The 2019 Legal Recruiting Summit is an opportunity for legal recruiting and career services professionals to come together for a comprehensive look at the current state of entry-level law firm recruiting. This high-level conference tailored specifically to the legal recruiting community is a members-only event and space is limited. The Summit will focus on trends in the legal market, statistics from the 2018 recruiting season, and more.

The 2019 NALP Legal Recruiting Summit on January 24 will be held in the Events Center at New York Law School in New York City. The program will be followed by a networking reception at the same site.

Summit participants will get a first look at NALP statistics from the fall 2018 recruiting season as they hear from leaders in the field and explore recruiting hot topics together. This Summit offers a meaningful opportunity for networking and an invaluable peer learning experience.

Register now to be part of the Summit, where you will have the opportunity to:

- Be the first to hear the results of the surveys on the 2018 recruiting season, including the law student survey, and compare your organization’s information to national data
- Hear from industry insiders about current legal market trends
- Learn about GenZ from an expert and member of that generation
- Understand data driven recruiting
- Consider innovative ways to communicate with your students and lawyers
- Network with your peers

If you are involved in any aspect of legal recruiting, this is a program you can’t afford to miss!

About NALP
NALP is an association of over 2,500 legal career professionals who advise law students, lawyers, law offices, and law schools in North America and beyond. NALP believes in fairness, facts, and the power of a diverse community. We work every day to be the best career services, recruitment, and professional development organization in the world because we want the lawyers and law students we serve to have an ethical recruiting system, employment data they can trust, and expert advisers to guide and support them in every stage of their careers.

Secure Your Spot Today
Space at the Legal Recruiting Summit is limited. While registration will generally be on a first-come, first-served basis, to permit as many NALP member organizations as possible to take advantage of this opportunity there will be a limit of two registrants per law school or per legal employer office.

Please find the registration information and travel details on page four.
Thursday, January 24

New York Law School Events Center, 185 West Broadway, New York, NY

Registration and Breakfast | 8:00 – 9:00 AM

The State of the Law Firm Industry | 9:00 – 10:00 AM

An analyst from Citi Private Bank will provide an overview of the financial performance of the law firm industry through 2018. He will lead a discussion about the key challenges and opportunities facing law firms during a prolonged period of modest growth and increasing market segmentation.

David Altuna, Senior Vice President, Citi Private Bank

Preview and Discussion of NALP Fall Recruiting Survey Results | 10:00 – 11:15 AM

How did the 2018 recruiting season end up? Were the numbers up or down? Conference attendees will be the first to see the highlights of the 2018 national recruiting survey results including the national law student survey and will have a chance to review and discuss analyses of survey data submitted in preparation for this conference. Discover the information you will need to make the strategic decisions to best position your institution for the future.

James G. Leipold, Executive Director, NALP

Break | 11:15 – 11:30 AM

Ready or Not, Here Comes Gen Z | 11:30 AM – 12:30 PM

Gen Z (born 1996-2009) is about to step into the limelight and they are nothing like their Millennial elders. The first generation of the 21st Century came of age during the most disruptive decade of the last century and their arrival marks the end of clearly defined roles, traditions and experiences. Learn from Josh Miller, a 17-year-old Gen Z expert, about how these shifts are likely to impact your future and what organizations will need to do to prepare for Gen Z and engage them as employees and productive members of your organizations.

Josh Miller, Speaker and Researcher

Networking Lunch | 12:30 – 1:30 PM

Data-Driven Strategies to Attract and Hire Top Talent | 1:30 – 2:45 PM

Attracting and hiring top talent from diverse backgrounds is necessary to create and sustain a thriving organization. Building high-achieving, diverse teams requires a two-pronged approach: attracting great people into the pipeline and objectively selecting those who are best equipped for the job. This program will help recruiting and talent management professionals understand the most common barriers to attracting the broadest pool of qualified talent and to objective selection processes. Additionally, the session will cover strategies for how to widen and diversify the pipeline and standardize selection processes to promote fair, equitable hiring decisions.

Ada Thatcher-James, Consultant, Paradigm

Roundtable Discussions | 2:45 – 3:45 PM

Break | 3:45 – 4:00 PM

Instagram, Snapchat and iGen, Oh My!: Communicating Effectively with Digital Natives | 4:00 – 5:00 PM

As introduced in the morning session, a new generation of lawyers is heading into the working world. Legal employers should take heart that many of the GenZ characteristics could be quite favorable in terms of aptitude for legal work and retention. But there are also challenges – particularly in determining how to communicate effectively with a population that has grown to expect just-in-time, instant information. We will share proven approaches for communicating with the new generation, including demonstrations of video and live programming. We will also address questions of how to best use scarce time and resources for maximum impact with the iGen.

