



BarkerGilmore

The Recipe for Making a General Counsel

GC AdvantageSM Webinar

October 11, 2023



GC AdvantageSM

BarkerGilmore's GC AdvantageSM is a complimentary professional development program for corporate legal and compliance leaders.

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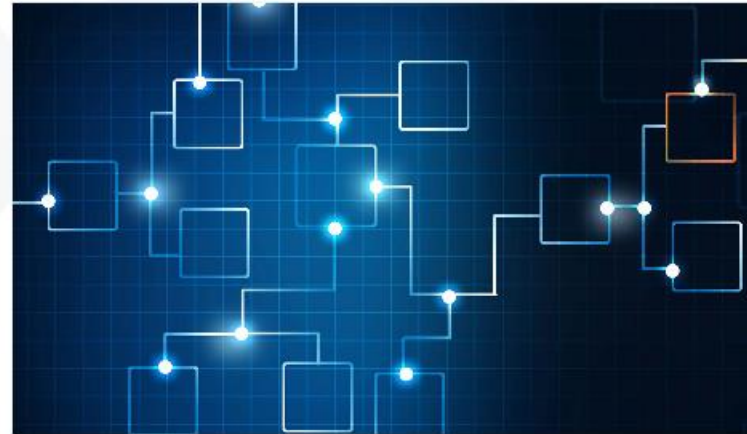
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Upcoming GC AdvantageSM Webinars



How to Motivate, Engage, and Develop Lawyers and Staff in a Hybrid or Remote Work Environment

Nov 28, 2023 @ 1:00 pm - 2:00 pm EST



Mastering the GC-CHRO-CFO Triad for Organizational Excellence

Dec 13, 2023 @ 1:00 pm - 2:00 pm EST

Questions & Answers



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

Featured Speakers



Marla Persky

Senior Advisor – **BarkerGilmore**
Former Senior Vice President, General Counsel, and
Corporate Secretary – **Boehringer Ingelheim USA**



Laura Stevens

Executive Vice President and General Counsel – **Cengage Group**



John Gilmore

Managing Partner – **BarkerGilmore**



**Find something you're passionate about and
keep tremendously interested in it.**

Julia Child

Ingredients

- **Legal Expertise**
- **Sound Judgment**
- **Business Skills (Understanding financial drivers & measures)**
- **Communication Skills**
- **Leadership Skills**
- **Management Skills**
- **Creative Problem Solving**
- **Strategic Perspective**
- **Integrity**
- **Courage**
- **Gravitas**
- **Transparency**

Step One – Preparation



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- **Take on stretch assignments**
 - **Build your brand (solid reputation)**
 - **Develop trusting relationships**
 - **Develop understanding of business essentials**
 - **Identify translatable skills**
 - **Use coaches and mentors to help your career development**

Step Two – It is All in the Mixing



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- **Blend EQ with IQ**
 - **Communicate with CEO & Board as target audiences (avoid “lawyerspeak”)**
 - **Remember that strategy comes before execution**
 - **Use law & regulation as tools to achieve business goals/success**
 - **Surround yourself with top talent – nobody achieves success on their own**

Final Steps



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- **Bake at the correct temperature**
 - **Display passion for the role**
 - **Understand the organization's risk tolerance and adjust yours accordingly**
 - **Serve with confidence and a side of humility**



The only real stumbling block is fear of failure. In cooking, you've got to have a what-the-hell attitude.

Julia Child

Thank you for attending.



Please let us know how BarkerGilmore can help you succeed.

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