



THE  
VANGUARD  
NETWORK

# Partner Opportunities General Counsel & Senior Counsel

# Why become a Vanguard Partner?

## Executive Summary

Vanguard creates unique, intimate leadership conversations with top executives.

**You participate as peers and experts in your domains.**



The leadership sessions open opportunities for you to demonstrate **strategic leadership, build trust-based relationships, and create strong networks.**



This builds and reinforces top tier relationships for the long term. Vanguard sets you apart as a trusted partner, **and opens doors to business growth opportunities.**

**From Vendor to Peer**

# What We Do

We are a by-invitation membership organization of CEOs, C-suite leaders, and Board Members across sectors.

We uniquely catalyze conversations and peer collaboration among these top executives around real-world leadership.

Members learn from each other and look around corners to anticipate and respond to critical challenges.

# Who We Are

A team with a decade of experience convening and curating membership networks and programs for current and future top leaders. We have special expertise in creating trust-based interactions and action-oriented outcomes.



# How We Do It

## Getting the Right People in the Room

The Vanguard experience is uniquely attuned to our members and participants—from Board members, to CEOs and C-suite leaders, to future top leaders.

The common denominator of the Vanguard Networks is developing real-world leadership and long-term networks.

Instead of lectures and presentations by outside speakers, we know that the most important conversations on leadership are catalyzed by the Vanguard Network participants.

Whether in face-to-face Forums or online exchanges, our members engage with each other on leadership challenges that matter most to them. In these intimate settings, participants gain leadership insights from each other, and tackle approaches to their most urgent issues, often via small group simulations and real-world scenarios.

From these experiences, vital personal networks among members are formed. These trust-based communities of peers are at the heart of how Vanguard creates value.

**No podium. No PowerPoint. No presentations.**



**Tom Sabatino**

*Chair, Vanguard GC Network  
Past General Counsel, Rite Aid*

“

One quality sets apart successful companies and successful executives: high-performance leadership. Developing great leaders, and supporting their work, is where the Vanguard team really excels.”



**Noni Ellison**

*EVP and General Counsel  
Tractor Supply Company*

“

I value Vanguard because I learn something at every session that makes me a better leader - and I also grow my network.”








**David Pyott**

*Chairman, London Business School  
Board member, Philips*

“

Vanguard creates intimate top leadership conversations, about things that really matter.”

# The Vanguard Network

Board Members	Life Sciences	General Counsel	Senior Counsel	Sustainability Leaders	New Leaders
Cross-sector Members	CEOs	Cross-sector Members	Cross-sector Members	C-suite Members (non-profit & commercial)	High potential early- and mid-career high potentials
					

# Networks, Events & Programs

## WHAT

- **Networks** bring together leaders in specific sectors and/or functions for a wide array of meetings and experiences
- **Forums**: Flagship face-to-face, peer-driven events on timely leadership topics. Forums convene members of specific Vanguard Networks (e.g., General Counsel, Life Sciences CEOs)
- **Exchanges**: Monthly virtual conversations on hot topics for participating members
- **Development Programs**: Leadership development programs
- **Vanguard Network Events & Content**: An array of Vanguard leadership resources including webinars, video content, podcasts, and more



## WHO

GENERAL COUNSEL

SENIOR COUNSEL (GC direct reports)

LIFE SCIENCES CEOs

CHIEF SUSTAINABILITY OFFICERS

NEW LEADERS

GENERAL COUNSEL

LIFE SCIENCES CEOs

GENERAL COUNSEL

SENIOR COUNSEL (GC direct reports)

LIFE SCIENCES CEOs

CHIEF SUSTAINABILITY OFFICERS

SENIOR COUNSEL (GC direct reports)

NEW LEADERS

*All the above, PLUS*

BOARD MEMBERS

INVITED GUESTS



# The Vanguard Network Partnering Opportunities



# Partnering Opportunities **Vanguard Forums**



GENERAL COUNSEL NETWORK



LIFE SCIENCES CEO NETWORK

# Forum Highlights



**Signature ½ day, face-to-face** Vanguard programs for members and select guests in the respective network (e.g., GCs, Life Sciences CEOs). Five-six sessions per Forum. Two Forums annually: Spring and Fall.

**Uniquely interactive**, confidential, peer-to-peer conversations on top leadership topics that matter most to the participants.

