



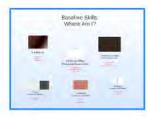




### Self-Assessment



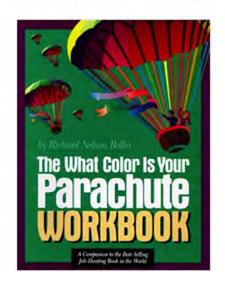


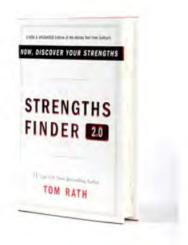




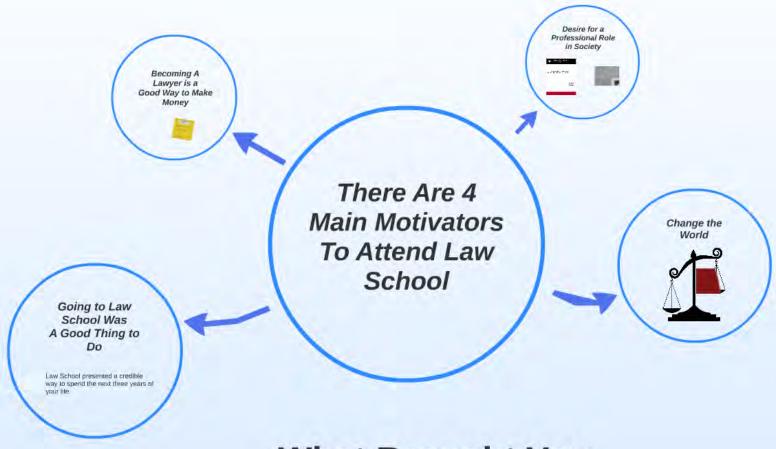


ISTU ISTP IN IP ESTE ISEP ISEL INTO ESTU INFP INC., ESEP EVER ESEJ ENTR ENIU ENFU Personal Situation and Financial Responsibilities









What Brought You to Law School?

# There Are 4 Main Motivators To Attend Law School

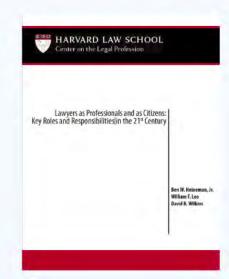
# Going to Law School Was A Good Thing to Do

Law School presented a credible way to spend the next three years of your life.

# Becoming A Lawyer is a Good Way to Make Money



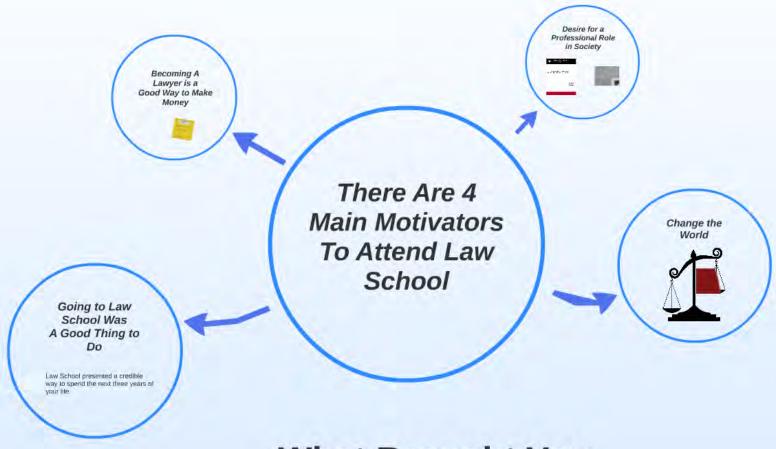
## Desire for a Professional Role in Society





# Change the World





What Brought You to Law School?

