

Hit the Ground Running



Campbell University School of Law
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Brian Gilman, CLM
Chief Operating Officer



The Starting Line



- Starting From Scratch
- Summer Clerk Smoke

Understand the Culture



- Influences:
 - History
 - Tradition
 - Leadership
 - Practice Areas

Understand the Culture



- The Intangibles:
 - Work Ethic & Balance
 - Relationships
 - Business Development
 - Community

Understand the Culture



- Set Your Bar High
- Show Up

Understand Professional Service



- Responsiveness
 - Timely Communication
 - Meeting Deadlines
- Integrity
 - Do what you say
 - “I don’t know”

Understand the Business



- Productivity Measures
- Revenue Drivers
- The Bottom Line

Understand Yourself



- Suspend Your Ego
- Suspend Your Fear



“It is SCARY when a new Associate or law student doesn’t ask questions, or is afraid to say they don’t know an answer”
Partner

Understand Yourself



- Suspend Your Ego
- Suspend Your Fear
- Take Initiative



Discussion