

THE LAW FIRM OF THE FUTURE

Empowering Women in Law Firm Leadership

October 18, 2023

by

Elise Holtzman, JD, PCC

Chief Executive Officer, The Lawyer's Edge

Uri Gutfreund

SVP and Managing Principal, Ames & Gough

John Remsen, Jr.

President, TheRemsenGroup

MPF WEBINAR

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Smart Strategies for the Forward Thinking Law Firm

TheRemsenGroup.com

BIOGRAPHICAL PROFILE

Elise Holtzman, JD, PCC

Founder & CEO

The Lawyer's Edge

Westfield, New Jersey

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Elise Holtzman, the CEO of The Lawyer's Edge®, is a former practicing lawyer turned executive coach, trainer, and talent development expert. For the past 14 years she and her team have worked with law firms to grow thriving businesses by helping lawyers become better business developers and leaders.

She is the creator of the Lawyers Making Rain™ program for law firms and the Ignite Women's Business Development Accelerator, an 18-month experience formulated exclusively for women law firm partners.

Elise speaks frequently for law firms, women's initiatives, and bar associations too numerous to count. She has served on the faculty of the Leadership Council on Legal Diversity's Pathfinder program and was a member of its initial program development team. Other organizations for which she has spoken include the New York State Bar Association, the New Jersey State Bar Association, ABA Women Rainmakers, and the Product Liability Advisory Council, Inc.

Elise writes articles for publications such as *Law.com* and *Law360* and is also the host of The Lawyer's Edge podcast, which has published more than 100 episodes.

Prior to working in the professional development arena, Elise practiced law in the New York offices of Fried, Frank, Harris, Shriver & Jacobson LLP and Morgan, Lewis & Bockius LLP. She earned a BA in psychology from the University of Pennsylvania and her JD from Columbia Law School, where she was an editor of the *Columbia Law Review* and an enthusiastic member of the *Columbia Law Revue* (the latter being significantly more fun than the former). She now serves as a Vice President of the Columbia Law School Association.

Elise lives in New Jersey with her husband, a practicing attorney, in their almost empty nest. When she's not working, you will find her enjoying her family, boating, swimming, hiking, watching police procedurals, taking in a Broadway musical, wrestling with a Sudoku puzzle, or trying to get better at the New York Times crossword puzzle.

April 2023

BIOGRAPHICAL PROFILE

Uri Gutfreund

Senior VP and Managing Director
Ames & Gough
New York, New York
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Uri is Senior Vice President, Managing Principal at Ames & Gough, a leading national specialty insurance brokerage firm. He helps law firms navigate through the complexities of liability and health insurance policies. As a Registered Professional Liability Underwriter, he is a frequent speaker and writer on insurance and risk management issues for law firms. He is also the founder of The Managing Partner RoundTable™, The Legal Resource Group, and a faculty member of Lawline.com.

April 2023

BIOGRAPHICAL PROFILE

John Remsen, Jr.

President

TheRemsenGroup

Atlanta, Georgia

404.885.9100 – jremsen@therem sengroup.com

John is widely recognized as one of the country's leading authorities on law firm leadership, management, marketing and business development. Since 1997 TheRemsenGroup has consulted with more than 400 law firms and thousands of law firm leaders to help them develop and implement long-term strategic objectives to improve cohesiveness, profitability and sustainability.

John is a frequent speaker and author on law-firm leadership and marketing topics. He has spoken at national and regional conferences of the Legal Marketing Association, Association of Legal Administrators, American Bar Association, and numerous state and local bar associations. His articles have appeared in dozens of highly respected legal publications, including the *ABA Journal*, *Law Practice Management*, *Law Practice Today*, *Law360*, *Legal Management*, *Marketing for Lawyers*, *Marketing the Law Firm*, *Managing Partner*, *National Law Review* and *New York Law Journal*.

Since 1988, John has been an active member of the Legal Marketing Association, and he has served as President of LMA's Southeastern Chapter, Executive Editor of *Strategies* (LMA's newsletter) and a member of LMA's national Board of Directors. He is also an active member of the Association of Legal Administrators and a popular speaker at ALA meetings and conferences.

In 2002, John created The Managing Partner Forum, a highly acclaimed conference series and community for managing partners and law firm leaders. More than 1,500 firm leaders from 1,000 law firms from 43 states have participated in 29 conferences. In addition, John distributes *The MPF Weekly*, an electronic newsletter to more than 10,500 firm leaders throughout the US, Canada and 28 other countries.