# Baseline Skills: Where Am I?



Listening

Negotiation Mediation Counseling



Understanding Financial Documents

Business Basics Accounting for Lawyers Externships



Conveying Complex Information Clearly

Trial Advocacy Moot Court Advanced Legal Analysis



Posing Practical Solutions

Transactional Intensive Student Activities Externship



Expressing Cogent Conclusions

Trial Advocacy Moot Court Clinics Internship/Clerkship



Managing Projects Effectively

Work Experience Journals Student Activities



# Listening

Negotiation Mediation Counseling



# Expressing Cogent Conclusions

Trial Advocacy
Moot Court
Clinics
Internship/Clerkship



# Conveying Complex Information Clearly

Trial Advocacy Moot Court Advanced Legal Analysis





# Managing Projects Effectively

Work Experience Journals Student Activities



# Posing Practical Solutions

Transactional Intensive
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# Understanding Financial Documents

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Conveying Complex Information Clearly

Trial Advocacy Moot Court Advanced Legal Analysis



Posing Practical Solutions

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Expressing Cogent Conclusions

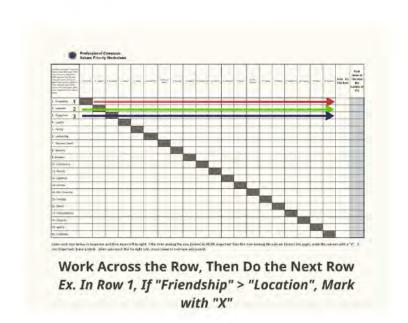
Trial Advocacy Moot Court Clinics Internship/Clerkship

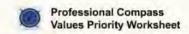


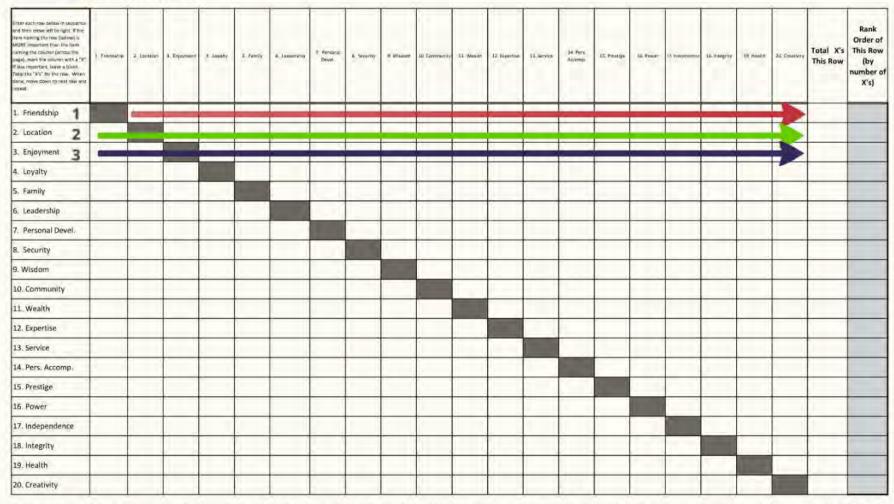
Managing Projects Effectively

Work Experience Journals Student Activities

### Professional Values and Life Preferences







Enter each row below in sequence and then move left to right. If the item naming the row (below) is MORE important than the item naming the column (across the page), mark the column with a "X". If less important, leave a blank. When you reach the far right side, move down to next row and repeat.

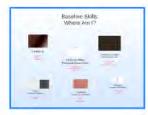
Work Across the Row, Then Do the Next Row Ex. In Row 1, If "Friendship" > "Location", Mark with "X"

# Personal Situation and Financial Responsibilities

### Self-Assessment











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### Initial Employment Preferences









