	Business Development #1: 10:00 am - 12:30 pm
Saturday, May 21, 2022	Leadership Small Group #1 10:00 am - 11:00 am 11:00 am - 12:00 pm 12:00 am - 1:00 pm 1:00 pm - 2:00 pm
Friday, June 17, 2022	Bus Dev Small Group #1: TBD
Saturday, June 18, 2022	Business Development #2: 10:00 am - 12:30 pm
Friday, July 8, 2022	Bus Dev Small Group #2: TBD
Saturday, July 23, 2022	Leadership Small Group #2 10:00 am - 11:00 am 11:00 am - 12:00 pm 12:00 pm - 1:00 pm 1:00 pm - 2:00 pm
Friday, August 19, 2022	Bus Dev Small Group #3: TBD
Saturday, August 20, 2022	Business Development #3: 10:00 am - 12:30 pm
Friday, September 16, 2022	Bus Dev Small Group #4: TBD
Saturday, September 17, 2022	Business Development #4: 10:00 am - 12:30 pm
Saturday, October 15, 2022	Corporate Counsel Panel: 10:00 am - 12:00 pm
Saturday, November 12, 2022	Sustained: Perspectives from the Bench: 10:00 am - 11:00 am
Saturday, December 10, 2022	Rainmakers Panel: 10:00 am - 11:00 am
Saturday, January 14, 2023	The Economics of Partnership: 10:00 am - 11:30 am
Saturday, February 11, 2023	Next Steps: Pay it Forward: 10:00 am - 12:00 pm
Thursday, March 9, 2023	Virtual Graduation Reception: 5:00 am - 7:00 pm



LADDER DOWN

LEADERSHIP, BUSINESS DEVELOPMENT, and MENTORING for WOMEN LAWYERS

2022 APPLICATION

Name _____

Email Address _____ Telephone _____

Firm & Position at Firm _____

Practice Area(s) _____

Years in Practice _____

1. How did you hear about FDCC Ladder Down™?
2. What do you hope to achieve through participation in this program?
3. What will you contribute to the program?
4. Have you ever received any formal training in leadership skills or business development?
If so, please describe.
5. Are you able to commit your best effort to attend every session?

Please submit completed application and CV by Monday, January 31, 2022 to:
Beth Fitch, ladderdown@righilaw.com

www.thefederation.org