



From Startup Through IPO: The General Counsel's Journey of Transformation

GC AdvantageSM Webinar

September 13, 2023



GC AdvantageSM

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Balancing Scales: Navigating the Nuances of General Counsel Compensation

Sep 21, 2023 @ 1:00 pm - 2:00 pm EDT



The Recipe for Making a General Counsel

Oct 11, 2023 @ 1:00 pm - 2:00 pm EDT

Questions & Answers



Submit questions to panelists at any time throughout the presentation via the Zoom **Q&A feature**.

Featured Speakers



Jennifer Pileggi

Senior Advisor – **BarkerGilmore**
Former Senior Vice President, General Counsel, Chief Compliance Officer, and Corporate Secretary – **Zuora, Inc.**



Lora Blum

Former Chief Legal Officer and Secretary – **Momentive.ai**



Gary Spiegel

Former Senior Vice President and General Counsel – **Anaplan**



Sharon Zezima

Former Senior Vice President, Corporate/Business Development, and General Counsel – **GoPro**
Former Vice President, General Counsel, and Corporate Secretary – **Marketo**

Companies' Views of Legal

Narrow

Tactical legal issues only

More expansive

Filling gaps in organization as needed

Most expansive

- Compliance
- Security/privacy
- People/HR
- Real estate
- Strategic planning
- Corporate Development
- Operations
- Other functions



Can change based on a company's stage of maturity, its needs at a point in time, or the priorities of the exec team and board

Transformation of the General Counsel

Lawyer → **Personal Counselor**

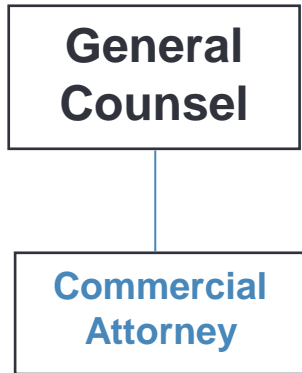
Functional Leader → **Executive**

Risk-Averse → **Business Savvy**

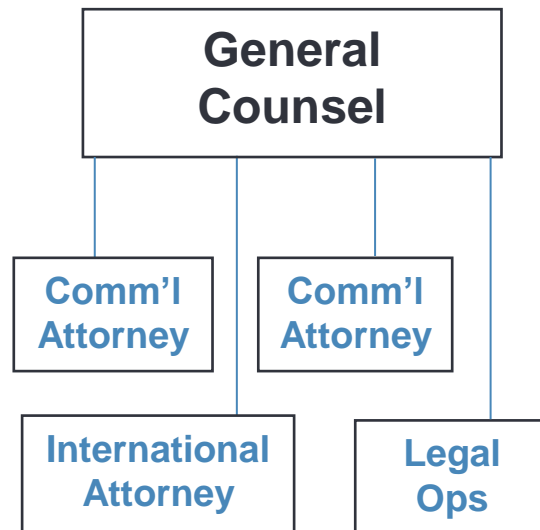
Transactional → **Strategic**

Evolution of the Legal Function - Staffing

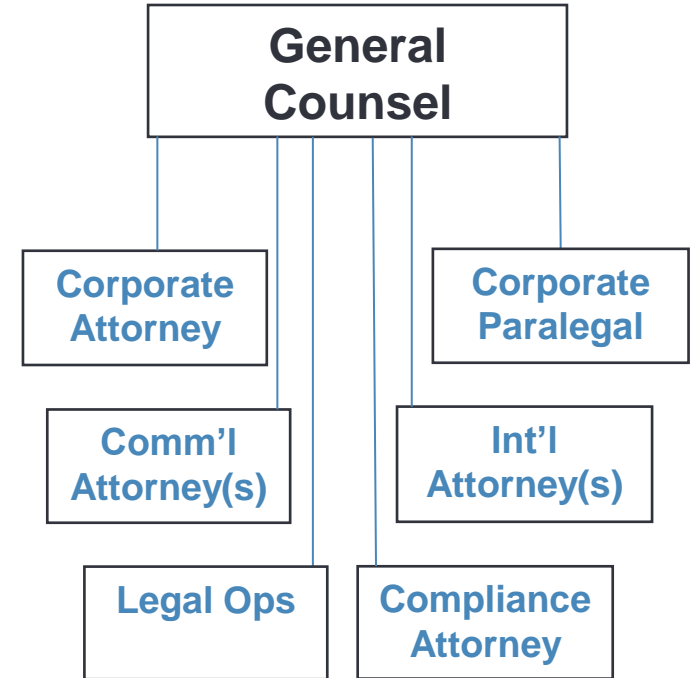
Startup



Maturing



Preparing for IPO



Thank you for attending.



Please let us know how BarkerGilmore can help
you succeed.

Bob Barker, Managing Partner
robert.barker@barkergilmore.com

Jennifer Pileggi, Senior Advisor
jpileggi@barkergilmore.com