### Substantive Areas

Litigation Practice

Finding Facts
Narrowing Issues
Presenting Information
Advocacy

Transactional Practice

Finding Common Ground
Integrating Legal Disciplines

Expert Knowledge

In-Depth Legal Analysis
In-Depth Industry Experience

## Litigation Practice

Finding Facts
Narrowing Issues
Presenting Information
Advocacy

# **Expert Knowledge**

In-Depth Legal Analysis

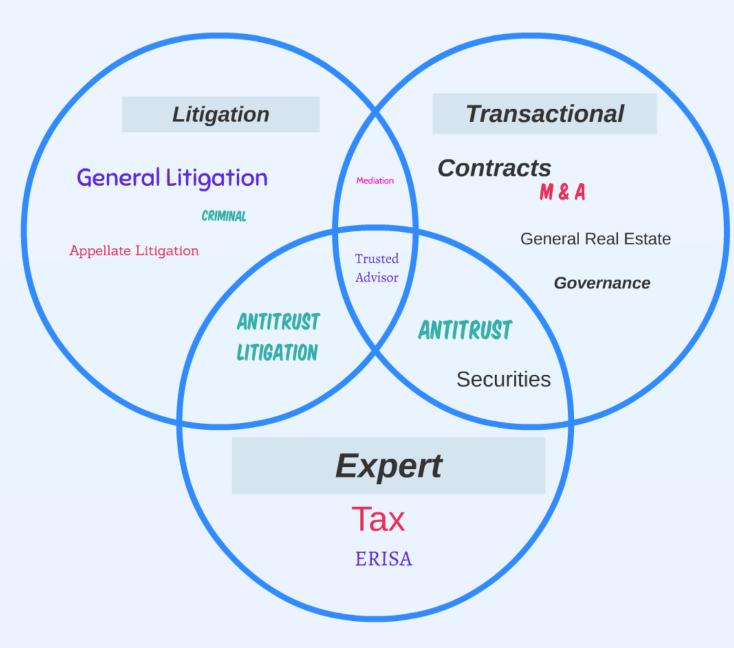
In-Depth Industry Experience

## Transactional Practice

**Finding Common Ground** 

**Integrating Legal Disciplines** 

# From a Start to a Focus



### **Practice Areas**

#### 2.2 Indications of Interest: Traditional Practice Areas 1

Place a check by areas that you think would interest you. Over time, as your interests evolve, you can return to this list to update your selections.

Academic Law

Administrative Law & Regulatory Practice

Adoption Law

Agricultural Law

Air, Sea, & Space Law

Alternative Dispute Resolution

**Animal Rights** 

Antitrust/Competition Law

Appellate Law

**Banking and Commercial Finance** 

Bankruptcy Law

**Business Law** 

Children's Advocacy/Juvenile Justice

Civil Litigation

Civil Rights/Civil Liberties

Commercial Law

Communications/Media Law

Community Economic Development

Constitutional Law

Construction Law

**Consumer Protection** 

Consumer Regulatory

Copyright/Trademark/Patent

Corporate Practice

Criminal Law

Cyberspace Law

DUI Debtor/Creditor

Disability Law

Drug Law

Traffic

**Education Law** 

Elder Law

Election Law/Voting Rights

**Election Campaign Finance** 

**Employee Benefits** 

**Energy Law** 

**Entertainment & Sports Law** 

**Environmental & Energy Law** 

Estates, Wills and Trusts

Family Law (Divorce/Custody)

Food & Drug Law

**General Practice** 

**Government Contracts** 

Government Service/Relations

Health Care Law

Housing/Homelessness

Immigration/Refugee Law

Insurance Law

Intellectual Property law

International Law

Juvenile Law

Labor & Employment Law

Legislative Practice

LGBT+ Law

Litigation, General

Malpractice

Migrant Worker Advocacy

Military Judge Advocates/JAG

Municipal Finance Practice

National Security Law

Poverty/Legal Services

Prisoners' Rights

FIISUREIS KI

Privacy Law

Probate

Public Defense/Death Penalty

Real Estate & Property Law

Securities Law

Tax Law

Telecommunications Law

Tort Law

Trusts and Estates Law

**Utilities Law** 

White Collar

Women's Rights

Worker's Compensation

Workplace Disability/ADA

Zoning & Land Use

#### Settings, Location Environment

#### **Employment Settings**

Choose 3-5 preferred practice settings to explore further:

#### Academic

- o General Counsel's Office
- o Administration/Staff
- Faculty/Teacher

#### Business

- o In-House Counsel
- Government Affairs

#### **Government Agencies**

- o Federal
- o State

#### Prosecutor/Public Defender Offices

- o Federal
- o State
- o Local

#### Judicial

- o Trial
- o Appellate

#### Law Firms

- Solo Practitioner
- o Small (up to 10 attorneys)
- Medium (more than 10 but less than 50 attorneys)
- Large (more than 50 attorneys)

#### Non-Profit

- Legal Services
- o Public Policy
- Advocacy

#### Location

Choose the location of the employer that best describes your preference

#### Region

Locale

- Northeast
- Southeast
- Midwest
- Central
- Northwest
- Southwest
- o Foreign Country

- o City
- o Suburb
- o Rural
- Combination

Specific Location(s):

#### **Employment Environment**

Check the following employer characteristics that best describe your environment preferences.

