



## **Alternative Fee Arrangements - Bespoke or Broken?**

**Wednesday, November 15, 2017**

**12:00 – 1:00 p.m. CST**

**Dear IADC Member:**

Please join us for a complimentary Webinar (Web-based seminar produced through Adobe Connect) sponsored by the IADC Business Litigation Committee and Corporate Counsel Committee on Wednesday, November 15, 2017 for one (1) hour beginning at:

10:00 AM PST / 11:00 AM MST / 12:00 PM Noon CST / 1:00 PM EST

### **HOW TO REGISTER:**

**ONLINE REGISTRATION!** Although there is no fee to attend, you must register so that the IADC can plan accordingly for the number of interested participants. [Click here](#) to register online. You must be logged in with your IADC username and password in order to register. If you are registering multiple participants from the same firm, please register each participant individually.

We hope that you will join us for this exciting and informative program. If you have any questions, please contact **Melisa Maisel Vanis, Professional Development Manager**, at [mmaisel@iadclaw.org](mailto:mmaisel@iadclaw.org) or by telephone at 312.368.1494.

### **THE PRESENTATION:**

#### **Alternative Fee Arrangements - Bespoke or Broken?**

Alternative fee arrangements offer greater flexibility for corporate clients and outside counsel alike. But their lack of regular recurring structures can create misunderstandings, frustration, and risk on both sides of the equation. This presentation will look at both the opportunities and the problems that can arise when parties leave the standard billing rates behind. What works? What must you avoid at all costs? How will a carefully crafted agreement anticipate opportunities and defuse potential disagreements down the road?

### **THE PRESENTERS:**

**Joseph Milcoff ([joseph.milcoff@fedex.com](mailto:joseph.milcoff@fedex.com))**

*FedEx Ground Package System, Inc., Moon Township, PA*

Joe Milcoff is Vice President of Litigation & Risk at FedEx Ground and leads a team of 63 legal professionals who defend the FedEx brand and business model, optimize resources, and drive higher

margins. His Litigation & Risk team has achieved recognition for driving higher quality and greater efficiency, while reducing overall legal costs, through the 2015 Association of Corporate Counsel Value Challenge Award, and his team was a key contributor to FedEx Ground's recognition by the *Pittsburgh Business Times*' 2017 Pittsburgh Business Times In House Counsel Department Award. Joe is a two-time recipient of the prestigious FedEx Five Star Award, the highest level of recognition for FedEx employees. He is also a leader of several FedEx initiatives to improve opportunities for veterans, increase diversity within the workforce, and improve legal operations across all FedEx operating companies. Prior to joining FedEx, Joe worked with several law firms in Pennsylvania. Joe is a member of the Board of Directors of the Allegheny County Parks Foundation and sits on its Finance and Project Committees, is a member of the Board of Directors for the Pittsburgh Legal Diversity and Inclusion Coalition, and serves on the Program Committee of the Western Pennsylvania chapter of the Association of Corporate Counsel. He proudly served in the U.S. Army and Army Reserves, and is a graduate of Washington & Lee University (B.A.), Troy University (M.S.), and Penn State's Dickinson School of Law (J.D.).

**Sandra Wunderlich ([sandra.wunderlich@tuckerellis.com](mailto:sandra.wunderlich@tuckerellis.com))**

*Tucker Ellis LLP, Saint Louis, MO*

Sandra Wunderlich is a partner in the Saint Louis office of Tucker Ellis LLP where she represents clients in a broad array of commercial litigation, with an emphasis on intellectual property litigation. An experienced trial lawyer, Ms. Wunderlich has been lead counsel in a dozen jury and bench trials. Over the past 25 years, she has represented large pharmaceutical manufacturers, agricultural and industrial manufacturers, a Fortune 50 company, and large national banks and credit arms of Fortune 100 companies in such diverse areas as mass tort and product liability; medical device and pharmaceutical liability; financial services litigation; and class actions. Ms. Wunderlich has handled appeals in the highest appellate courts at both the state and federal level.

Ms. Wunderlich serves as Vice Chair of Programs and Projects for the IADC's Intellectual Property Committee, and is an active speaker and writer for organizations including IADC and DRI. A longtime champion of alternative fee arrangements, she has written and spoken on the topic of AFAs for DRI, the American Bar Association, and the Association of Corporate Counsel.

***IADC Webinars are made possible by a grant from The Foundation of the IADC.***

The Foundation of the IADC is dedicated to supporting the advancement of the civil justice system through educational opportunities like these Webinars. For more information on The Foundation, visit [www.iadcfoundation.org](http://www.iadcfoundation.org).