

THE LAW FIRM OF THE FUTURE

What In-House Counsel Have to Say about Generative AI

March 18, 2026

by

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John Remsen, Jr.

President, TheRemsenGroup

MPF WEBINAR

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TheRemsenGroup
Smart Strategies for the Forward Thinking Law Firm

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The MPF Webinar Series



The MPF Webinar Series: Building the Law Firm of the Future
What In-House Counsel Have to Say about Generative AI
An MPF Webinar with Nicole Bearce and Daina Borteck
March 18, 2026 – 2:00-3:00pm ET



Welcome



Uri Gutfreund
Senior Vice President and Managing Principal, Ames & Gough



John Remsen, Jr.
President and CEO, Managing Partner Forum
President, TheRemsenGroup



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Today's Guests



Nicole Bearce, Esq.

Vice President and Deputy General Counsel - Conduent



Daina Borteck, Esq.

Deputy General Counsel – Kyowa Kirin, Inc. US



UPCOMING PROGRAMS IN 2026

- **MPF Webinar Series** – Third Wednesdays @ 2pm ET
- **MPF Webinar: Generative AI 101** – April 16th @ 2:00pm ET
- **The MPF 2026 Leadership Conference** – May 6-7, 2026, in Atlanta, Georgia
- **The MPF Fall Symposium** – October 6-7, 2026, in Chicago, Illinois
- **The MPF Weekly** – Friday mornings
- **MPF Listserv** and Monthly **MPF Zoom Calls**
- **MPF Website** – www.ManagingPartnerForum.org



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 **Managing Partner Forum®**

MAY 6-7, 2026
ATLANTA, GA

THE MPF 2026 LEADERSHIP CONFERENCE

Leadership Beyond the Status Quo

Future-Proofing Your Firm with AI and Strategy



 **Managing Partner Forum®**
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TODAY'S WEBINAR

In-House Counsel Have to Say about Generative AI


- 70 Managing Partners and Law Firm Leaders
- Registrant Survey Results and Audience Polling Questions
- On-Demand Recording, Handout Materials
- Your Feedback on Today's Session