- Conservative
- Liberal
- Team Oriented
- Independent Work
- Social
- Family Oriented
- Rigorous
- Laid Back
- o Flexible
- Individual Office Space
- Challenging Work
- Sufficient Salary
- Interesting Work
- Varied Responsibilities
- Creative
- Structured
- Authority

Other Characteristics:

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#### 1800 Billable Hours

- With a half hour commute (to your desk and working)
you are "working" from 7:30am to 6:50pm
- With a one hour commute you are "working" from

7.00am to 7.20pm, Monday-Friday

(b) Work one Saturday a month 10 00am-5 00pm with 1 nonbillable hour

6 x 12 months-

72

1834

2434

You have now billed

BUT you have been 'at work'

#### 2200 Billable Hours

You made it! You have billed

However, you have been 'at work'

3058

2201

#### The Commute

With a half hour commute you are "working" from
7:30am to 8:30pm Monday-Friday

And 9:30am-5:30pm three Saturdays a month

 With a one hour commute you are 'working' from 7:00am to 9:00pm Monday-Friday

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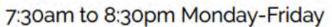
72
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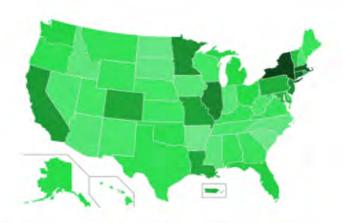
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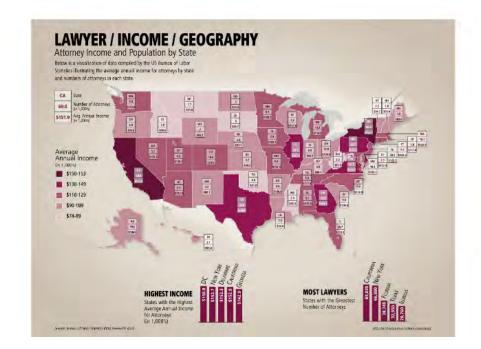
Specific Location(s):



S



# Number of Lawyers Per Capita by State





## **Employment Environment**

Billiable Hours 2200 Billiable Hours

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Other Characteristics:

orneys) in 10 but less

0 attorneys)