John's influence was underscored when he was inducted as a Fellow of the College of Law Practice Management in 2013, in recognition of his 25 years of demonstrated expertise in law firm leadership and management. Founded in 1994, the College honors those who "inspire excellence and innovation in law practice management." Membership is by invitation only and includes just 200 individuals.

And the College was not alone: in 2016, John was recognized by LawDragon as one of the "Top 100 Consultants and Strategists" to the legal profession; and in 2017, John was recognized as one of the world's top "leaders and influencers" in the business of law by the Association of International Law Firm Networks.

A native of West Palm Beach, Florida, John holds an MBA from The University of Virginia (1985) and a bachelor's degree in Business Administration from the University of Florida (1980). Prior to enrolling in graduate school, John was Executive Director of The Florida Council of 100, an organization comprised of Florida's top CEOs and other business leaders.

April 2023

MPF Webinar Series: The Law Firm of the Future



The MPF Webinar Series: Building the Law Firm of the Future
Highlights of The MPF 2023 Fall Symposium
"Empowering Women in Law Firm Leadership"
An MPF Webinar with **Elise Holtzman**
October 18, 2023 – 2:00-3:00pm ET



Welcome



Uri Gutfreund

Senior Vice President and Managing Principal, Ames & Gough



John Remsen, Jr.

President and CEO, Managing Partner Forum
President, TheRemsenGroup



MPF Webinar Series: The Law Firm of the Future



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Upcoming Programs in 2023-24

- MPF Webinar Series – Third Wednesdays @ 2pm ET
- The MPF 2024 Law Firm Leadership Conference – May 1-2, 2024, in Atlanta
- The MPF 2024 Fall Symposium – October 2-3, 2024, in Chicago
- *The MPF Weekly* – Friday mornings
- MPF Website – www.ManagingPartnerForum.org



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Today's Webinar

Highlights of The MPF 2023 Fall Symposium

“Empowering Women in Law Firm Leadership”

- 75 Managing Partners and Law Firm Leaders
- Registrant Survey Results and Audience Polling Questions
- On-Demand Recording, Handout Materials and Recap
- Your Feedback on Today's Session



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MPF Webinar Series: The Law Firm of the Future



The MPF 2023 Fall Symposium Empowering Women in Law Firm Leadership

October 4-5, 2023





Rachel Clar, JD
Founder and CEO
Interconnected Us



Linda Perez Clark, Esq.
Managing Partner
Kean Miller



Kelly R. Culhane, Esq.
Founder and Managing Partner
Culhane Meadows



Debbie Foster
Chief Executive Officer
Affinity Consulting



Deborah Glatter
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Erin Higgins, Esq.
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Elise Holtzman, JD, PCC
Chief Executive Officer
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Katherine Larkin-Wong, Esq.
Associate General Counsel
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Eileen M. Letts, Esq.
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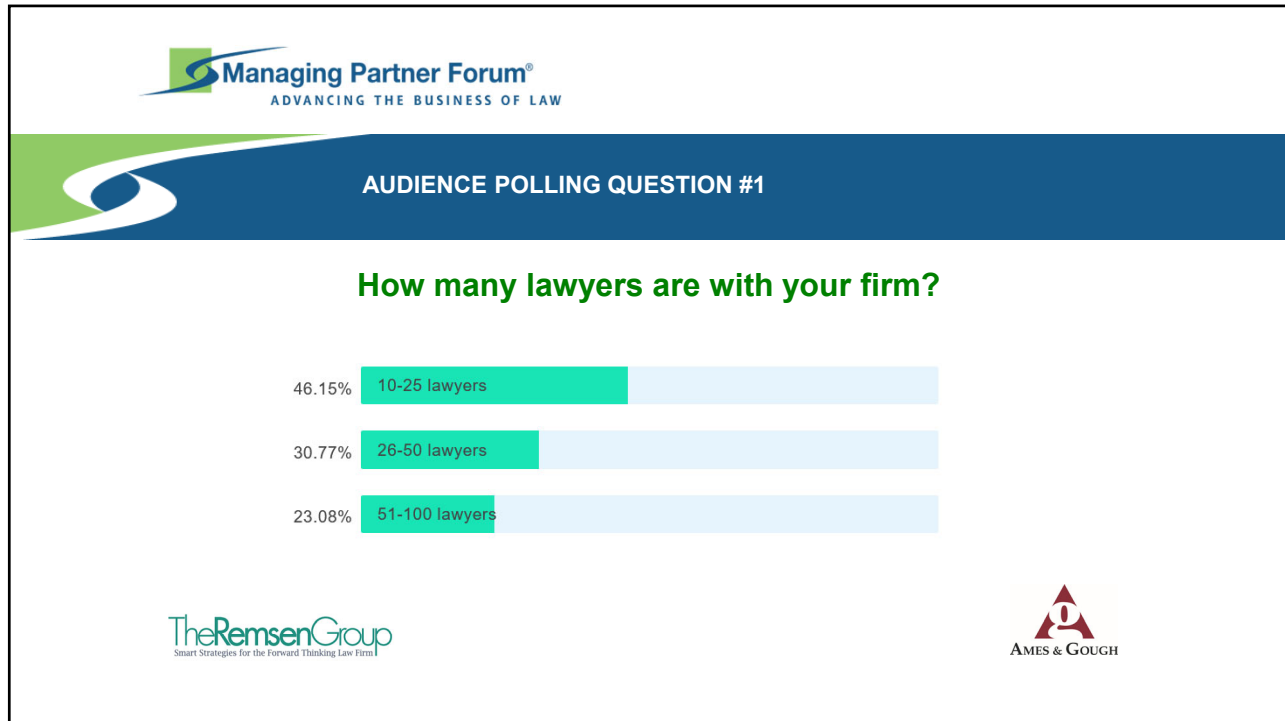


