

Today's In-House Lawyer

THEO KAPODISTRIAS



About me

A black and white photograph of a person's hands writing in a notebook with a pen. The scene is partially obscured by a blue semi-transparent banner that spans across the middle of the image. The word "CHANGING" is written in white, bold, uppercase letters on this banner. In the background, a white cup and saucer are visible on a table.

CHANGING

FEAR

22%

REDUNDANT



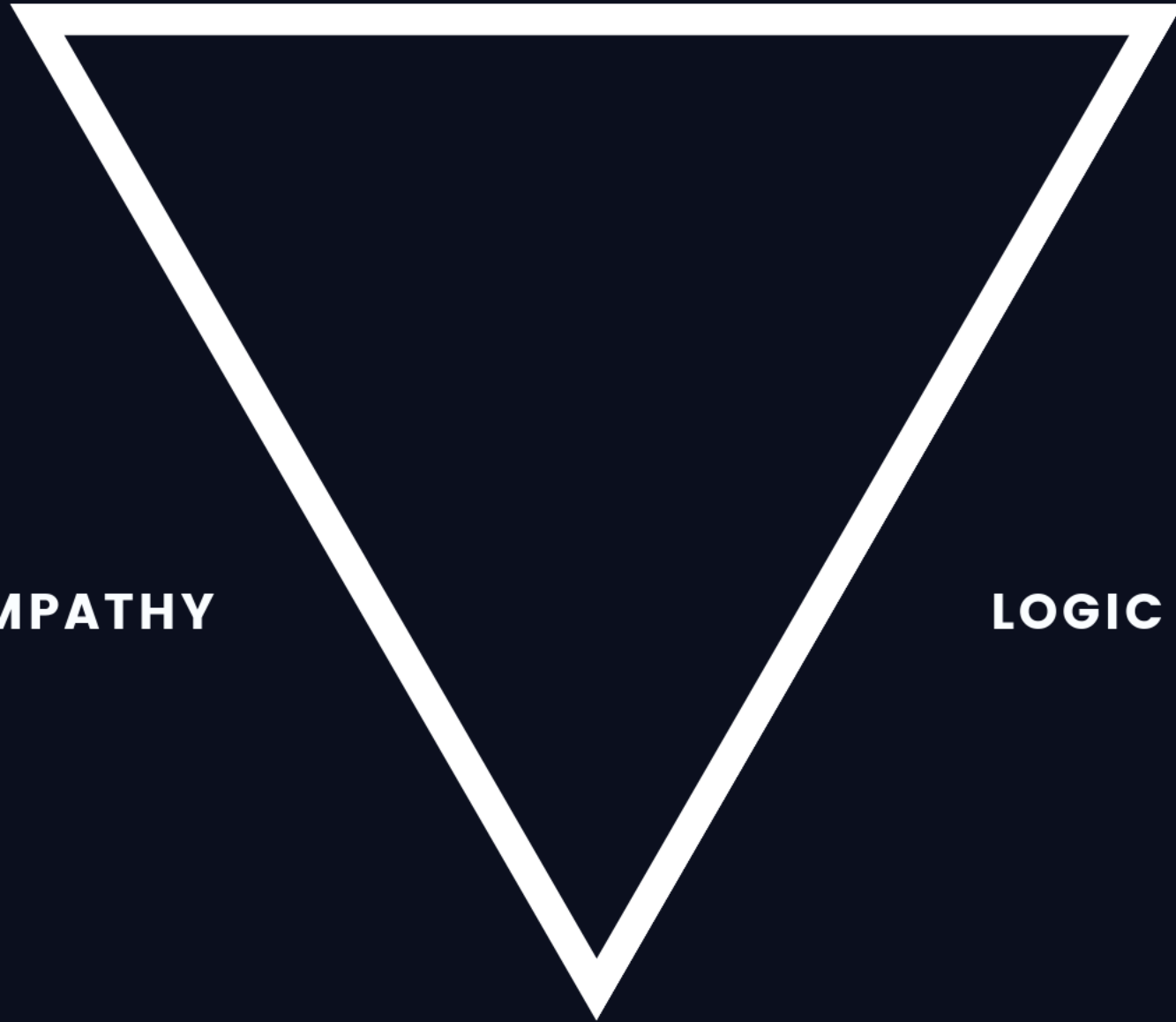
TRUST



AUTHENTIC

EMPATHY

LOGIC



EMPATHY

“Empathy is seeing with the eyes of another, listening with the ears of another and feeling with the heart of another.”
– Alfred Adler





