



DRI's Counsel Meeting Program

Strong partnerships between corporations, insurers, and outside counsel are critical to the success of the defense bar. Open lines of communication are essential to nurture these partnerships. To maintain open and regular communications, many corporations and insurers hold “fly-in” meetings for their outside counsel to discuss corporate guidelines, policies, new defense strategies, litigation trends, provide education on company products, discuss recent cases of interest, and more. Often, these critical meetings are held at great expense to the host corporation.

To help facilitate these important meetings, **DRI's Counsel Meeting Program** was created. This easy-to-use program offers a turn-key solution allowing companies and insurance carriers to meet with their outside counsel while attending a DRI seminar. Hosting your counsel meeting through this program gives your organization access to complimentary meeting space with audio/visual equipment, coffee/snacks, complimentary registrations for the DRI seminar, travel expenses for designated company representatives, and more.

In most cases, **DRI's Counsel Meeting Program** eliminates the costs of hosting these meetings and facilitates more consistent and timely communications between clients, counsel and carriers. For outside counsel, attending meetings at DRI seminars provides enhanced networking opportunities, meeting time with clients, and access to gold-standard education all in one trip.

Reasons to Have a Counsel Meeting:

Companies host Counsel Meetings with DRI for various reasons, but the following topic areas are among the most popular:

- Updated counsel guidelines
- New billing requirements
- Up and coming litigation strategies (both plaintiff and defense)
- Status of on-going, threatened or recently concluded litigation matters
- Discussion of new products or claims
- Expert witness discussions
- Changes within the business structure of the client
- Trends seen by the company regionally, nationally or internationally
- E-Discovery or general discovery issues/trends
- Changes to strategies in motion practice
- Discussion of efforts to streamline communications between counsel and client

All questions concerning the Counsel Meeting program should be directed to PanelCounsel@dri.org.



How the program works:

Throughout the year, DRI brings together in-house counsel, insurance carriers/claims examiners and outside counsel for educational programs across different practice areas. DRI's seminars attract a broad audience for best-in-class education and networking events that are second to none. Bringing clients, counsel and carriers together makes sense – and this program helps you do just that.

The goal of **DRI's Counsel Meeting Program** is to meet your needs. DRI collaborates with the host to estimate the number of attendees and determine which Counsel Meeting package is the best fit. If anticipated attendance at the Counsel Meeting is not met, planning can be reevaluated for the next planned Counsel Meeting. DRI provides a draft invitation to the host that can be adapted, plus regular updates on meeting registration and a final registrant list at the conclusion of the meeting.

Counsel Meeting Packages:

The following incentive packages are available for Counsel Meeting hosts. In most cases, there is no cost to the host.

Collaborate Package (5-10 attendees): (~\$5,000+ value)

- Meeting room (*Corporate Member up to 90 min / Non-Corporate Member up to 60 min*)
- A/V – Screen, projector, connection cables
- A coffee break is provided in common area outside Counsel Meeting rooms
- One complimentary seminar registration
- Travel for one company representative (*\$500 roundtrip airfare*)
- Accommodations (*Corporate Member 2 nights / Non-Corporate Member 1 night*)

Connect Package (11-20 attendees): (~\$8,000+ value)

- Meeting room (*Corporate Member up to 90 min / Non-Corporate Member up to 60 min*)
- A/V – Screen, projector, connection cables
- A coffee break is provided in common area outside Counsel Meeting rooms
- Two complimentary seminar registrations
- Travel for two company representatives (*\$500 roundtrip airfare*)
- Accommodations (*Corporate Member 2 nights / Non-Corporate Member 1 night*)

Cultivate & Communicate Package (21-30 attendees): (~\$10,000+ value)

- Meeting room
- A/V – Screen, projector, connection cables, podium, podium microphone, 2 table microphones
- A coffee break is provided in common area outside Counsel Meeting rooms
- Three complimentary seminar registrations
- Travel for three company representatives (*\$500 roundtrip airfare*)*
- Accommodations (*Corporate Member 2 nights / Non-Corporate Member 1 night*)*

**Additional free registration and travel package for every 5 additional attendees over 30*

Custom Package (More than 50 attendees):

For meetings expecting more than 50 attendees, DRI can help design a custom Counsel Meeting package. Please contact PanelCounsel@dri.org or call (312) 698-6239.



Responsibilities of the Meeting Host:

The Counsel Meeting host agrees to hold its meeting at the DRI seminar hotel in the meeting space secured by DRI and at a time approved by DRI. Customarily, Counsel Meetings are scheduled in the afternoon before the opening reception at the seminar or in the mornings before seminar programming begins.

The host of the Counsel Meeting will provide DRI with a list of all invitees to its meeting. The invitation list must include the invitee's name and email address (or physical address of the invitation if it will be mailed). This list should include all invitees from a law firm. This allows for DRI to secure a meeting space that will accommodate all attendees, allow for meeting security, and ensure the host gets full credit for each attendee to maximize the benefits available for hosting the meeting.

At least 60 days before the seminar, either the Counsel Meeting host or DRI (at the host's discretion) will send the meeting invitation to all invitees encouraging them to attend the Counsel Meeting and register for the DRI seminar. If the host sends the invitation, DRI will be copied on communication at PanelCounsel@dri.org. If DRI sends the invitation, the Counsel Meeting host will be copied on communication.

By holding a Counsel Meeting at a DRI seminar, the host agrees that DRI may promote that the host is holding a meeting of its counsel at the DRI seminar. All host meeting participants shall be registered attendees for the related on-site seminar. Any exceptions to this policy must be pre-approved by DRI.

