

AGENDA



4th Annual Raising the Bar: The Grass is Greener Where You Water It

PRESENTED BY THE TBA WOMEN IN THE PROFESSION COMMITTEE

Baker Donelson
1600 West End Avenue
Nashville, TN 37203

Nov. 19, 2025

Program Producers: Rachel Schaffer Lawson, Dickinson Wright

Total Credits: 4 General, 1 Dual

9:15 - 10 a.m. CT **Registration & Networking Breakfast**

10 - 11 a.m. CT **Tech Tips to Optimize Efficiency and Reduce Stress for Lawyers**

1 Dual

This session offers valuable insights into enhancing digital presence and improving customer engagement for legal professionals. It covers topics such as case management, client portals, document management, financial management, timekeeping, billing, and security. The presentation is designed to help lawyers streamline their workflows, reduce stress, and improve overall efficiency.

Adriana Linares, Law Tech Partners

11 - 11:15 a.m. CT **Break**

11:15 a.m. - 12:15 p.m. CT **The Unconventional JD: Exploring Alternative Legal Career Paths**

1 General

For many lawyers, the journey after law school leads away from the traditional law firm path and toward innovative opportunities. This program will feature a diverse panel of legal professionals who have built successful careers in traditional and non-traditional roles. We'll delve into thriving fields for legal professionals, in which panelists will discuss their experiences in or on boards, non-profits, advocacy and policy positions, starting businesses, holding in house counsel positions, government representation, and discuss how to navigate a legal market that increasingly values flexible and diverse skill sets.

Meera Ballal, Women's Healthcare Initiative
Julie Bennett, Ballard Health
Sara Beth Myers, Southern Poverty Law Center

12:15 - 1 p.m. CT

Lunch

1 - 2 p.m. CT

Own Your Future: Strategies for Growing Your Client Base

1 General

Developing and sustaining your own book of business is a critical skill for any lawyer seeking greater professional independence, flexibility, and long-term success. This session will feature a panel of experienced attorneys who have built thriving practices across a variety of practice areas. They will share practical, real-world strategies for identifying and attracting clients, nurturing professional relationships, and positioning yourself as a trusted resource in your field.

Panelists will also discuss how to align business development with your personal values and career goals, offering insight on how to create a practice that not only supports your financial objectives but also brings you professional satisfaction. Whether you're just starting out or looking to grow an existing client base, this program will provide actionable tips to help you take control of your schedule, your clients, and your future.

Heidi Barcus, Lewis Thomason & TBA President
Dixie Cooper, Cumberland Litigation
Johnika Everhart, Geeter Law Office

2 - 2:15 p.m. CT

Break

2:15 - 3:15 p.m. CT

Watering Your Neighbors' Yards While Watering Your Own--Using Your Legal Skills To Do Good in the Community (And for Yourself)

1 General

Have you ever felt 'stuck' in your career, as if you've gone as far as you can? Do you have a passion for something other than the law? Would you like to broaden your network? Consider applying your legal skills and talents to make your community a better place to live. There is a reason attorneys are sought after to serve on boards--we have skills, insights and connections that others just don't possess. However, community involvement isn't entirely altruistic. This session will challenge you to look at what you can do with your legal skills in service to the profession and to our communities, and will share how it benefits you in the process.

Jackie Dixon, Lewis Thomason
Sherie Edwards, Nashville Bar Association President-Elect
Laquita Stokes, Stokes Family Law

3:15 - 3:30 p.m. CT

Break

3:30 - 4:30 p.m. CT

Expanding Your Practice or Portfolio

1 General

Rebecca Blair will provide an overview of the process for becoming a Rule 31-listed mediator and offer practical guidance on establishing and maintaining a mediation practice. Her presentation will also address the potential benefits and challenges associated with incorporating mediation into a broader legal career.

Psonya Hackett will discuss the professional pathway to becoming a certified divorce coach, including certification requirements and strategies for building a sustainable coaching practice. In addition, she will outline how supplemental tools—such as an Amazon storefront and the use of TikTok Live—can serve as innovative methods for client engagement and practice development.

Rebecca Blair, Blair Law Firm
Psonya Hackett, The Estate and Family Law Group

4:30 - 6 p.m. CT

**Networking Reception - The Lounge at Blue Aster, located inside the Conrad Hotel
1620 West End Ave
Nashville, TN 37203**