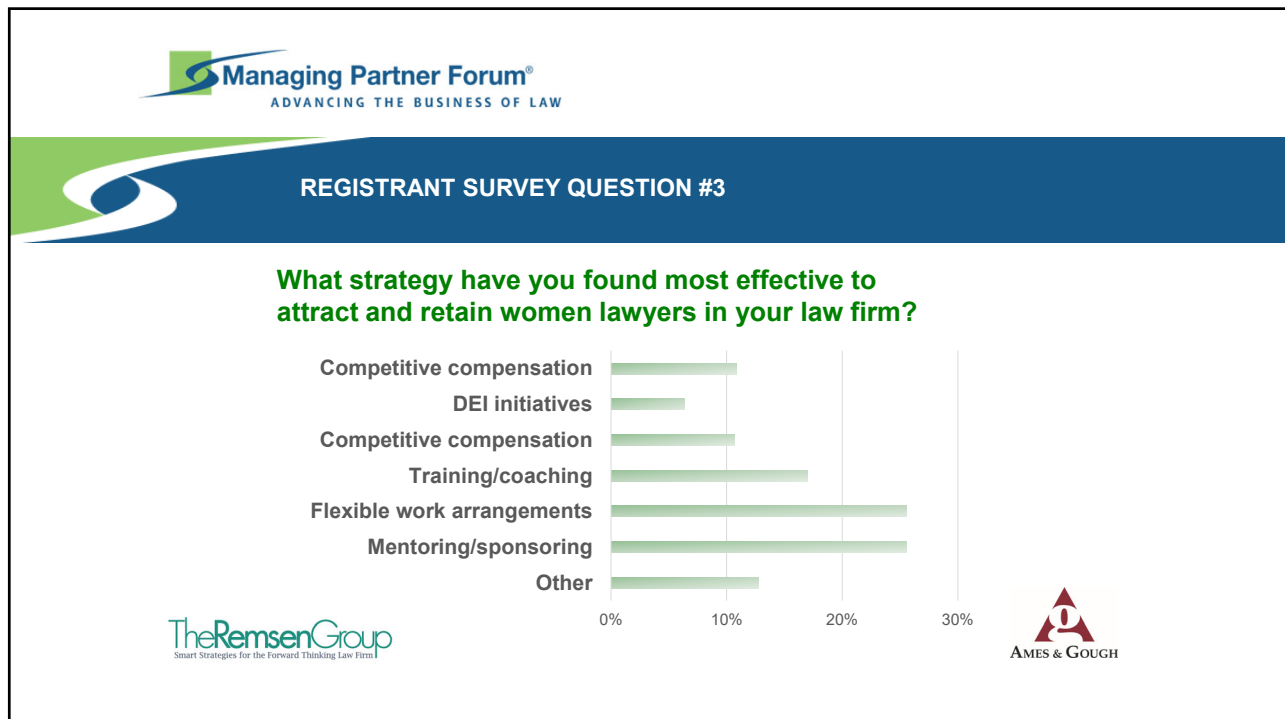
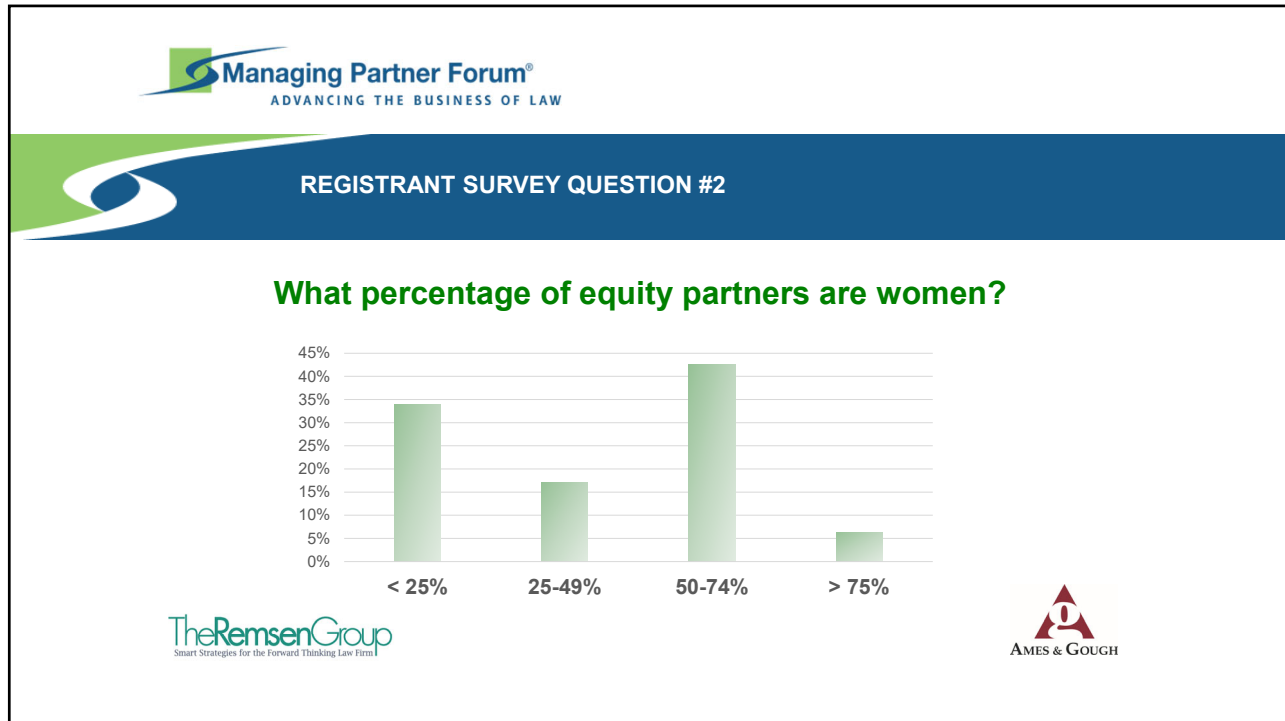
Kara W. Ong, Esq.
EVP & Deputy General Counsel
Truist