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AUDIENCE POLLING QUESTION

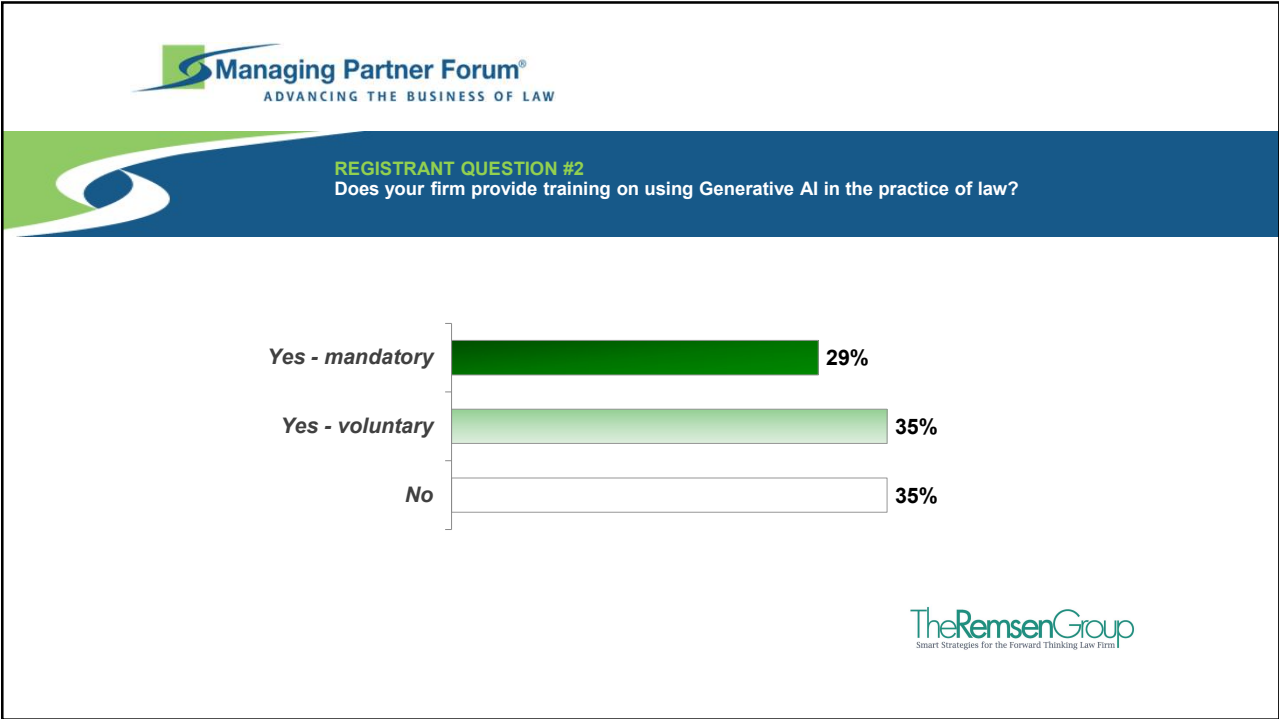
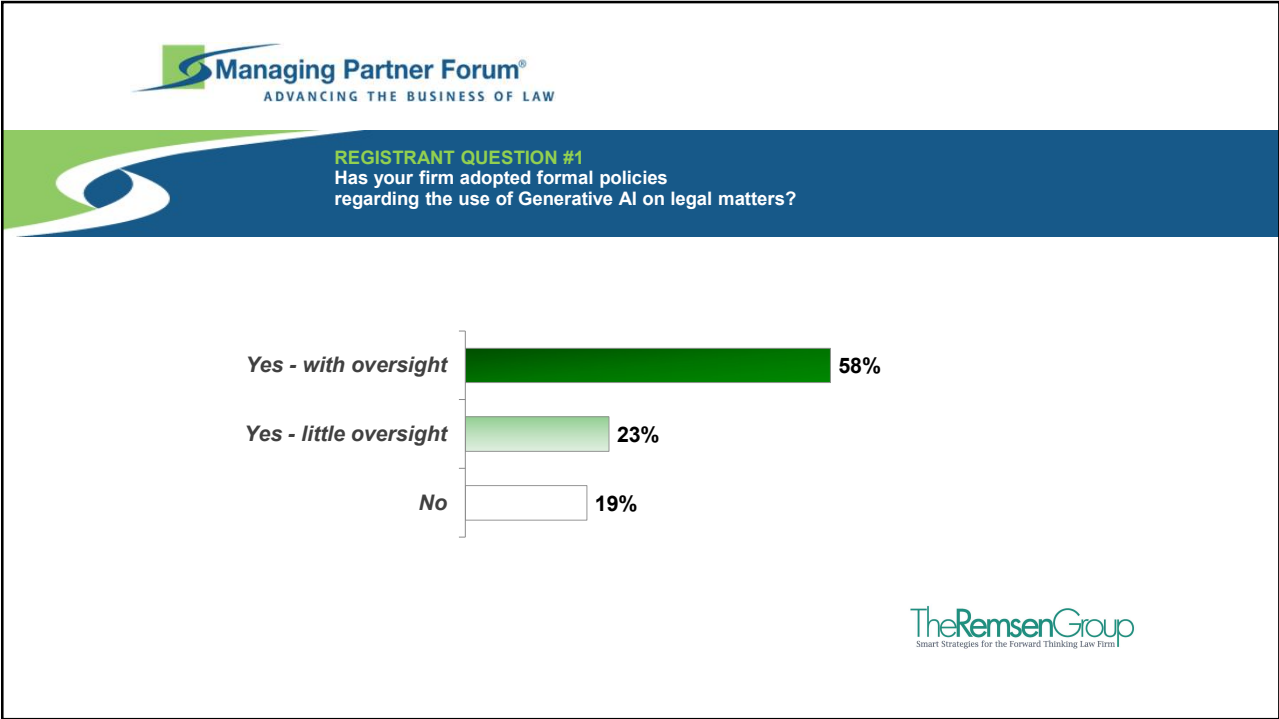
How many lawyers are with your law firm?

Percentage	Lawyer Count Range
4.55%	Less than 10 lawyers
27.27%	10-25 lawyers
36.36%	26-50 lawyers
27.27%	51-100 lawyers
4.55%	More than 100 lawyers

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REGISTRANT QUESTION #3
Are your firm's clients starting to ask about using AI tools on their matters?

Frequency	Percentage
Frequently	16%
Occasionally	51%
Rarely	18%
No	15%

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Selecting Outside Counsel



Using Generative AI on Matters

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AUDIENCE POLLING QUESTION

Does your firm include language in its engagement letters about the use of Generative AI tools on client matters?


35%	Yes – across the board
15%	Yes – hit/miss, depends on attorney/matter
50%	No

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AUDIENCE POLLING QUESTION

Is your firm experimenting with new pricing models (i.e. flat fee, fixed fee, subscription) for its services?

