

SPEAKING ENGAGEMENTS

Real Estate Department 2019 Retreat

DATE

February 21, 2019

SPEAKERS



Donald E. Williams
Partner



Dennis A. Johnson
Partner



Jordan R. Carr
Partner



Salvador P. LaViña
Partner



David P. Durm
Partner



Bryan J. Venesy
Partner



Will Russ
Partner

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On Feb. 21, the Columbus office hosted the Real Estate department for its 2019 retreat, bringing together attorneys from across the country. The retreat started off with dinner at a local favorite on Feb. 20, with a business meeting taking place the next day. Topics on the agenda included the department's strategic plan; its recruiting, marketing and practice standardization efforts; how to work with BT ValueWorks to craft attractive alternative fees; opportunity zones; and the elements of a strong business development plan. Presenters were Don Williams, David Durm and Dennis Johnson of the Indianapolis office, Bryan Venesy, Holly Heer and Jordan Carr of the Columbus office, Will Russ of the Dallas office, and Sal LaViña of the Dallas office. In addition, Amber Bollman of the Indianapolis office provided an overview of the firm's client feedback program and other client service initiatives while introducing the department's new business development manager, Harlan Vondersaar of the Indianapolis office, to the team.