



CCWC

LAW FIRM ASSOCIATES CAREER STRATEGIES CONFERENCE WASHINGTON, D.C.

**Wednesday, March 25, 2026
Mayflower Hotel
Washington, DC
7:00 AM – 6:00 PM**

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LFA 2026 CONFERENCE AGENDA



WEDNESDAY

4:00 p.m. – 8:00 p.m.

Registration

THURSDAY

6:00 a.m. – 12:00 p.m.

Registration

7:00 a.m. – 8:00 a.m.

Networking Breakfast

8:15 a.m. – 8:30 a.m.

Welcome Remarks

*Presented by Laurie N. Robinson Haden
Founder, President & CEO, Corporate Counsel Women of Color®*

8:30 a.m. – 9:15 a.m.

General Session (ALL)

From Associate to Strategic Asset: Using AI, Visibility & Business Thinking to Accelerate Your Legal Career

A practical session on how associates can use AI, strategic visibility, and business thinking to work smarter, add greater value, and accelerate their legal careers.

9:30 a.m. – 10:15 a.m.

General Session (ALL)

Pathway to Partnership: Skills & Internal Branding That Matter Most

Candid guidance on how partners evaluate associates today – and how associates can prepare early.

10:30 a.m. – 11:30 a.m.

General Session (ALL)

Managing Your Legal Career Like a Business: Strategy, Visibility & Long-Term Success

A strategic session on understanding law firm economics—and how you fit in—personal metrics, sponsorship, visibility, and long-term career planning.



Time	Track A Junior Associates Track	Track B Mid-Level Associates Track
11:15 a.m. – 11:45 a.m.	<p>Session A1: The New Rules of Client Service: What Corporate Counsel Expect from Law Firm Associates in 2026</p> <p>Insights from in-house leaders on communication, responsiveness, value-add thinking, and standing out as outside counsel.</p>	<p>Session B1: Business Development for Mid-Levels: How to Start Generating New Business Before Partnership Track</p> <p>A practical workshop on early business development strategy, networking, client cultivation, and relationship mapping and conversion.</p>
12:00 p.m. – 12:45 p.m.	<p>Session A2: Building Your Professional Digital Profile: LinkedIn, Thought Leadership & Your Online Brand</p> <p>Tools and strategies for building online presence early, posting smartly, and creating a digital footprint that opens doors and makes an impact.</p>	<p>Session B2: Leading Deals & Matters: The Mid-Level Blueprint for Ownership, Delegation & Team Leadership</p> <p>A discussion on the skills required to run matters confidently, manage juniors, and operate like a future partner.</p>
12:45 p.m. – 2:00 p.m.	Networking Luncheon	
2:15 p.m. – 3:00 p.m.	<p>Session A3: How to Navigate Law Firm Culture, Staffing & Expectations as a Junior Associate</p> <p>Understanding partner styles, staffing challenges, feedback, time management, and internal relationship-building</p>	<p>Session B3: Cracking the Partnership Code: Insider Metrics, Behaviors & Pathways for Advancement</p> <p>What partnership committees look for in 2026: billables, client relationships, collaboration, originations, and firm citizenship.</p>
3:15 p.m. – 4:00 p.m.	<p>Session A4: From Contributor to Key Player: How to Build Influence and Earn Credibility</p> <p>How associates can develop executive presence, deliver excellence, manage perceptions, and build their reputations in high-pressure environments.</p>	<p>Session B4: Becoming the Associate Clients Ask for by Name: Delivering Value & Building Trust</p> <p>How associates can provide advanced client-centric strategies that make in-house counsel request you specifically.</p>
4:00 p.m. – 4:30 p.m.	Recap & Closing Remarks	
4:30 p.m. – 6:00 p.m.	Networking Coffee & Dessert	