

Jan Anne Dubin, MBA
Principal
Jan Anne Dubin Consulting
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Guiding Clients to Achieve Breakthrough Results

With more than 28 years of experience advising senior management of law firms, consulting firms, and other businesses, Jan Anne Dubin is a pioneer in the field of professional services firm marketing and communications with particular expertise in the areas of revenue generation through effective business development and client service strategies.

A tireless relationship builder, Jan has achieved “trusted advisor” status by coaching hundreds of C-Level executives, in-house counsel and law firm partners/associates to achieve their business and career objectives. She guides such professionals to drive revenue through effective business development and client service strategies, including the creation of a targeted sales pipeline. She also works with individuals to build and strengthen their “personal brand” which highlights their reputation based on the depth and breadth of their experience. Frequently, she assists executives-in-transition to create effective search strategies, compensation goals and negotiation tactics, including the development of resumes and cover letters, LinkedIn and other social media profiles, blogs, first-100-day plans, achievement portfolios and other unique supporting materials.

Prior to starting her own consulting firm, Jan was a Director and member of the business development team at LECG, a global expert witness services and consulting firm to law firms and corporate legal departments. She served as the North American Business Development Director for Baker & McKenzie LLP where she was responsible for driving the Region’s business development strategies. She was the Director of Client Relations for DLA Piper US LLP and its legacy firms. During her 17-year tenure with the firm, she led hundreds of cross-functional teams in pursuit of new business that generated fees in excess of \$100 million.

A member of the 2013 board of advisors for the Marketing Partner Forum, she will also deliver and moderate the general counsel panel titled “The Client Hot Seat” at the Legal Sales and Service Organization’s 2012 RainDance conference. She recently participated as a panelist addressing “Power, Prestige and Your Personal Brand” for the Women’s Committee program sponsored by the Illinois State Bar Association. She served as conference chair, panelist and moderator for numerous programs on women and the law, diversity, business development and marketing, sponsored by *WomenLegal* and The Ark Group. She is a former member of the editorial board of London-based *WomenLegal* magazine and has written thought leadership articles targeting in-house counsel, lawyers and marketers with professional services firms. She was appointed by Karen Mathis, president of the American Bar Association, to serve on the Corporate Roundtable advising the ABA’s Commission on Youth at Risk. She also served on the Editorial Board for *Perspectives Magazine*, the publication for the ABA’s Commission on Women and the Profession.

She has also participated in numerous other conferences for women professionals, including: a program entitled “Bring on the Rain” at the 2009 Ms. JD conference sponsored by the American Bar Association and Northwestern University’s School of Law; and a panel entitled “Leveraging Your Network” at the 2009 Chicago Women in Business conference sponsored by The University of Chicago’s Booth School of Business.

Ms. Dubin has been selected by Today’s Chicago Women as one of 100 women making a difference. She is the recipient of the Anti-Defamation League’s Distinguished Community Leadership Award.

Having chaired its annual dinner three times, Jan is a member of the Anti-Defamation League's Women of Achievement dinner committee. She was a member of the steering committee of Springboard Midwest, a woman's venture capital initiative. She is a member of The University of Chicago Women's Business Group and a founding member of the Professional Women's Club of Chicago. She served on the national board of the Legal Marketing Association where, she chaired the education committee and regional educational conferences. She also chaired the Chicago Chapter of the Professional Marketer's Forum NA.

In 1994, Jan was recruited by First Lady Michelle Obama to serve on the board of directors of Public Allies Chicago. For more than 18 years, she served on PA's board, including three years as its chair. In 2011, she was recruited to join two global committees of the Jane Goodall Institute and the board of directors of the Guild for the Blind. Since 2005, she has volunteered with Yéle Haiti, the non-governmental organization founded by Grammy award-winning hip-hop artist and activist Wyclef Jean. She also served on the advisory council of the Double E/Urban Youth High School, the City of Chicago's first public high school to link business with education. She is an Honor Circle member of the Girl Scouts of Chicago.

Ms. Dubin earned an MBA degree from The University of Chicago's Booth School of Business in 1994 and a BS degree in journalism from the University of Kansas in 1981.