# Consider Finances

#### How Much...Really?

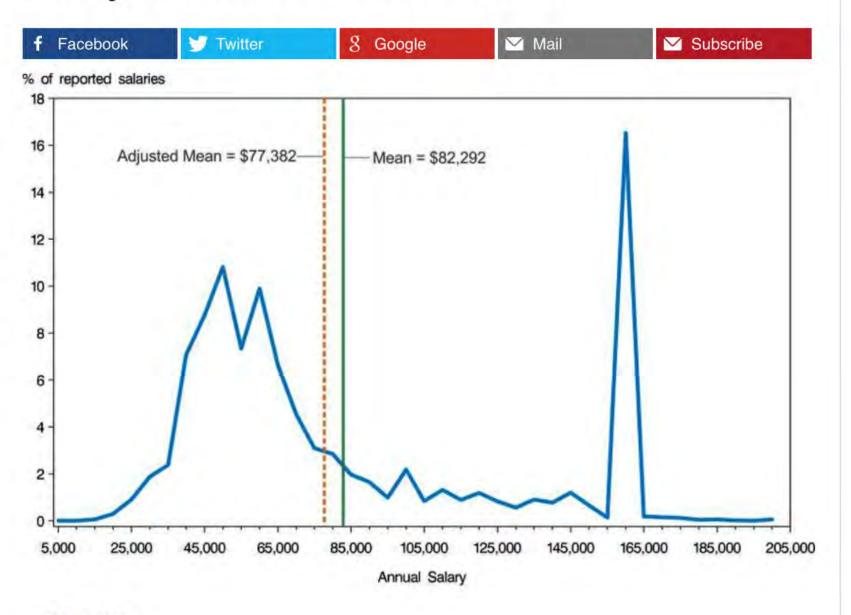


Salary.com Cost of Living Wizard





# Lawyer Salaries Are Weird

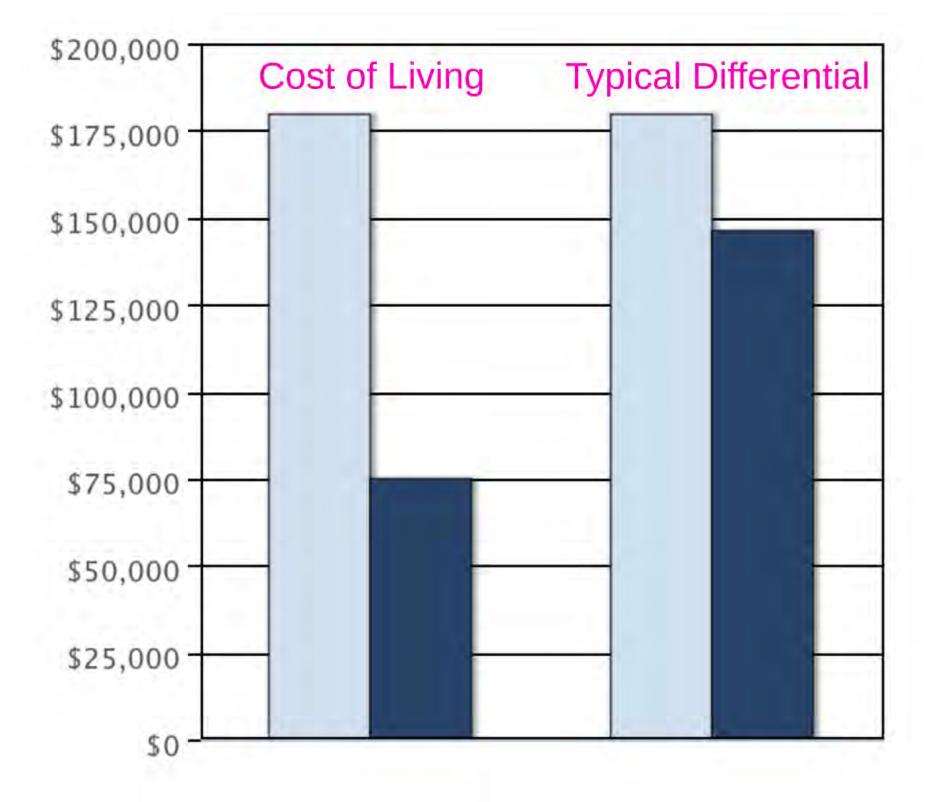


How To Spend \$200,000 And Just Get By	
Gross Salary	\$200,000
401k Contribution	\$18,000
Salary After 401k Contribution	\$182,000
Tax Bill (30% Effective Tax Rate)	\$54,600
Net Salary	\$127,400
Expenses	
Childcare (One Child)	\$24,000
Food	\$12,000
Mortgage	\$36,000
Home Maintenance	\$3,600
Two Vacations A Year	\$8,000
Car Payment	\$6,000
Gas	\$4,800
Car Insurance	\$1,500
Property Insurance	\$1,000
Life Insurance \$500K Term	\$800
Property Taxes (\$700,000 home)	\$8,000
Clothes	\$3,000
Children's Lessons	\$5,000
Charity	\$2,000
Consumer Debt	\$3,000
Miscellaneous (Something Always Comes Up)	\$3,000
Total Costs	\$121,700
What's Left	\$5,700
Source: FinancialSamurai.com	

