

# From Cost Center to Revenue Generator—a New Approach for In-House Legal Departments

Minority Corporate Counsel Association's 2017 General Counsel Summit

Speaking Engagement

April 21, 2017 from 3:30 pm to 4:45 pm (EDT)  
Chicago

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Partner Randall Lehner is moderating the panel, "From Cost Center to Revenue Generator - a New Approach for In-House Legal Departments," as part of the Minority Corporate Counsel Association's 2017 General Counsel Summit, a two and a half-day conference attended by attorneys from *Fortune*© 1000 companies and top law firms.

The session will cover themes including what it means to generate revenue as part of an in-house legal department; preserving and asserting the company's rights and interests; creating processes to identify and pursue existing claims and recoveries; strengthening collaboration between in-house counsel and their clients as part of the process; and ways to measure and demonstrate quantifiable results.

For more information, or to register, please click [here](#).

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