Without You, I’m Nothing

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DONNA M. KRAMER is the Senior CLE Specialist at Sullivan & Cromwell LLP in New York. To prepare for her law firm career, Donna studied writing, film, design, and theater, and worked as a jazz singer, copywriter, set designer, sound engineer, makeup artist, comedy writer, dancer, bartender, club promoter, radio DJ, and really awful secretary.

In 1997, after seven years as an S&C paralegal, Donna was drafted to puzzle out New York’s CLE rules and has been largely focused on CLE ever since. In addition to her CLE responsibilities, Donna has written, directed, and produced 17 live shows and 50+ videos for Sullivan & Cromwell and the few other organizations willing to put up with her. When not at work, Donna designs prize-winning mermaid costumes and parade floats and watches too many Star Trek reruns.

Michelle Schwartz-Clement is the Director of the City Bar Center for CLE at the New York City Bar. She began her CLE career working as a program attorney in the Practising Law Institute (PLI) for seven years, where she coordinated and administered programs in several areas of law before focusing in the corporate/securities area. She became the Director of the City Bar Center for CLE when New York instituted mandatory CLE. Michelle is a graduate of Syracuse University College of Law.
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All law firm support departments face budget, time, and resource constraints. One of the best ways for professional development departments to compensate for these constraints is to form a mutually-beneficial partnership with another organization – in particular, a local or state bar or law school. This session will explore one such symbiotic relationship and will ask the audience to relate how their organizations’ partnerships have worked for them.

Law Firm/Local Bar Association Relationships

Benefits to Firm
- Access to high-quality CLE programs, especially on new developments in the law
- Opportunities to develop tailored trainings
- Additional options for lawyers in need of credits to satisfy specific CLE requirements
- Discount for CLE programs and other products
- Increased Pro Bono opportunities
- Diversity and specialty groups and programs
- Increased networking opportunities
- Career development opportunities

Benefits to Association
- Introduction of association to potential new members
- Ready supply of law firm lecturers
- Increased pool of Pro Bono lawyers
- Increased exposure to firm’s lawyers and clients

Mutual Benefits
- Built-in collaborators for new program development
- Pooling of resources
- Increased opportunities for cross promotion

Law Firm/Law School Relationships

Benefits to Firm
- Ready supply of guest lecturers
- Opportunities to develop tailored trainings
- Access to high-quality CLE programs
- Additional options for lawyers in need of credits to satisfy specific CLE requirements

Benefits to School
- Expanded pool of guest teachers
- Potential for increased firm recruiting at law school
Law Firm/Large Commercial Provider Relationships

Benefits to Firm

- Access to high-quality CLE programs, especially on new developments in the law
- Additional options for lawyers in need of credits to satisfy specific CLE requirements
- Opportunities, in particular for remotely-located offices, to get CLE that qualifies in other jurisdictions
- Discount for CLE programs and other products

Benefits to Provider

- Profit
- Increased feedback
- Profit