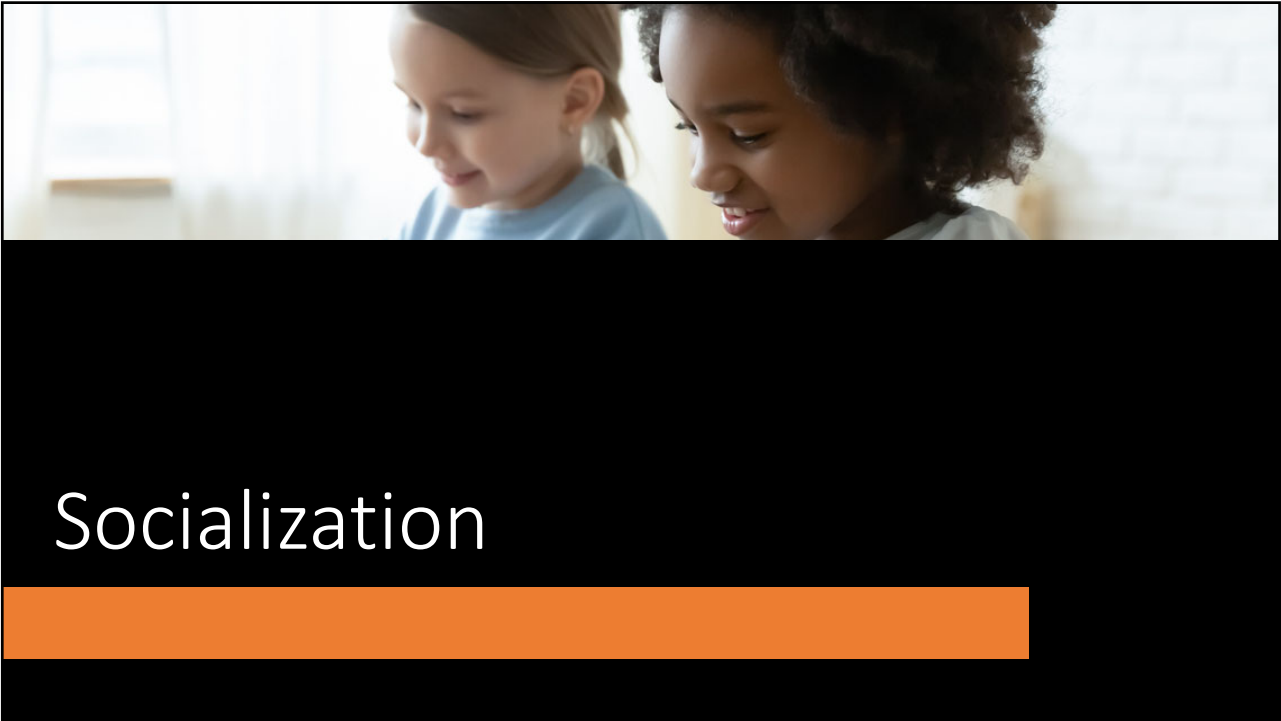
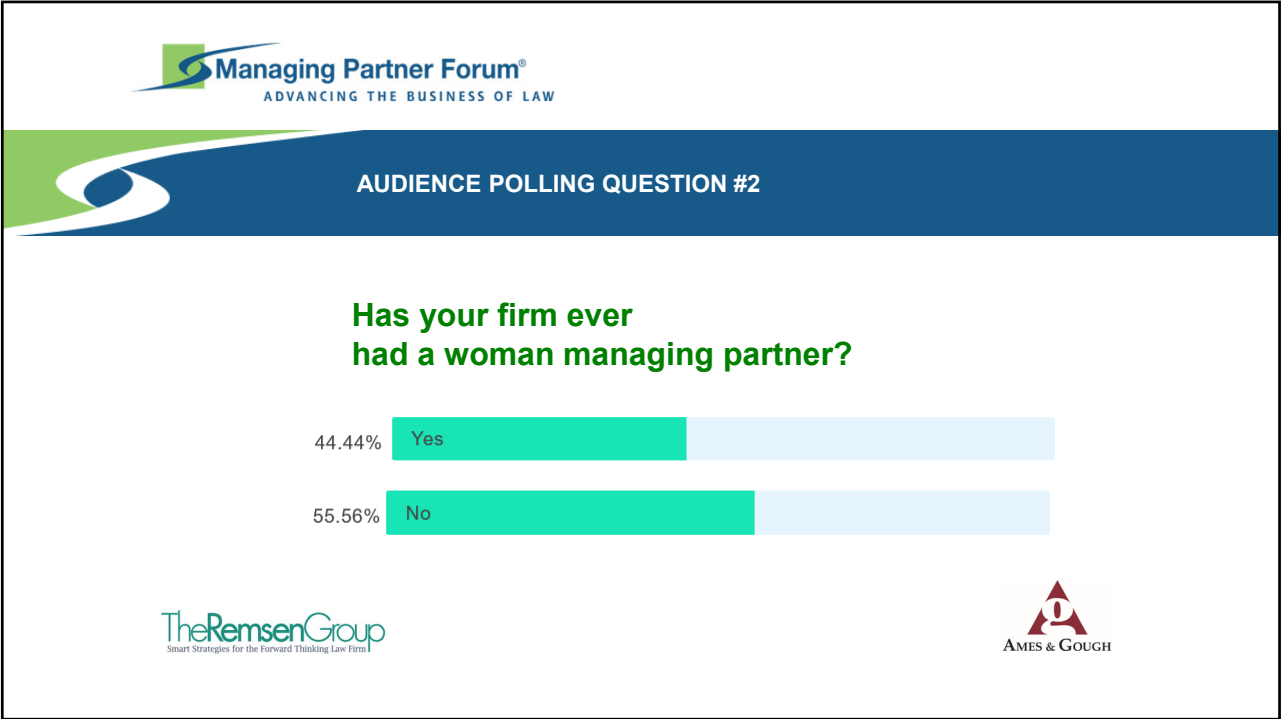
Today's Guest Speaker