50%	Yes
50%	No

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 **AMES & GOUGH**

The New York Spring Law Firm Leaders Conference
“Thriving With Tech, AI & Superstars”
March 11, 2026

	
Uri Gutfreund, RPLU SVP and Managing Principal Ames & Gough	John Remsen, Jr. President and CEO TheRemsenGroup

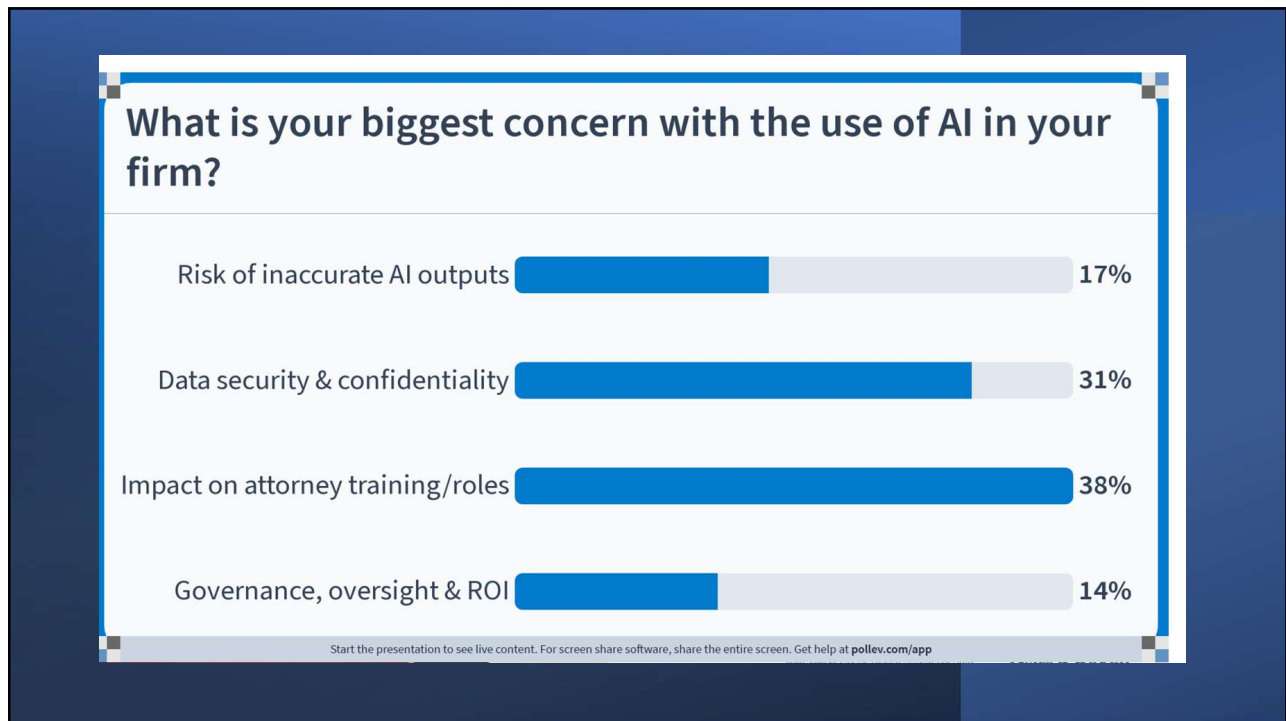
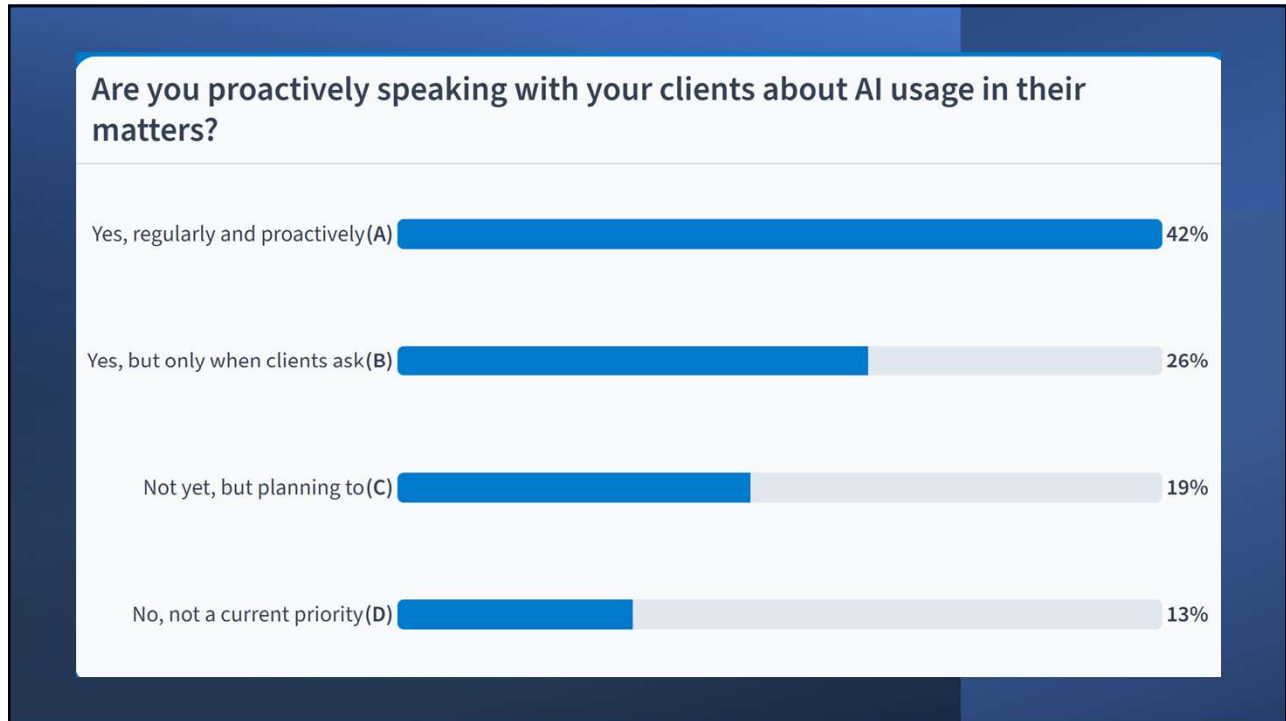
Managing Partners Leaning Forward & Adapting

