

# Navigating Your New Role & Salary as Partner or In-House Counsel

*Sealing the deal with savvy salary negotiations*

As you get more senior in your legal career, salary negotiations can get increasingly complicated. Join us for a webinar where we delve into the complexities of negotiating compensation packages for law firm partners and in-house counsel.

Our moderator, an experienced coach for the legal industry, will interview two legal recruiters who have placed hundreds of partners and in-house counsel at a broad mix of law firms and corporations. Together, our panel will provide practical insights and valuable advice about how to navigate the intricacies of salary negotiations for more senior positions.

Whether you are looking to renegotiate your current compensation or preparing for a new opportunity, this webinar equips you with the tools and knowledge to confidently advocate for your financial interests.

Don't miss this opportunity to enhance your negotiation skills and maximize your career potential.

## Agenda

- Partner Compensation Overview and Law Firm Compensation Models
- In-House Compensation Overview
- Key Differences Between In-House Compensation and Law Firm Compensation
- Considering the Tangibles and Intangibles in Making a Lateral Move
- Researching Salary Ranges
- Understanding the Interview Process
- Effective Negotiation Strategies and Timing
- In-House Compensation Negotiations vs. Partner Negotiations
- Long Term Career Implications

## Faculty

Stephen E. Seckler, Esq., *Seckler Legal Coaching, Newton, Chair*  
Kimberly Donlon, Esq., *Director of Partner Recruiting, Major, Lindsey & Africa, Boston*  
Neil Patterson, Esq., *Managing Director, New England Legal Search, Inc., Boston*

## Dates & Location

Register at [www.mcle.org](http://www.mcle.org)

### LIVE WEBCAST

Wednesday, October 30, 2024  
4:00 am–5:00 pm  
Program # 2250092WBC

### REBROADCAST

Thursday, November 14, 2024  
10:00 am–11:00 am  
Program # 2250092RB1

### REBROADCAST

Monday, November 25, 2024  
12:00 pm–1:00 pm  
Program # 2250092RB2

### ON DEMAND WEBCAST

View after Monday, November 25, 2024  
Program # 2250092WBA

## Tuition *(includes written materials)*

- \$145
- \$130.50 MCLE Members
- \$72.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email [scholarships@mcle.org](mailto:scholarships@mcle.org).

## Materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

## CLE Credits

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