BE PRESENT

LOGIC

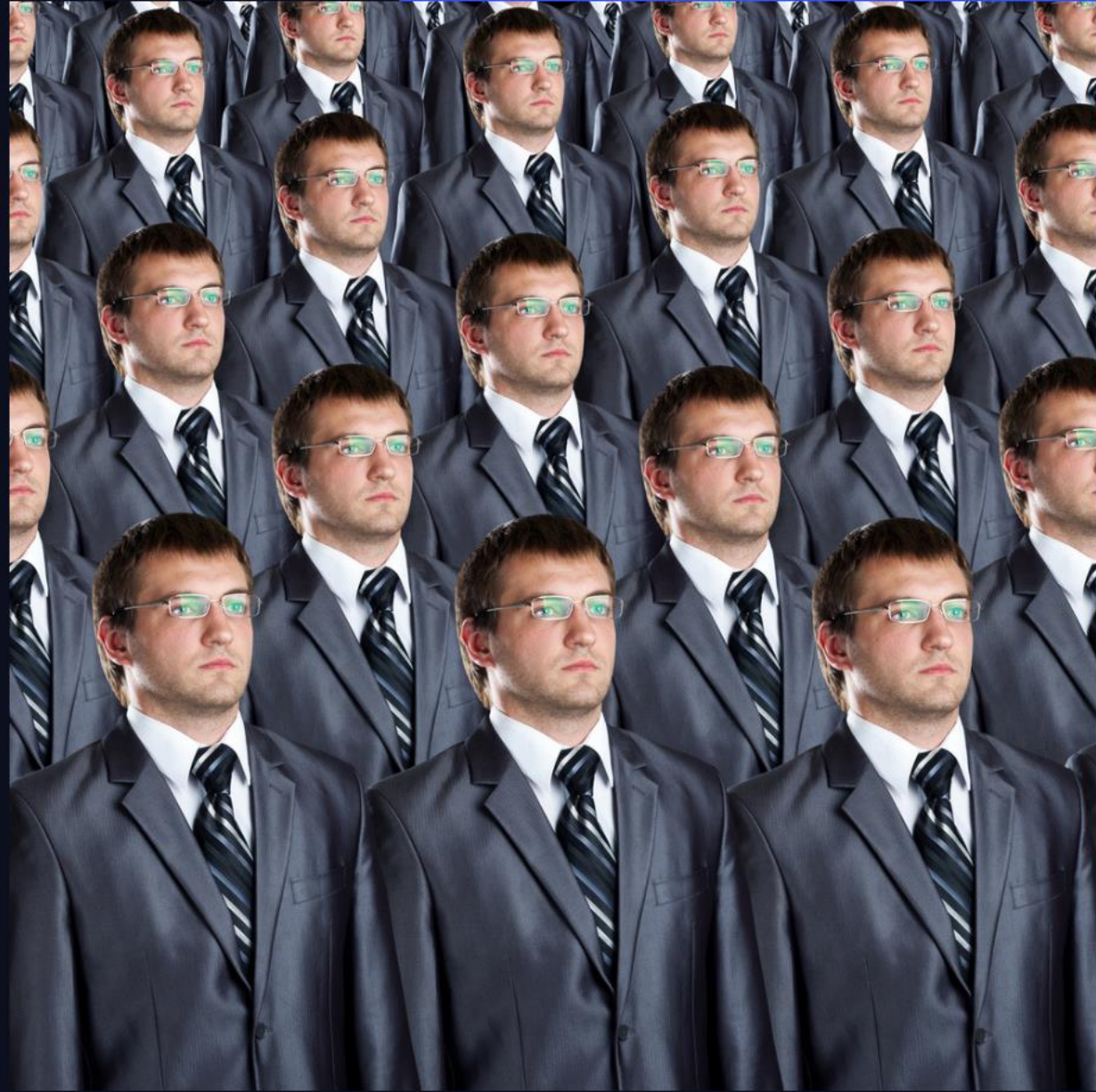
QUALITY

COMMUNICATED



AUTHENTIC

**"JUST BE
YOURSELF"**





S#!T



DIFFERENCE



INFLUENCE

"A person or thing
that influences
another"





