



Bringing Home the Bacon: Winning Strategies for Getting Origination Credit

Bringing in the business is one thing, getting origination credit for it can be another. Join Marianne Trost, the 2014 IGE/WLD Summit keynote speaker and “Mastering the Ask” presenter, as we explore the challenges, issues, and solutions to help you get origination credit. Whether your firm follows an “eat what you kill” policy or has no origination credit policy at all, this presentation and panel of local attorneys will provide you with tips, real life examples, and strategies to help you get credit. You will also learn techniques that lead to greater origination credit results, tips to protect yourself from inequities, and strategies you can put into practice to avoid common pitfalls.

Panelists:

James (“Jay”) F. Glunt, Esq.
Ogletree, Deakins, Nash, Smoak & Stewart, P.C.

Heather S. Heidelbaugh, Esq.
Leech Tishman Fuscaldo & Lampl, LLC

Kenneth J. Horoho, Jr., Esq.
Gentile, Horoho & Avalli, P.C.

Mary-Jo Rebelo, Esq.
Houston Harbaugh, PC

*\$40 for ACBA members, \$50 for non-members. Lunch will be served.
Registration is available online at www.acba.org.*



Marianne Trost

The Women Lawyers
Coach LLC

**SAVE
THE DATE**

Wednesday,
March 18, 2015

Program
12 - 2 p.m.

9th Floor
Koppers Building
Grant Room