

Supplier Diversity and the Law – How to Profit From Corporate and Government Supplier Diversity Programs

Presented in cooperation with the:

- NJSBA Diversity Committee
- Garden State Bar Association
- Haitian American Lawyers of New Jersey
- Hispanic Bar Association
- New Jersey Women Lawyers Association

This is a practical seminar about how minority - and women-owned law firms (MWOLFs), and their majority law firm partners, can generate incremental revenue by doing business with corporate and government clients with supplier diversity programs.

Many Fortune 500 companies and state and federal government agencies operate robust supplier diversity programs designed to benefit MWOLFs. This amounts to hundreds of millions of dollars in revenue for qualified law firms. As of now, only a small percentage of law firms seek certification and take advantage of the opportunities provided by supplier diversity initiatives.

The program consists of two panels. The first is comprised of companies that award contracts for legal services to MWOLFs. You will hear directly from them about the factors they consider when awarding contracts to law firms. They will discuss the various types of certifications available. We will also invite representatives from several of the certifying bodies to provide information and applications to attendees.

The second panel will consist of MWOLFs that are leveraging their women- and minority business certification to provide services to government and private sector clients. They will disclose their experience with the various supplier diversity programs and the factors that contribute to success as an MWOLF.

NJ CLE INFORMATION: This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 3.3 hours of total CLE credit.

REGISTRATION DETAILS

Seminar tuition includes refreshments and seminar materials. Visit NJICLE.com for complete directions to all locations.

**NEW BRUNSWICK/
S32900F5**
Tues., Nov. 10
2 p.m. to 5 p.m.*
NJ Law Center

*Please join us for a
networking reception
at 1:30.

CREDITS

NJ CLE: This program has been approved for 3.3 credits (50 minute hour)

PA CLE: 2.5 substantive credits pending (\$12 fee – separate check payable to NJICLE must be submitted at the end of the program)

NY CLE (Transitional & Non-transitional): 3.0 professional practice credits

ADVANCE REGISTRATION FEE TYPE

General Tuition	\$140	REG
<i>Special Discounts for NJSBA Members!</i>		
MEMBERS, Co-Sponsoring		
Section/Committee	\$105	COS*
MEMBERS, NJSBA	\$112	NJB*
MEMBERS, NJSBA YLD	\$105	YLD*
Recent admittees (past 2 years)	\$119	YL
Paralegals	\$91	PAR
Law Students (with Student ID)	Free	STU
Full Time Judges	Free	JUD
DOOR REGISTRATIONS	\$160	

* NJSBA Member Price.

FACULTY

Panel 1:

Moderator:

Luis J. Diaz, Esq.

Director, Intellectual Property and
Chief Diversity Officer, Gibbons, PC
(Newark)

Speakers include:

Richard Meade, Esq.

VP, Chief Legal Officer-International
Prudential Financial

Panel 2:

Moderator:

Deborah E. Collins, Esq.

Director of Small Business and
Affirmative Action, County of Essex

Speakers include:

John Cronin

Certification Auditor
New Jersey Department of the
Treasury, Division of Revenue and
Enterprise Services

Glenessa Gordon

Manager, Business Initiatives and
Planning Analysis
Port Authority of NY & NJ

Dr. Julia Pressley

Vice President, Operations and
Business Development
NY & NJ Minority Supplier
Development Council

Linda Wong, Esq.

Wong Fleming (Princeton)

Additional speakers to be announced.

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\$350 on your MCLE costs. Start saving today!

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Supplier Diversity and the Law

Tues., Nov. 10
2 p.m. to 5 p.m.
NJ Law Center
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(For Non-Members only, or anyone who has not been a member of the NJSBA for a full 12 months. You may not renew your membership using this form. *Membership is for one year. For other types of memberships, call 732-249-5000 or visit NJSBA.com.)

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Supplier Diversity and the Law

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