**Small group** work on simulations and real-world leadership dilemmas. Participants capped at 30.

**Includes** lunch, networking reception, and intimate dinner.

**No podium. No PowerPoint. No presentations.**





GENERAL COUNSEL NETWORK



LIFE SCIENCES CEO NETWORK

# Forum Partnerships

Executive Partner:  
\$35k per Forum

- Host the Forum at your offices (with support from TVN)
- Host the networking reception
- Participate as a peer in the entire Forum and networking reception
- Lead one Vanguard-moderated session during Forum, featured in two additional sessions
- Your session included in the forum playbook (meeting notes), includes your branding; you may send directly to your lists
- Featured in the forum highlights video sent to the entire membership; you may send directly to your lists
- Vanguard holds (for a limited registration period) five complimentary seats at the Forum for your invited clients/guests, plus complimentary annual Vanguard Network memberships (\$5,000 value each) and a 50% event Forum attendance fee discount for your other guests (\$2,500 value each)
- Opportunity to host the dinner for participants following the event
- Opportunity to host one or more additional early evening networking receptions for Vanguard members and guests in targeted metro areas

*Uniquely deep, interactive face-to-face engagement and  
networking with clients and prospects.*

THE  
VANGUARD  
NETWORK



GENERAL COUNSEL NETWORK



LIFE SCIENCES CEO NETWORK

# Forum Partnerships

## Sustaining Partner:

**\$30k per Forum**

- Participate as a peer in the entire Forum, reception
- Lead one Vanguard-moderated session during Forum
- Your session included in the Forum playbook; you may issue this to your target list
- Featured in the post-Forum highlights video sent to all participants and invitees
- Vanguard holds (for a limited registration period) three complimentary seats at the Forum for your invited clients/guests, plus complimentary annual Vanguard Network memberships (\$5,000 value each) and a 50% event Forum attendance fee discount for your other guests (\$2,500 value each)
- Opportunity to host one or more informal early evening networking receptions for Vanguard members and guests in targeted metro areas

## Supporting Partner:

**\$20k per Forum**

- Participate as a peer in the entire Forum reception
- Lead pre-launch workshop session
- Your session included in the Forum playbook; you may send to your invitees
- Vanguard holds (for a limited registration period) two complimentary seats at the Forum for your invited clients/guests, plus complimentary annual Vanguard Network memberships (\$5,000 value each) and a 50% event Forum attendance fee discount for your other guests (\$2,500 value each)
- Opportunity to host one or more informal early evening networking receptions for Vanguard members and guests in targeted metro areas

***Uniquely deep, interactive face-to-face engagement and networking with clients and prospects.***

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Partnering Opportunities  
**Vanguard Exchanges**



# Exchange Highlights

**Vanguard Exchanges** are monthly (quarterly for Life Sciences CEOs) virtual conversations for our members on hot leadership topics that matter most to the participants in the respective network.

**Each candid**, confidential and intimate exchange runs ~60-90 minutes.

**The exchanges** are convened, managed, and moderated by Vanguard.

**Participation** in each exchange is limited to 20 members.



# Exchange Partnerships

**Supporting Partner: \$25k-\$30k annually**

- Participate as a session leader on agreed topics for two selected exchange sessions during the year
- Nominate qualified participants, subject to concurrence by the Advisory Board
- Playbooks of session highlights for each session issued to all participants, with your branding
- Lead an additional virtual workshop on a leadership challenge prioritized by the members
- Provide up to six customized, branded briefing documents to set the framework for selected sessions. Provide ad hoc additional content in between sessions as appropriate.
- Optional: Opportunity to host a face to face Vanguard members networking event in one or several key markets

***Engage as a peer with top leaders on their urgent challenges.***



# Partnering Opportunities Development Programs

# Next Generation GC Program Highlights

- Uniquely impactful development program for Senior Counsel with GC potential within the next several years
- Designed and led by sitting GC faculty
- Six months of modules combining face-to-face sessions with virtual programming
- Intimate, confidential, real-world. No podium, no PowerPoint, no presentations. Instead, interactive conversations, simulations and workshops with GCs and other senior session leaders.
- Each participant has a set of coaching sessions with a GC faculty member
- Focus is on the non-law qualities required to earn and succeed in the GC role, from self awareness, to working with the CEO and the Board, to leading a department and deploying new technologies
  - And vital practical career capabilities, such as writing an impactful CV, executing a successful interview, engaging with search firms
- Each six-month program is limited to 20 participants

# Next Generation GC Program Partnerships

Executive Partner:  
\$35K per forum

- Nominate qualified participants, subject to concurrence by the Advisory Board
- Host two half-day, face-to-face sessions that open and close the curriculum, including on-the-ground event management (with support from TVN)
- Prominent opportunity to engage with GCs to enroll high-potential deputy GCs in the program, and/or propose involvement to appropriate deputy GCs
- Participate in selected elements of the face to face sessions over two half days; lead one discussion during one of the half day sessions
- Participate as a guest discussion leader in one of the virtual sessions
- Your sessions included in the playbooks issued to the participants
- Featured in the program highlights video
- Host two receptions following the half-day meetings, host one intimate dinner following one of those meetings
- Option to hold one or more additional informal early evening networking receptions for participants and GCs in selected metro areas

