



Monday, October 20
4:30 pm-6:00 pm

302 How to Cope with Being a Generalist

Julie A. Bell

Deputy General Counsel, Vice President, Law and Compliance
Kratos Defense & Security Solutions, Inc.

Jack O'Neil Jr.

General Counsel and Secretary
Western Construction Group, Inc.

David G. Susler

Associate General Counsel
National Material, LP

Faculty Biographies

Julie A. Bell

Julie Bell joined Kratos Defense & Security Solutions, Inc. (formerly Wireless Facilities, Inc.) as deputy general counsel, vice president law and compliance, after 4 years of private practice in Washington, DC. She covers a broad range of legal work for the company, including commercial transactions, M&A, corporate governance, IPO support, compliance programs and internal investigations, employment and labor law, litigation management, office leasing, intellectual property protection, and more.

Ms. Bell co-authored the cover story of the June 2002 *ACC Docket*, entitled "EU Data Protection: A Compliance Guide for US Companies."

Ms. Bell earned her JD from the New York University School of Law and her BS, summa cum laude, from the University of Denver.

Jack O'Neil Jr.

Jack O'Neil is the general counsel and secretary for Western Construction Group, Inc. The company is headquartered in St. Louis, Missouri and operates a specialty contracting businesses nationwide through subsidiaries with branch offices in 36 cities. Mr. O'Neil currently works from Breckenridge, Colorado.

He started the legal department, after years of private practice and teaching experience. Prior to joining Western, Mr. O'Neil was affiliated with the law firm of Armstrong Teasdale Schlafly & Davis in St. Louis.

Mr. O'Neil is a member the construction law forum of the ABA and has served as president of ACC's St. Louis chapter. He has also served as an instructor and adjunct assistant professor at the Saint Louis University School of Law.

He has a BA from DePauw University and a JD cum laude from Saint Louis University School of Law.

David G. Susler

David G. Susler is associate general counsel for National Material LP, a privately held company, headquartered in a western suburb of Chicago. NMLP has operating companies throughout the US, Canada, and Mexico, as well as a factory in China. The company's primary business is steel processing, aluminum extrusion, and metal stamping, with several other related businesses as well, serving the automotive, aerospace and many other industries. Mr. Susler has practiced in-house with NMLP, handling all types of legal matters in the company, including commercial transactions, litigation, employment and labor law, real estate, ethics and compliance, intellectual property, and training.

Before going in-house, Mr. Susler was in private practice, focusing primarily on tort litigation on behalf of both plaintiffs and defendants.

He has served on the board of directors of ACC's Chicago chapter, including serving as chapter secretary, and is on the chapter's diversity committee.

He received both his BA and JD from the University of Illinois in Champaign – Urbana, Illinois.

ACC Association of Corporate Counsel

Our 7-Step Program:

- Accept Your Role and its Risks
- Know the Basics
- Know the People in the Company and what they do
- Drive Proper Behavior Proactively
- Solve the Problem
- Use Your Tools
- Use Your Networks

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KNOW YOUR BASICS

- A generalist needs to do a lot of pointed issue-spotting.
- Contracts
- Negligence
- Employment discrimination
- Corporate governance
- Litigation basics
- Employee competition and raiding
- Intellectual property
- Etc., etc., etc.

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ACCEPTANCE OF ROLE AND RISKS

- Use your intelligence, knowledge, experience, skills, and judgment to cover a broad swath of legal issues for your company.
- BUT – accept the fact that you cannot know *everything*.


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KNOW WHAT YOUR COMPANY DOES AND WHAT THE PEOPLE IN IT DO


- Spot the issues that affect your company's business.
- Learn what the operations people really do all day.
- Learn the business and legal risks your company faces.

 **DRIVE PROPER BEHAVIOR PROACTIVELY**


- Develop training checklists and forms.
- Get invited to business meetings.
- Provide tools to assist business managers to spot issues and evaluate risks – and then contact you!

 **USE YOUR TOOLS**

- ACC Resources:
 - Virtual Library
 - Listservs
 - Member to Member
 - Local Chapter Events
 - "GC Rules: Over 350 Things I Wish I'd Known During My First Year as General Counsel"
 - ACC Newsstand
- Keep your own forms file

 **SOLVE THE PROBLEM**

- Act quickly.
- Get to the point.
- Solve the problem.
- Recommend solution or strategy.
- Move on.

 **USE YOUR NETWORKS**

- Use your networks – legal and business
 - ACC chapter programs
 - Listservs
 - Member to Member
 - Colleagues can help find the right specialist
 - We are also business people – join relevant business or industry associations