



Connecting Thought Leaders for the Study and Advancement of Value in the Legal Industry

True Value Partnering Institute's Annual Meeting Agenda January 4-5, 2018

Greenberg Traurig, 333 SE 2nd Avenue, Suite 4400, Miami, FL 33131

Wednesday, January 3

7:00 pm – 9:00 pm Optional "Early Arrivals" Reception – Steve Manton's Miami Residence, Icon Tower 3, Apartment 3011, 485 Brickell Avenue, Miami, FL 33131 (enter next to main entrance to W Hotel Downtown)

Day 1 - Thursday, January 4

8:30 am – 9:00 am Light Breakfast/Coffee

9:00 am – 9:30 am Introductions, Introduction to TVPI (for New Members) – John Ferko

9:30 am – 12:00 pm The Top Five Topics You Need to Know About – Kevin Doolan

12:00 pm – 12:15 pm Break / Networking

12:15 pm – 1:15 pm Lunch, TVPI and Cohort Update

1:15 pm – 2:15 pm Biggest Law Firm Challenges and Client Needs In Pricing Client Services (Group Discussion, Small Group Problem Solving, Report Out) – Kevin Doolan

2:15 pm – 2:30 pm Break / Networking

2:30 pm – 3:45 pm In-house Roundtable Discussion and Problem Solving

- Closing the Gap to Delivering Value
- Working Together to Achieve Greater Efficiency
- What Can We do better?

3:45 pm – 4:00 pm Summary, Wrap-up and Preview of Day 2

4:00 pm – 6:00 pm Free Time

6:00 pm – 9:00 pm Drinks and Dinner – CVI.CHE 105 Downtown Miami
105 N.E. 3rd Ave Miami, FL 33132

9:00 pm – (late) Optional Post-Dinner Drinks – Blue Martini (Brickell), Mary Brickell Village, 900 S Miami Ave #250, Tel: (305) 981-2583



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Day 2 – Friday, January 5

8:30 am – 9:00 am Light Breakfast/Coffee

9:00 am – 10:00 am BTI Update - State of the Market and what Clients say

10:00 am – 12:00 pm Interactive Pricing Playbook Development – Closing the Communication Gap Between Pricing and In-House Professionals (Discussion, group exercises, report out) – Kevin Doolan

12:00 pm – 12:15 pm Break / Networking

12:15 pm – 1:15 pm Lunch / Discussion:

1. Analytics for the Business of Law – Jim Shoemaker
2. TVPi Survey Results of Education, Experience and Qualifications – Jim Shoemaker & John Ferko

1:15 pm – 2:15 pm Breakout Sessions

- In-House – Cohort Programming Planning for 2018
- Pricing and LPM – The Changing Responsibilities and Challenges of the Role

2:15 pm – 2:30 pm Summary and Closing Remarks

2:30 pm Annual Meeting Conclusion

Optional Post-Annual Meeting Activities

3:00 pm – 6:00 pm Drinks/Light Snacks – Kimpton Epic Hotel, Area 31 (16th Floor), 270 Biscayne Blvd Way (305) 424-5226