



# 2018 MID-YEAR ACC MEETING APRIL 22 24 DENVER

## SPONSOR PROSPECTUS

*A Conference Created Specifically For Mid-Career In-house Counsel*

22 - 24 April 2018 - Grand Hyatt, Denver, CO

[www.acc.com/mym18](http://www.acc.com/mym18)

### MEETING OVERVIEW

The 2018 ACC Mid-Year Meeting, held at the Grand Hyatt, is a two day conference, offering intensive education for senior level in-house counsel on two advanced tracks:

1. **Advanced Contract Drafting and Negotiating Skills**
2. **Advanced Merger and Acquisition Skills**

### ATTENDEE PROFILE

The 2018 ACC Mid-Year meeting is expecting 400+ in-house attorneys with three or more years of in-house experience, particularly those that deal with contracts, mergers & acquisitions and other business areas as part of their role or those from large corporate legal departments who specialize in these areas.

### INTRODUCING OUR NEW EXHIBIT AREA, **THE Xchange!**

In addition to traditional learning sessions, ACC is unveiling an immersive, interactive environment where you can choose from many different networking and learning opportunities and formats, what ever works best for you. In between the morning and afternoon sessions, attendees will have three hours to explore the Xchange any way they like!

This innovative experience offers the opportunity for you to...

- Network and enjoy lunch with your fellow attendees
- Promote your products and services  
Engage in roundtable discussions by topic
- Create TED-style talks
- Participate in pop-up sessions or plan your own
- Join a learning group and meet throughout the day for the duration of the conference to address questions, concerns, and topics of interest with peers
- Take advantage of sessions you may have missed in the replay lounge
- Schedule one-on-one meetings with attendees or invite them to a demo room



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## PLATINUM SPONSORSHIP

20,000

- Present a 3-Hour Interactive Continuing Legal Education (CLE) workshop style program, allowing up to two representatives on that speaking panel.
- Display area in the Xchange for promotional materials
- Five full registrations with access to all educational, social and meal functions and one exhibit-only registration to exhibit hall functions only
- One pre- and post-meeting promotional mailing to attendees
- Linked logo on the ACC website
- Signage recognition at the Mid-Year Meeting

## GOLD SPONSORSHIP

\$16,000

- Sponsor a 90 or 60-Minute Standard Continuing Legal Education (CLE) Session allowing one representative on that speaking panel. *Sessions found on page 3.*
- Display area in the Xchange for promotional materials
- Four full registrations with access to all educational, social and meal functions
- One pre- and post-meeting promotional mailing to attendees
- Linked name listing on the ACC website
- Signage recognition at the Mid-Year Meeting

## BRONZE SPONSORSHIP

\$13,000 (EXHIBIT ONLY)

- Display area in the Xchange for promotional materials
- Three full registrations with access to all educational, social and meal functions
- One pre- and post-meeting promotional mailing to attendees
- Linked name listing on the ACC website
- Signage recognition at the Mid-Year Meeting

## FOR MORE INFORMATION ON HOW TO BECOME A SPONSOR, CONTACT ACC MARKETING:

+1 202.293.4103 x453 or [marketing@acc.com](mailto:marketing@acc.com)

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# 2018 MID-YEAR ACC MEETING APRIL 22 24 DENVER

## Monday, April 23, 2018

Contract Workshop  
11:00 am - 2:00 pm

## **ADVANCED CONTRACT DRAFTING AND NEGOTIATION SKILLS**

### Monday, April 23, 2018

- 100 - Negotiating With Your Stakeholders  
9:00 am - 10:30 am
- 101 - Artificial Intelligence and the Modern Legal  
Department  
11:00 am - 12:00 pm
- 102 - Time Management Strategies for Effective  
Contract Processes and Your Work-Life Balance  
3:00 pm - 4:00 pm
- 103 - Navigating the Inherent Tension between  
Legal and Business Perspectives When Drafting  
and Negotiating Contracts  
4:30 pm - 6:00 pm

### Tuesday, April 24, 2018

- 104 - Coordinating Contract Management with  
Regulatory Compliance  
9:00 am - 10:30 am
- 105 - Fostering Strategic Relationships: Data Privacy  
and Security  
11:00 am - 12:00 pm
- 106 - Advanced Ethical Issues in Negotiating and  
Drafting Contracts  
3:00 pm - 4:00 pm

## **ADVANCED MERGER AND ACQUISITION SKILLS**

### Monday, April 23, 2018

- 200 - Effective Communication in an M&A  
Transaction  
9:00 am - 10:30 am
- 201 - Effectively Managing Resources Throughout the  
M&A Life Cycle  
11:00 am - 12:00 pm
- 202 - Project Management in an M&A Transaction  
3:00 pm - 4:00 pm
- 203 - Perspectives on the M&A Transaction from  
Business Units and the C-Suite  
4:30 pm - 6:00 pm

### Tuesday, April 24, 2018

- 204 - Latest Trends and Regulatory Updates in M&A  
Transactions  
9:00 am - 10:30 am
- 205 - Time Management Strategies for Your M&A  
Transaction and Work-Life Balance  
11:00 am - 12:00 am
- 206 - Advanced Ethical Issues in M&A Transactions  
3:00 am - 4:00 am