



## **In-House Expectations of Outside Counsel: A Peek Behind the Curtain**

**Wednesday, October 18, 2017**

**12:00 – 1:00 p.m. CDT**

**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, October 18, 2017 for one (1) hour beginning at:

10:00 AM PDT / 11:00 AM MDT / 12:00 PM Noon CDT / 1:00 PM EDT

### **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:**

#### **In-House Expectations of Outside Counsel: A Peek Behind the Curtain**

Outside counsel and their in-house counterparts are each searching to develop a fruitful and mutually prosperous relationship. This Webinar will offer a peek behind the curtain into the expectations of the corporate counsel doing the hiring. It will address questions such as:

- 1) How specialized does corporate counsel expect their outside litigation counsel to be? Is it better to be all things or something more narrowcast?
- 2) What can a business litigator do to be more than a “one hit wonder?”
- 3) How do corporate counsel feel about outside counsel revealing wins and losses in order to market themselves to other potential clients? Do war stories and win/loss records persuade in-house counsel to purchase services – or is it off-putting?
- 4) What are the worst things outside counsel do, and why do they keep doing it?

## **THE MODERATOR:**

**Carl A. Aveni ([caveni@cpmlaw.com](mailto:caveni@cpmlaw.com))**

*Carlile Patchen & Murphy LLP, Columbus, OH*

Carl Aveni is a partner in the Business Litigation Practice Group of Carlile, Patchen & Murphy, LLP in Columbus, Ohio. He concentrates on the defense of complex commercial disputes and business torts, including trade secret litigation, fiduciary litigation, shareholder disputes, and professional liability. He regularly serves as lead trial counsel in all phases of trial, discovery, motions practice, and appellate review.

Carl has successfully argued before the Ohio Supreme Court and the United States Court of Appeals for the Sixth Appellate Circuit, as well as administrative agencies, district courts of appeals, and trial courts throughout Ohio.

Carl serves as Contributing Editor of *Litigation News*, one of the flagship publications of the American Bar Association's Section of Litigation. He is a longstanding member of the Judicial Administration and Legal Reform Committee of the Ohio State Bar Association, and the Judicial Screening Committee of the Franklin County Democratic Party. He serves as the IADC's State Membership Chair for southern Ohio, and is a frequent author and lecturer on evidence and trial tactics throughout the state.

## **THE PRESENTERS:**

**Michael Higginbotham ([mwhigginbotham@fedex.com](mailto:mwhigginbotham@fedex.com))**

*Fed Ex Ground Package System, Inc., Moon Township, PA*

Michael Higginbotham is a Managing Director in Litigation at FedEx Ground Package System, Inc. in Pittsburgh. He manages a team of attorneys responsible for government and commercial litigation, who serve as both first chair and co-counsel to outside counsel. Prior to his role with FedEx Ground, he was Senior and Lead Counsel at FedEx Express in Memphis, where he was responsible for a nationwide docket that included a broad range of commercial and employment matters. Michael graduated from the University of Tennessee College of Law in 1993 and served as an Assistant District Attorney General in the 18<sup>th</sup> Judicial District in Tennessee until 1996. He was then in private practice in Memphis in civil litigation until joining FedEx in 2004.

Michael has been a member of the IADC since 2013. He previously served on the Professionalism and Ethics Committee of the Tennessee Bar Association, as a board member of the Mid-South Chapter of the Federal Bar Association, and as Barrister in the Leo Bearman, Sr. American Inn of Court.

**Alexandra Simotta ([alexandra.simotta@six-group.com](mailto:alexandra.simotta@six-group.com))**

*SIX Payment Services (Austria) Gmbh, Vienna, Austria*

Alexandra Simotta is a lawyer trained in Austria and New York currently positioned as Senior Legal Counsel for SIX Payment Services Austria, a Swiss held Austrian Bank. She advises the company in a variety of legal areas, amongst these are matters are civil and civil procedural law, banking (supervisory) law, commercial law, contract law, and corporate law. She has advised the company in the revision of the general terms and conditions, advised throughout an M&A transaction, and has lead several projects before the Austrian Financial Market Authority. Currently, she manages a team of lawyers in the Austrian version of a class action lawsuit.

Before her in-house position, Alexandra used to work in private practice mainly in the fields of corporate litigation and arbitration. She received her LL.M. from New York University and her law degree from University of Vienna and therefore has broad understanding of both common and civil law.

***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).