day 02

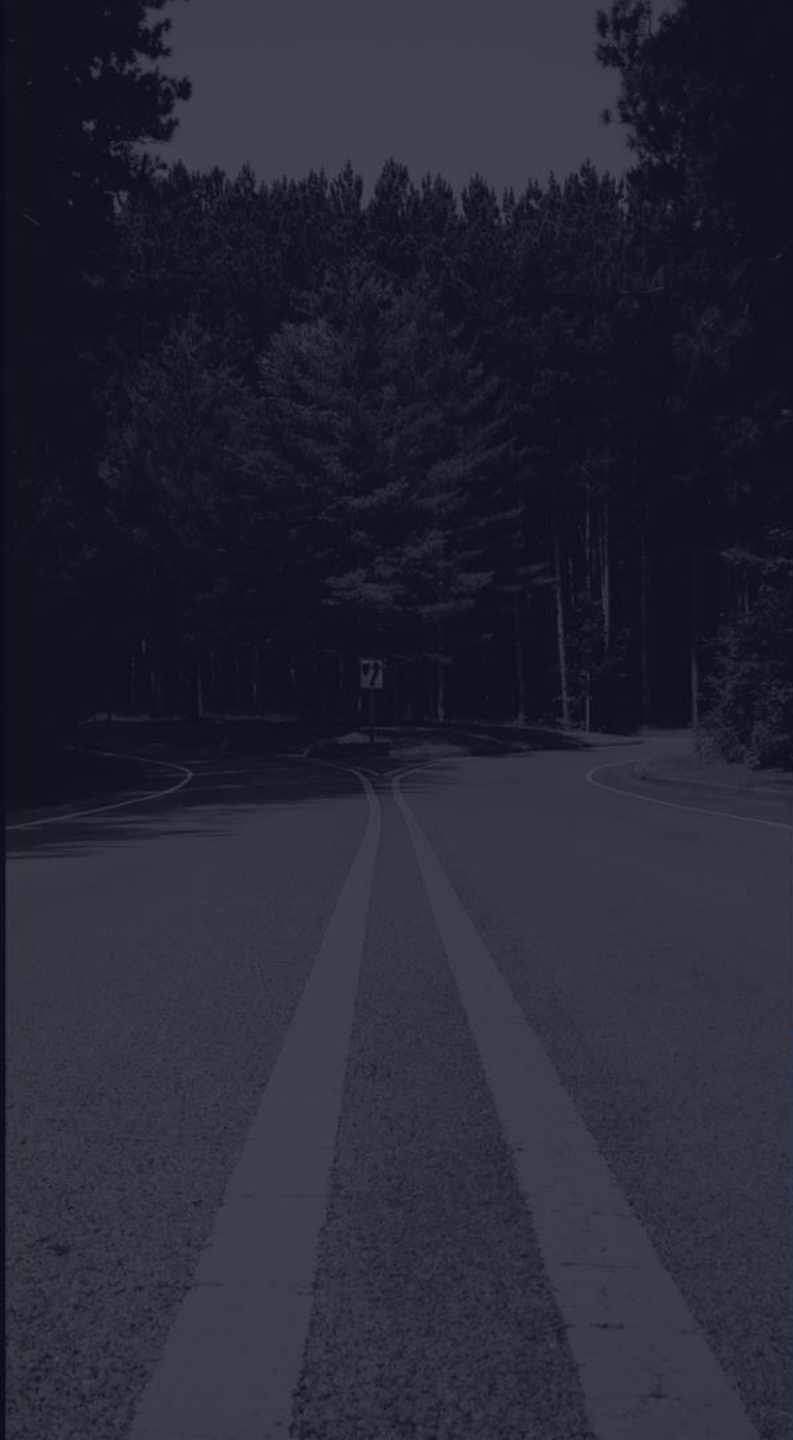
09:30

take in the view

📍 the neck



@tigerairaustralia



FRANK AND FEARLESS ADVISORS

GOOD DECISION MAKING

OUR ROLE



COMMUNICATION

"PER MY LAST EMAIL"

"JUST FOLLOWING UP"

