



SHOW ME THE MONEY: ORIGINATION CREDIT AND OUTSIDE COUNSEL ENGAGEMENT

Description:

Join us for a panel discussing on the important and rarely discussed component needed for the advancement of lawyers of color at law firms – Origination Credit. We will discuss the credit allocation process and some of the challenges that exist and how that specifically affects lawyers of color. Discussion will also focus on the meaning of origination credit, why it matters, and how corporate counsel can navigate and challenge compensation systems that are not aligned with the values of diversity, equity and inclusion.

Research Materials (links):

- [Diversity And Origination Credit](#)
- [Effective Policies and Programs for Retention and Advancement of Women in the Law](#)
- [General Counsel Should Be Asking How Origination Credit is Awarded](#)
- [Change at the Start: How Law Firm Origination Credit Still Hurts In-House Counsel Diversity Focus](#)
- [170 GCs Pen Open Letter to Law Firms: Improve on Diversity or Lose Our Business](#)
- [When Will D&I Be as Important as P&L to Law Firms?](#)
- [Novartis' Preferred Outside Counsel Prepared for Diversity Staffing Requirements](#)
- [Why Diversity Matters in the Selection and Engagement of Outside Counsel: An In-House Counsel's Perspective](#)
- [Law Firm Origination Policies: Climbing the Mountain to Equity](#)
- [Power of the Purse How General Counsel Can Impact Pay Equity for Women Lawyers](#)
- [General Counsel Should Be Asking How Origination Credit is Awarded](#)
- [Starbucks GC 2019 Report](#)
- [New Millennium, Same Glass Ceiling?](#)