Kevin Donovan, Senior Assistant Dean for Career Services, University of Virginia School of Law

Katherine ‘Kate’ Ford, Manager of Talent Acquisition, Paul Hastings LLP

Lauren Parker, Director of Career Services, University of Virginia School of Law

Networking Reception | 5:00 – 6:00 PM

NALP thanks the following sponsors for their educational support:
Registration and Travel Information

Fees

$495 / person for NALP members.
This event is for NALP MEMBERS ONLY. You must be a NALP member to attend and there is a limit of two registrants per law school or per legal employer office.

How to Register

To register for the 2019 Legal Recruiting Summit, go to www.nalp.org/events and select 2019 Legal Recruiting Summit. The system allows online registration and payment with a credit card or check (select the latter to receive an invoice). Space is limited.

For Legal Employer Members

The completion of the Survey of Legal Employers on 2018 Recruiting is required for this conference. This survey is due to the NALP office by December 14 in order to attend the Summit. One of the benefits of attendance at the Legal Recruiting Summit will be advance access to findings from the survey. Note: only one set of surveys per office should be completed — participants from the same office should coordinate the completion of the necessary surveys.

For Law School Members

The completion of the Survey of Law Schools on 2018 Recruiting is required for this conference. This survey is due to the NALP office by December 14 in order to attend the Summit. One of the benefits of attendance at the Legal Recruiting Summit will be advance access to findings from the survey. Only one set of surveys per law school should be completed — participants from the same school should coordinate the completion of the necessary surveys.

Law Student Surveys

Law school participants are asked to administer an additional survey to 2L students who participated in 2018 on-campus programs to help us learn more about their experiences and decision-making processes. This survey is a nationwide effort to acquire information about the student perspective on the hiring process. NALP conducts this survey on a periodic basis.

Cancellation Policy

- Full refund for cancellation received by Dec. 27 minus a $100 cancellation fee.
- 50% refund for cancellations received Dec. 28 – Jan. 3.
- No refunds after Jan. 3.

Travel Discounts

Professional Service Firm Travel, LLC (PSFT) is the official travel service for this event. PSFT will research the most economical route, airline, and flight times to help get you the lowest possible fare. PSFT has special contract airfares that are available to attendees of this meeting.

Professional Service Firm Travel, LLC
475 Park Avenue South, 34th Floor, New York, NY 10016
Phone: 212-592-1370 or 1-888-773-8728
Fax: 212-332-5776
www.psftravel.com
E-mail: jduberry@psftravel.com or lmelendez@psftravel.com

PSFT reservation hours are Monday – Friday, 8:30 am – 6:00 pm Eastern Time. Make your reservations with Professional Service Firm Travel, LLC by calling 1-888-773-8728 and asking for Jacqueline or Lissette (please identify yourself as attending a NALP conference). A $35 transaction fee will be applied to all tickets purchased.

Conference Site

New York Law School Events Center
New York Law School
185 West Broadway, New York, NY 10013

Hotel Information

NALP has secured a small block of rooms at The Roxy, which is a short walk to New York Law School. The sleeping rooms are available on a first-come, first-served basis.

The Roxy
2 Avenue of the Americas, New York, NY 10013
Phone: 212-519-6600

The room rate at The Roxy is $259 plus current 14.75% state and city tax and $3.50 occupancy tax. All taxes are subject to change without prior notice. Reserve a room at the NALP rate by calling our reservations line 1-212-519-6600 and reference the “NALP” group or reserve here.

NALP Open Meeting Policies

Open Meeting: NALP is committed to the free exchange of information and open meetings at its conferences, and we recognize that there may be differences of opinion during sessions. We rely on our members to respect each other and our invited guests and speakers, and to honor the conventions of civil discourse. Disrespect for any speaker will not be tolerated. In addition to member participants, NALP opens registration to non-members, including program speakers, vendors, and members of the press.

No solicitations: This conference is specially designed to be an open forum for NALP conference attendees. Solicitation is strictly prohibited unless you are an official conference sponsor or vendor. If you are interested in being an official conference sponsor or vendor, please contact Christopher Brown, NALP’s Director of Meetings and Sponsorship, at cbrown@nalp.org or 202-835-1001.

Consent to Use of Photographic, Video, and/or Audio Materials: Registration and attendance at, or participation in, NALP meetings and other activities constitutes an agreement by the registrant to allow NALP to use and distribute (both now and in the future) the registrant or attendee’s image or voice in photographs, video recordings, electronic and print reproductions, and audio recordings of such events and activities.