**"DID YOU NEED
ANYTHING ELSE FROM
ME TO PROGRESS
THIS?"**

STRATEGIES



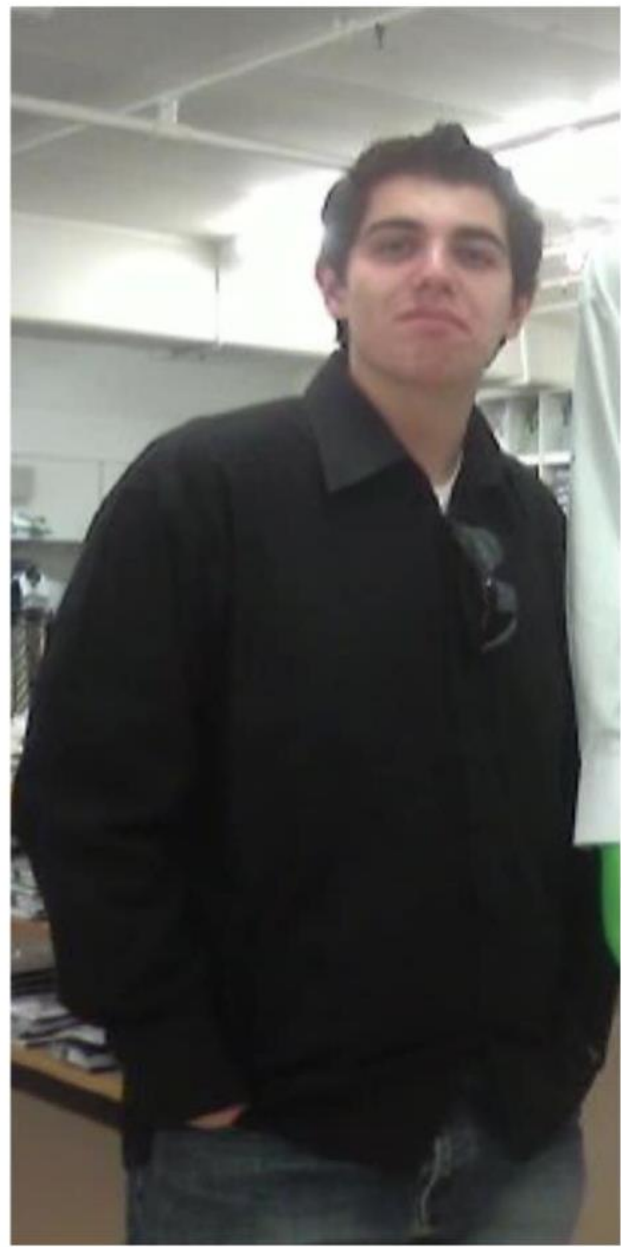
DETERMINATION

NOT ENGAGED EARLY

PERCEPTION

TOO SLOW

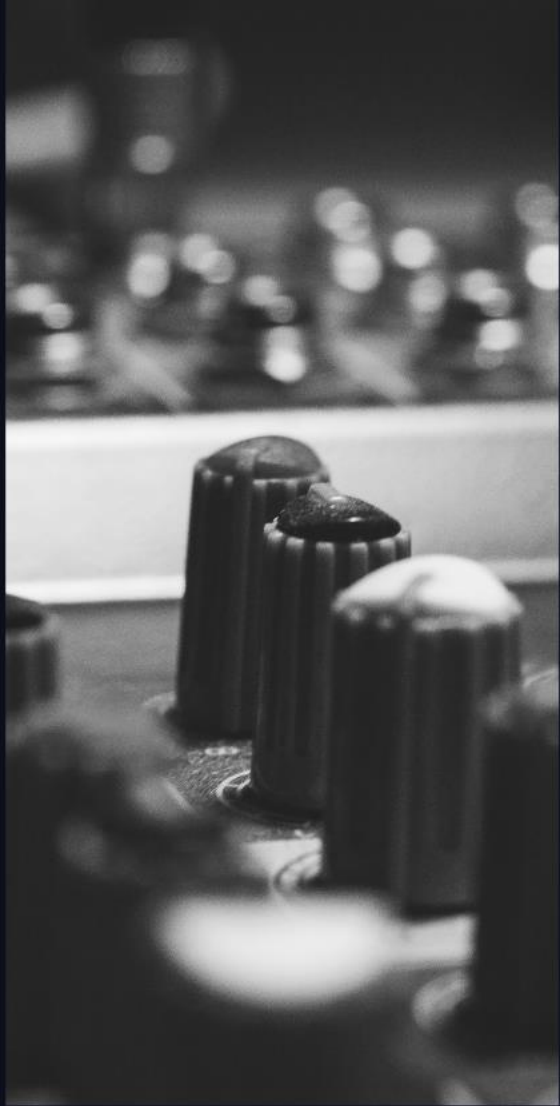
ISSUES



2008



2018



GOALS

CHANGE



IS THIS INNOVATION?

"To undergo
transformation,
transition, or
substitution"



PROBLEM

- HIGH VOLUME
- OWNERSHIP
- VALUE





TRAFFIC LIGHT RISK RATING



OVERARCHING AGREEMENTS

IMPLEMENTATION



SLOW



CONSULTATION



EDUCATION



TRUSTED

INFLUENCER

DETERMINED

CHANGE AGENT

TODAY'S IN-HOUSE LAWYER



[Linkedin.com/in/
theo.kapodistrias](https://www.linkedin.com/in/theo.kapodistrias)

[@TheoKap88](https://twitter.com/TheoKap88)

[@TheoKap88](https://www.instagram.com/TheoKap88)

SOCIAL MEDIA