

FEDERATION OF DEFENSE & CORPORATE COUNSEL



**FDCC**

DEFENSE LAWYERS. DEFENSE LEADERS.



FEDERATION OF DEFENSE & CORPORATE COUNSEL

**FOUNDATION**



The Federation of  
Defense & Corporate  
Counsel & the FDCC  
Foundation Proudly  
Present the 2023  
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™ 2023 Tuition: \$1,250.00 APPLICATION DEADLINE: Wednesday, February, 8th, 2023.**

Space is limited. 24 participants will be accepted into the Ladder Down™ 2023 Class.



# LADDER DOWN

## 2023 LADDER DOWN™ CURRICULUM & SESSIONS

All sessions are in central time, unless otherwise noted.

**Sunday, February 19, 2023**

Welcome Reception: 5:00pm -7:30pm

**Saturday, March 11, 2023**

Leadership Session #1: 10:00 am - 12:00 pm

**Saturday, April 1, 2023**

Leadership Session #2: 10:00 am - 12:00 pm

**Saturday, April 8, 2023**

Turning Leadership into Action: 10:00 am - 11:00 am

**Saturday, April 22, 2023**

Business Development #1: 10:00 am - 12:30 pm

**Saturday, April 29, 2023**

Bus Dev Small Group #1:

10:00 am - 11:00 am

11:00 am - 12:00 pm

12:00 pm - 1:00 pm

1:00 pm - 2:00 pm

**Saturday, May 20, 2023**

Leadership Small Group #1

10:00 am - 11:00 am

11:00 am - 12:00 pm

12:00 pm - 1:00 pm

1:00 pm - 2:00 pm

**Saturday, June 3, 2023**

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

**Saturday, June 24, 2023**

Business Development #2: 10:00 am - 12:30 pm

**Saturday, July 8, 2023**

Bus Dev 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

**Saturday, August 5, 2023**

Bus Dev Small Group #3:

10:00 am - 11:00 am

11:00 am - 12:00 pm

12:00 am - 1:00 pm

1:00 pm - 2:00 pm



<b>Saturday, August 12, 2023</b>	Business Development #3: 10:00am - 12:30pm
<b>Saturday September 23, 2023</b>	Bus Dev Small Group #4: 10:00 am - 11:00 am 11:00 am - 12:00 pm 12:00 pm - 1:00 pm 1:00 pm - 2:00 pm
<b>Saturday, September 30, 2023</b>	Business Development #4: 10:00am - 12:30pm
<b>Saturday, October 14, 2023</b>	Corporate Counsel Panel: 10:00am- 12:00pm
<b>Saturday, November 11 2023</b>	Sustained: Perspectives from the Bench: 10:00am - 11:00am
<b>Saturday, December 9, 2023</b>	Rainmakers Panel: 10:00 am - 11:00 am
<b>Saturday, January 13, 2024</b>	The Economics of Partnership: 10:00am - 11:30am
<b>Saturday, February 10, 2024</b>	Next Steps: Pay it Forward: 10:00 am - 12:00 pm
<b>Thursday, March 7, 2024</b>	Virtual Graduation Reception: 5:00 pm - 7:00 pm



# LADDER DOWN

## LEADERSHIP, BUSINESS DEVELOPMENT, and MENTORING for WOMEN LAWYERS

### 2023 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 Wednesday, February 8th, 2023 to:

Beth Fitch at [ladderdown@righilaw.com](mailto:ladderdown@righilaw.com)

[www.thefederation.org](http://www.thefederation.org)