# How Much...Really?



Salary.com
Cost of Living Wizard



# Consider Finances

#### How Much...Really?



Salary.com Cost of Living Wizard





# Initial Employment Preferences





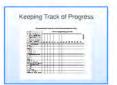




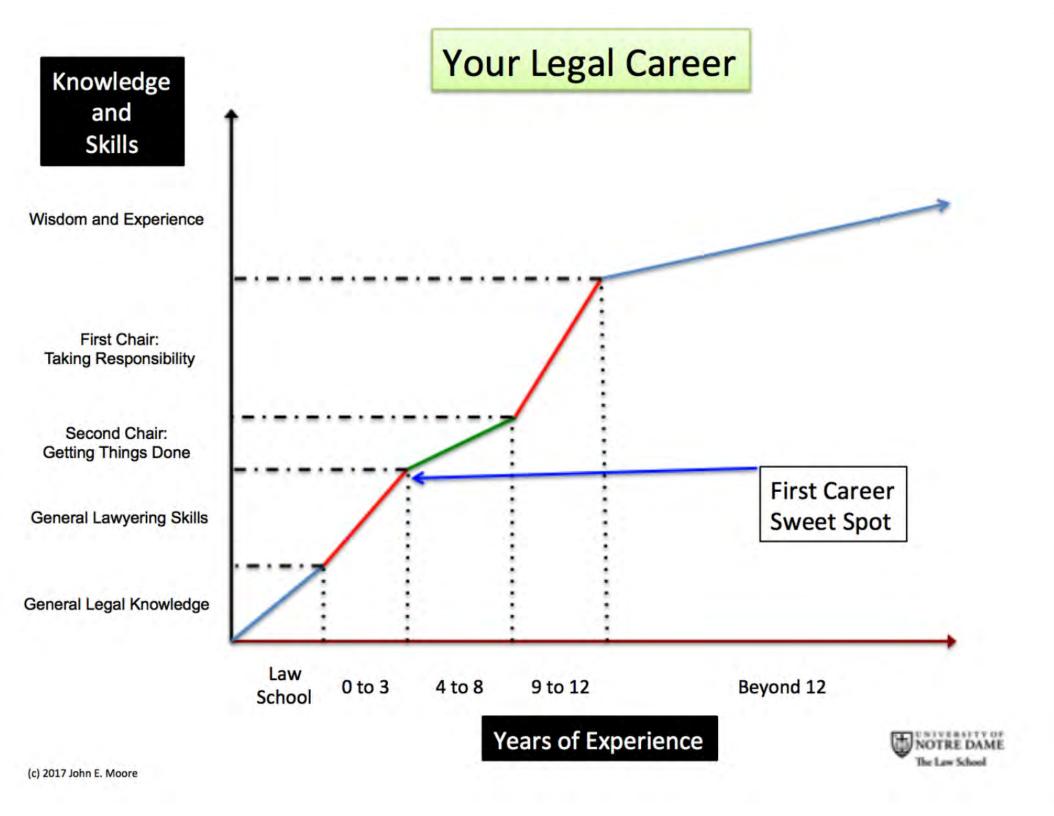
# General Career Considerations













# Broad to Narrow Bigger to Smaller Private to Other Clerkship then....

# Keeping Track of Progress

#### The Lawyer's Compass™ Attorney's Skills Experiences Aptitudes Survey

Instructions:  1. List your most significant career experiences (individual matters, types of repetitive work or a combination both) across the top.  2. Check all boxes below that apply to each item listed.		Name of Engagement/Type of Work													
	÷	5	e7.	4.	ΙĠ	9	7.	80	6	10.	11.	12.	13.	14.	Reserved
Role in Matter															
First Chair															
Second Chair	i II i												1 3		
Third Chair						100							-		
Team Leader															
Team Member: Senior		1.													
Team Member: Junior															
Relationship to Client			100												
Your client	11	1	1						-					1	
Firm client													i I		
New client															
One-time client	1	HE I													
New work for existing client															
Ongoing advisory relationship w. clt.	1 14														
Role with Client															
Counseling	1111	1											7.0		
Consulting	1 - 1	100													
Fact Interviewing	ШŢ														
Many issues in many fields	1	1	7 - 1										7 10		7 7
Billing/Collections/Relationship Mgt.	1 11														

# Professional Development Over Your Career

NOTRE DAME
Lawyers' Professional

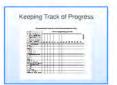
#### Lawyers' Professional Development Matrix

