



The Biggest Mistakes In-House Counsel Make When Seeking a New Opportunity

GC AdvantageSM Webinar

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GC AdvantageSM

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Upcoming GC AdvantageSM Webinar



Strategies to Effectively Manage External Counsel Near and Far

Feb 21, 2024 @ 1:00 pm - 2:00 pm EST

Questions & Answers



Submit questions to panelists at any time throughout the presentation via the Zoom **Q&A feature**.

Featured Speakers



John Gilmore

Managing Partner – **BarkerGilmore**



Brittney McDonough

Partner – **BarkerGilmore**



Max Gelernter

Managing Director – **BarkerGilmore**



Wendi Weiner

Founder and Executive and Board Resume Writer –
The Writing Guru

Top Legal Resume Mistakes

- Your legal resume includes a never-ending laundry list of bullet points detailing responsibilities, but nothing showcasing your accomplishments, achievements, or unique value.
- Your legal resume lacks organization and structure and doesn't zone in on the core competencies of a Deputy GC or GC that you possess.
- You're still using the same resume template from your law school career services office, only it's now 4+ pages, in smaller font, with zero white space.



Top LinkedIn Profile Mistakes



- You dump your legal resume into your LinkedIn profile and make it sound like an obituary.
- You overlook the important sections of LinkedIn that garner the recruiter's interest: headline, about/summary, job titles, and skills.
- You wait for recruiters to reach out to you instead of building relationships and networking with them and other targeted people of influence (company CEOs, other GCs/CCOs).



Top Mistakes When Networking



- Proactive relationship-building: “The day you plant the seed is not the day you eat the fruit.”
- Transparency: “Candidate-recruiter privilege.”
- Would you hire yourself based on LinkedIn?



Top Interviewing Mistakes

- Talking too much: Give thoughtful answers but know when to stop talking.
- Weak “why this company” response: Craft a compelling answer that shows genuine interest and alignment.
- Neglecting smart questions: Ask questions to understand business objectives and the ideal cultural fit.



Top Mistakes When Negotiating and Accepting an Offer



- Waiting too long to discuss, making assumptions, and/or failing to be transparent.
- Piecemeal negotiating.
- Making plans for change before listening.



Thank you for attending.



Please let us know how BarkerGilmore can help you succeed.

John Gilmore, Managing Partner
jgilmore@barkergilmore.com

Brittney McDonough, Partner
bmcdonough@barkergilmore.com

Max Gelernter, Managing Director
mgelernter@barkergilmore.com

Wendi Weiner, Founder of The Writing Guru
wendi@writingguru.net