

November 2007



Allison Johnson, event chair, confers with Jose Mendez, a J. Crew Associate and freelance fashion stylist.



From left to right: Gene Sullivan, business development consultant at John Hancock Funds; Susan L. Harper, Co-Chair of NYCLA's Women in Law Strategies for Success Series and securities defense attorney with Baritz & Colman, LLP; Freddy Smith, FWA event co-chair and Financial Advisor at UBS; and featured speaker Andrea Nierenberg, president of the Nierenberg Group.

Fall Ushers in 'Dress for Success' and Networking Strategies Programs at NYCLA

'Dress for Success' - Fashion Matters

Jobseekers: Is that green herringbone tweed suit sending the right message to your potential employer? Answers to that and other questions related to appropriate business attire were on the agenda at the October 15 event, Fashion Matters: The Essentials of a Business Wardrobe, held at the NYCLA Home of Law. The event, chaired by NYCLA member Allison R. Johnson and sponsored by the Association's Young Lawyers' Section and the Entertainment, Media, Intellectual Property and Sports Law Section (EMIPS), drew more than 100 people, presented expert advice for lawyers who want to learn the building blocks of a business wardrobe. The panelists were: Carol Sprague, Director of Associate/Alumni Relations & Attorney Recruiting for Skadden, Arps, Slate, Meagher & Flom, LLP; Brooks Brothers' Rosaly Daniel, Gareth Eckley, Ronald Ferguson and David Watson; and Jose Mendez, a J. Crew associate and freelance fashion stylist.

Dress for Success Tips

Less is more.
Be comfortable.
Do not be afraid to ask a salesperson for guidance.
Your suit should be dark blue or gray (stay away from black).

Shoes are important; keep them polished.

Pocket squares are a wonderful way to showcase individual style.

View basic pieces as an investment.

Raffle prizes were provided by Carmine & Arthur Clothiers (at 175 Water Street), Skadden, Arps, Slate, Meagher & Flom, LLP, Brooks Brothers, Estée Lauder and J. Crew.

Speed Networking and Rainmaking Skills Program

Over 130 lawyers and financial professionals gathered at NYCLA on October 15 to participate in a Speed Networking and Rainmaking Skills program, where participants paired off for several minutes of conversation, then continued switching partners, allowing everyone to meet at least five or six people in "mini meetings" throughout the evening. NYCLA's Women in Law Strategies for Success Series, a subcommittee of its Women's Rights Committee, organized the event with the Financial Women's Association's (FWA) Professional Services Liaison Committee. John Hancock Funds sponsored the program, graciously providing a wine-and-cheese reception. Susan L. Harper, co-chair of the Women in Law

Series and a securities defense lawyer with Baritz & Colman, LLP, and Freddy Smith, a financial advisor at UBS, both members of FWA, served as the evening's hosts.

After introductory remarks by Gene Sullivan, a business development consultant at John Hancock Funds, the featured speaker was Andrea Nierenberg, president of the Nierenberg Group and author of *Nonstop Networking: How to Improve Your Life, Luck and Career* and *Million Dollar Networking: The Sure Way to Find, Grow and Keep Your Business*. Ms. Nierenberg shared tips and tactics to enhance the networking process, including the propositions that networking is the first step in building relationships and it is necessary that you give in order to receive.



From left to right: Deborah H. Kaye, managing counsel of the Bank of New York Mellon, networks with Kristina Leone, Associate with PricewaterhouseCoopers LLP, at the Speed Networking and Rainmaking Skills event.

Mark your calendars: On November 26 at 6:00 PM, Ms. Nierenberg will present another program at NYCLA, *Enhancing Your Professional Networking Skills*, where she will speak about her newly released book, *Savvy Networking: 118 Tips for Business Success*. (To RSVP, email Cindy Fragliossi at cfragliossi@nycla.org.)

And on November 14 at 5:30 PM, the Women's Rights and Foreign and International Law Committees will sponsor an evening with Ambassador Mark Lagon, Director of the U.S. State Department's Office to Monitor and Combat Trafficking in Persons, at the NYCLA Home of Law. Ambassador Lagon coordinates U.S. government activities in the global fight against modern-day slavery, including forced labor and sexual exploitation. (To RSVP, email Aurora Mendez at amendez@nycla.org.)

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