	Introductory	intermediate	Advanced	Masters
Core Lawyering Skills				
Legal Research Written Advocacy Oral Advocacy Negotiation Alternate Dispute Resolution Forums Counseling Stells and Decision Theory Project Management Professionalism in the Workplace Managing Client Relationships Creating High Quality Work Product Computer Applications Office Practices: Timekeeping, Filing Business Etiquette Cross-Disdplinary Applications	Old and New: Best Practices Bask Structures and Forms Public Speaking Fundamentals Intro to Theory and Process  Managing Multiple De adines Principles/PROFESSIONAL The Four Expectations Plan, Process, Polish Internet for Lawyers Developing Personal Systems Introduction to Eliquette	Written Advocacy Best Practices Oral Advocacy Best Practices Getting to Yes Intro to Mediation/Arbitration Introduction to Courseling Project Management Systems Texas Lawyer Tips Power of Positive No Bask: Excel Spreadsheeting Systems Best Prackes Accounting for Lawyers	Negotiation Practicum Mediation vs. Arbitration Decision Theory and Process  Civility in the Profession Managing the 4 Expectations  Bask Powerpoint Group Systems Development  MEA Concepts	
Personal Development				
Understanding Yourself in the Workplace Maintaining Work/Life Balance Creating Trust in Relationships Health and Stres Reduction Strategies Accountability Through Group Responsible Personal Finance	Your MBTI and the Workplace Time Budget Process Developing a Personal Budget	Type Talk at Work Speed of Trust: Covey Investment Fundamentals	Skills Finder 2.0 7 Habits: S. Covey Trusted Advisor: Malister Stress Reduction/Modplace Introduction/Participation	Working From Strengths  Health Assessment Master's Forum Preparation for Retirement
Management and Leadership Training				
Developing Your Management Style Implementing Change in Staff, Clients and Firms Developing Effective Teams Leading a Professional Organization Effective Performance Evaluations		Principled Accountability  Law of Employment	360 Profile and Analysis Overcoming Barriers to Change Good to Great I Best Practices in Perf. Appr.	Polarity Management Good to Great II First Among Equals: Maister
		11000	10.32.37.30.47	
Business of Law				
Business Development Strategies Client Identification and Intake Law Firm Finances Billing Strategies/Alternative Payment Systems Business Decision Making Business Strategic Planning Law Firm Compensation Systems		Principles of Bus. Development Retainer Agreements Effective Billing Practices	Business Develop Workshop Lead, Silver, Platinum Overview of Law Firm Finances Alternatives to Hourly Billing Integrated Decision Making	Budgets and Performance Creating Firm Financial Securit Law Firm Decisions Practicum SWOT: Creating a Plan Compensation Models

# General Career Considerations













# Mentorship and Networking Plan



The Law School

Career Development Office

# Career Development Office Mentors















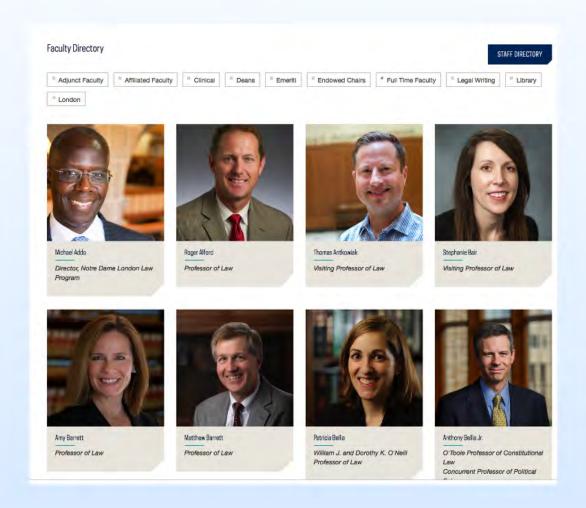


# CDO Mentorship Program

Matches You with an ND Lawyer:
Geographically
and by
Substantive Area/Area of Practice



