



THE MCCA BLUEPRINT PROGRAM

The Blueprint for Selling and Buying: Creating Professional Success for Outside and In-house Counsel

Open to conference registrants, pre-registration required and space is limited to 25 outside counsel slots and 10 In-house Counsel Judges.

Through instruction and experiential learning participants will work together to learn skills and behaviors for building successful business relationships. **Outside Counsel** will have the opportunity to work in teams to develop a formal pitch from a mock RFQ for legal services, which will be presented to real in-house counsel. **In-House Counsel** judging the pitches, whether or not they are currently involved in selecting outside counsel, will have an opportunity to develop key questions and a checklist for assessing pitches.

Once you have registered for the conference, please click [here](#) to sign up for this program.