# Next Generation GC Program Partnerships

Sustaining Partner:  
**\$20k for the 6-month program**

- Participate as a session leader on agreed topics for one selected session during the six-month program
- Lead an additional virtual workshop on a leadership challenge prioritized by the participants
- Nominate qualified participants, subject to concurrence by the Advisory Board
- Playbooks of session highlights for each session issued to all participants, to include your branding
- Provide up to three customized, branded briefing documents to set the framework for selected sessions. Provide ad hoc additional content in between sessions as appropriate
- Host one of two networking dinners (first or final session)
- Optional: Host a face to face participant's networking event in one or several key markets

***Unique opportunity to build deep relationships with  
sponsoring GCs and the GCs of the future.***



# New Leaders Program

## Highlights

- Customized twelve-month program for early- and mid-career high-potential leaders. Sector agnostic.
- Monthly after-work modules plus networking event, and interactive virtual elements
- Uniquely impactful curriculum features peer-to-peer interactions, engagement with senior executives, and networking events. No podium, no PowerPoint, no presentations.
- Tailored mix of face-to-face and virtual sessions
- Menu of session topics, from self-awareness, to leading by influence, to collaboration and accountability, to developing and executing on a strategy, to meeting management and more
- Participation capped at 25 per cohort

***Special opportunities to create long-term, peer-to-peer relationships with the future top leaders in the program and their sponsoring firms.***



# New Leaders Program

## Partnerships

Executive Partner:

**\$20k across the 12-month program**

- Co-lead one session
- Provide branded insight content (text, podcast or video) for three sessions
- Engage in three session planning and development sessions with executive sponsors and Vanguard (in connection with the above insight content)
- One executive may attend each of the post-session networking events
- With the concurrence of the Advisory Board, enroll up to two participants in the program
- Host one additional special networking session for participants and their executive sponsors

***Forge special, long-term, peer-to-peer relationships with the future top leaders in the program and their sponsoring firms.***

# Vanguard Network Senior Advisors

The Vanguard Network Senior advisors provide advice and counsel on all aspects of programming, membership, and partnerships.

They also contribute to Vanguard events and programming agendas and curriculums, and actively participate as session leaders and faculty.

# Vanguard Network

## Selected General Counsel Network Advisors



**Noni Ellison**  
SVP, GC and Corporate  
Secretary, Tractor Supply



**Tom Sabatino**  
Chair, Vanguard GC Network  
Former GC, Rite Aid



**Caroline Tsai**  
Chief Legal & Corporate  
Affairs Officer, FIS



**Bob Bailey**  
EVP and Chief Legal Officer,  
Bausch + Lomb



**Christine Castellano**  
General Counsel,  
Andersons, Inc.



**Richard Alleyne**  
Chief Legal Officer,  
Munich RE



**Mary Ann Hynes**  
Senior Counsel,  
Dentons



**Brandon Smith**  
SVP and General Counsel,  
CHS Inc.



**Patricia Astorga**  
Chief Legal Officer,  
Mintz Group



**Mark Goodman**  
Partner,  
Debevoise & Plimpton



**Monica Curtis**  
EVP and Chief Legal Officer,  
MetLife



**David Robinson**  
Former EVP and GC,  
The Hartford

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From **Vendor** to **Peer**

# For More Information

**The Vanguard Network**

<https://www.thevanguardnetwork.com>

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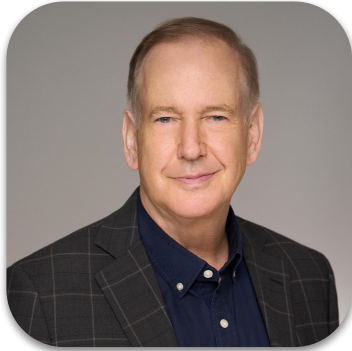
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# The Vanguard Network



**Ken Banta**  
Founder & CEO  
The Vanguard Network

Ken Banta is Founder and CEO of The Vanguard Network. He has spent decades as a top management executive and advisor, working with CEOs and senior executives on leadership, organizational transformation and corporate positioning.

Ken has helped to lead eleven successful global transformations and turnarounds, and has advised on many more.

Ken writes regularly for HBR. He is a contributing author to “HBR’s 10 Must Reads for CEOs” and “HBR’s 10 Must Reads on Career Resilience”.



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