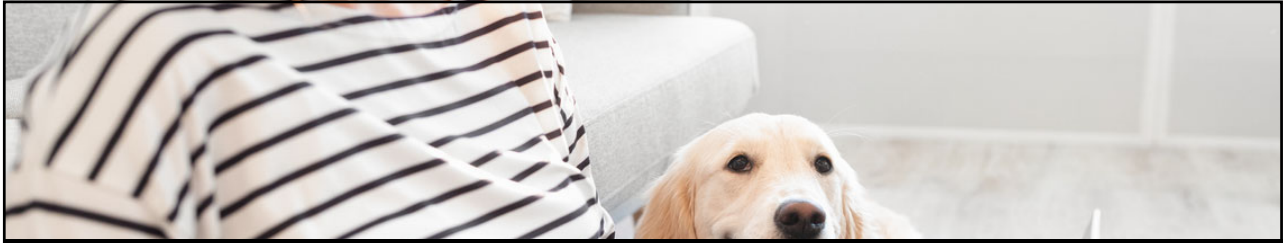


Elise Holtzman, JD, PCC
Founder and Chief Executive Officer
The Lawyer's Edge







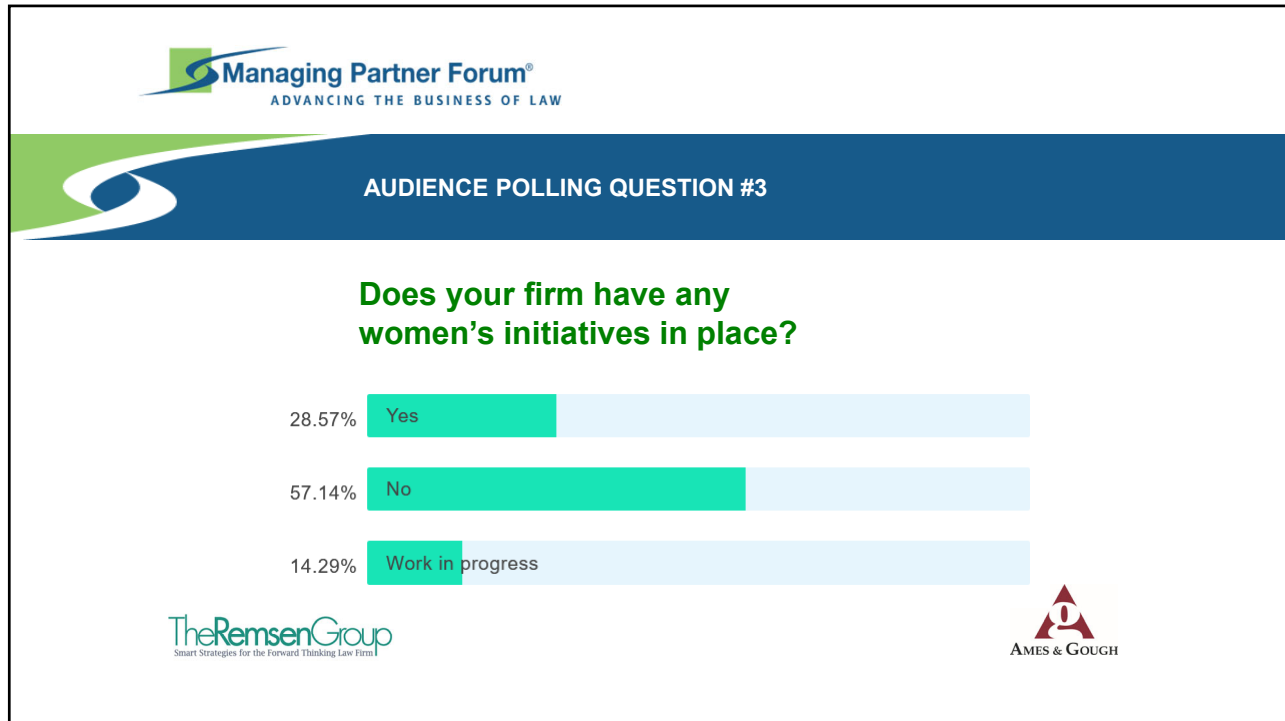


Flexible Work Arrangements



Women's Initiatives







Women's Initiatives



Important Reminders

- Your Feedback on Today's Session
- On-Demand Recording and Handout Materials
- Webinar Recap powered by 9Sail
- Next MPF Webinar – November 15, 2023



MPF Webinar Series: The Law Firm of the Future



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Webinar Recaps - * NEW *

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