

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

**GC Advantage<sup>s</sup> Webinar** January 17, 2024



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# **Upcoming GC Advantage<sup>ss</sup> Webinar**

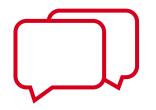


#### Strategies to Effectively Manage External Counsel Near and Far

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.



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# **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

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# **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.

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# Please let us know how BarkerGilmore can help you succeed.

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