# Faculty Advisors



# Mentorship and Networking Plan

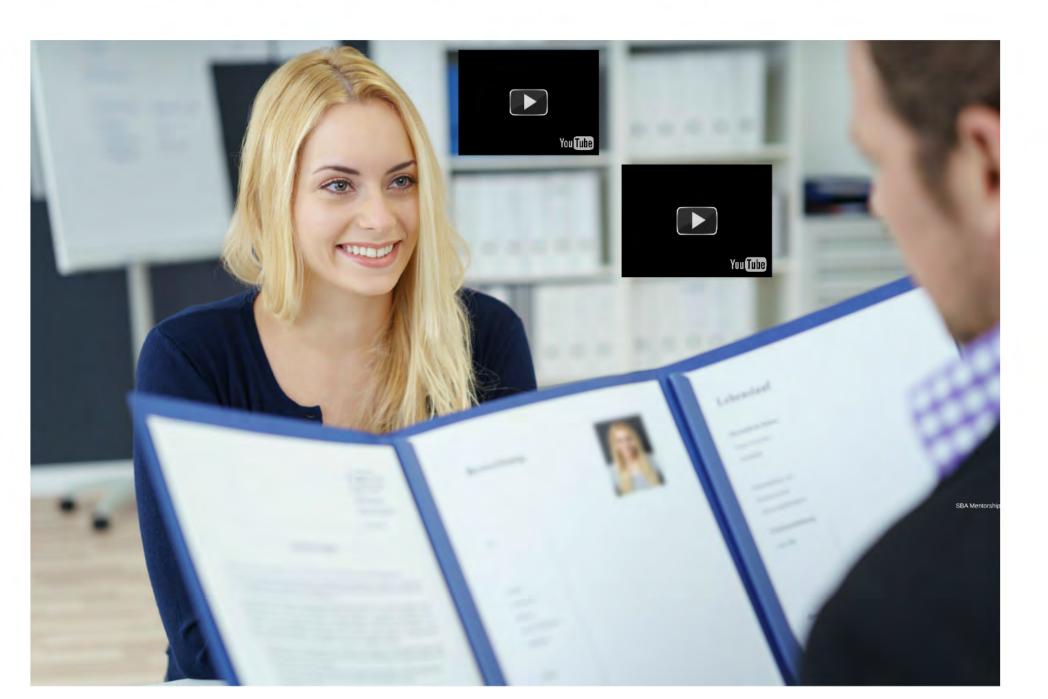


The Law School

Career Development Office

# SBA Mentorship Program STUDENT BAR ASSOCIATION NOTRE DAME LAW SCHOOL

# Mock Interviews



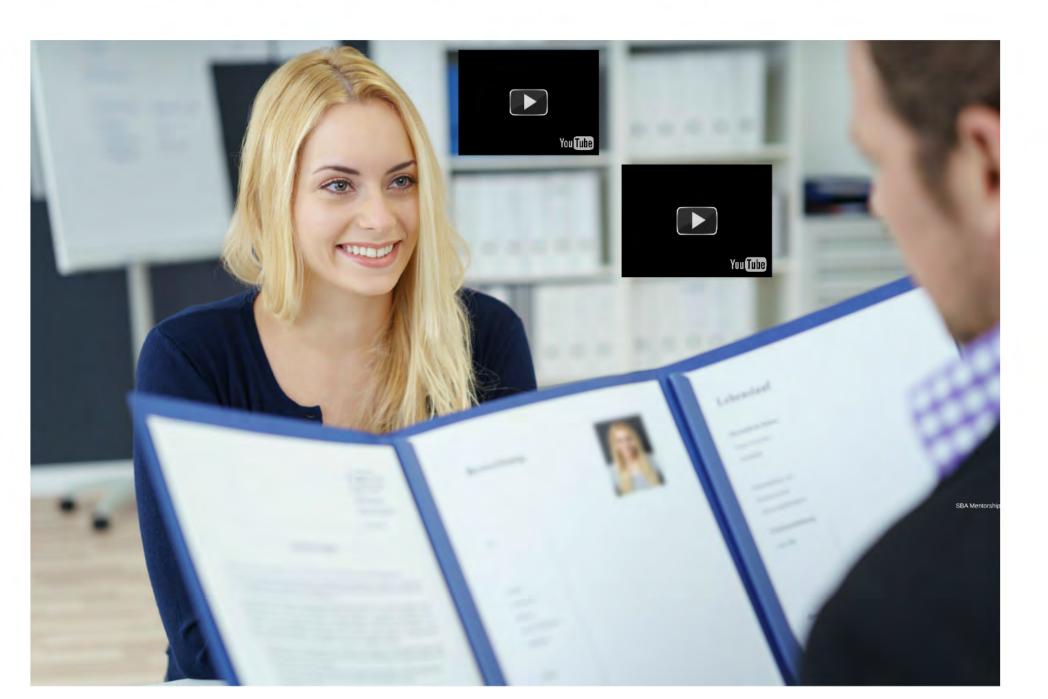


You Tube



You Tube

# Mock Interviews



# Developing Your Professional Network



# Mentorship and Networking Plan

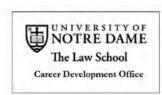


The Law School

Career Development Office







## **Individual Professional Development Plan**

Notre Dame Law School Career Development Office Individual Professional Development Plan Workshop Series

- Legal Ethics: Day One - Litigation Practice Wednesday, 8/15/18 Thursday, 8/30/18

- Transactional Practice

Thursday, 9/13/18 Monday, 9/16/18

- Expert Practice

- Workshop: Completing the IPDP Thursday, 9/27/18

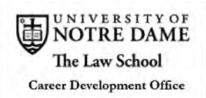
Each Session Will Begin at 12:30

Lunch Will Be Provided at Each Session!

Name:

Email:





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Thursday, 9/27/18

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Name:

Email:



# Your Next Step?

Spend Time with YOUR IPDP

One-on-One Meetings Begin 10/15