- 1) Debrief & Takeaways
- 2) Policy & Training
- 3) AI Vendors
- 4) Pricing/Billing Models
- 5) Long Term Staffing Plans

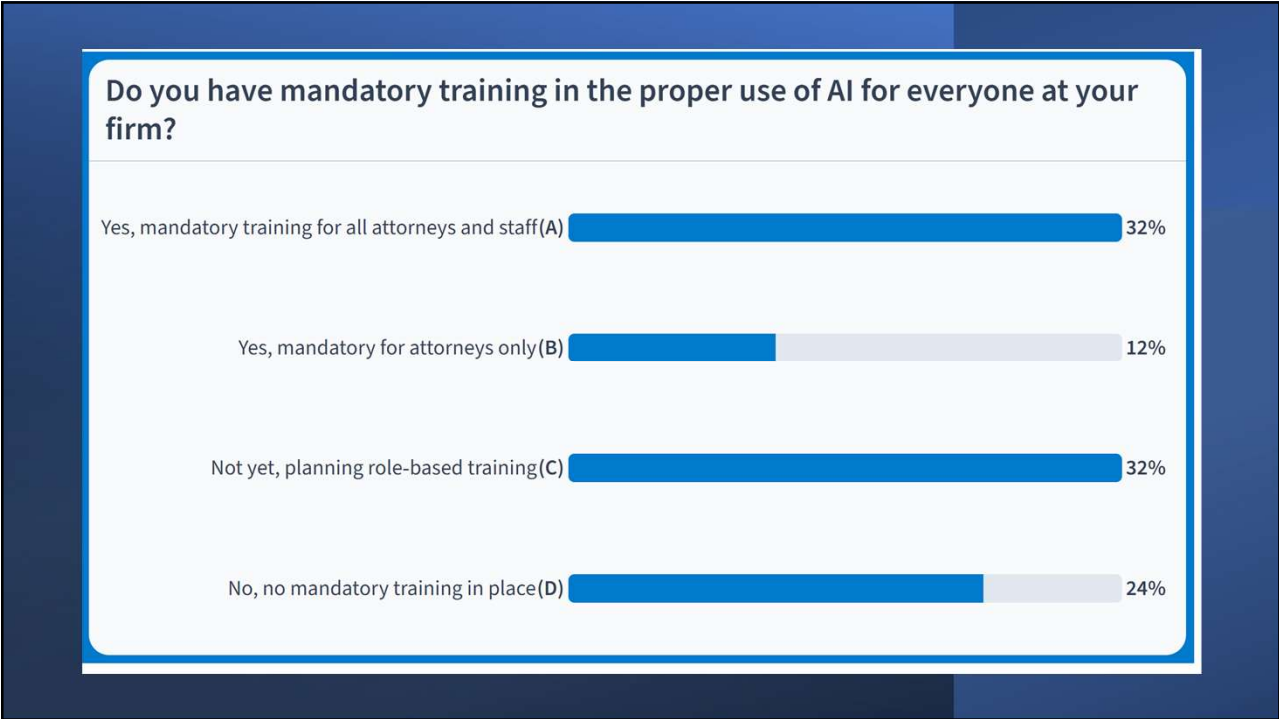
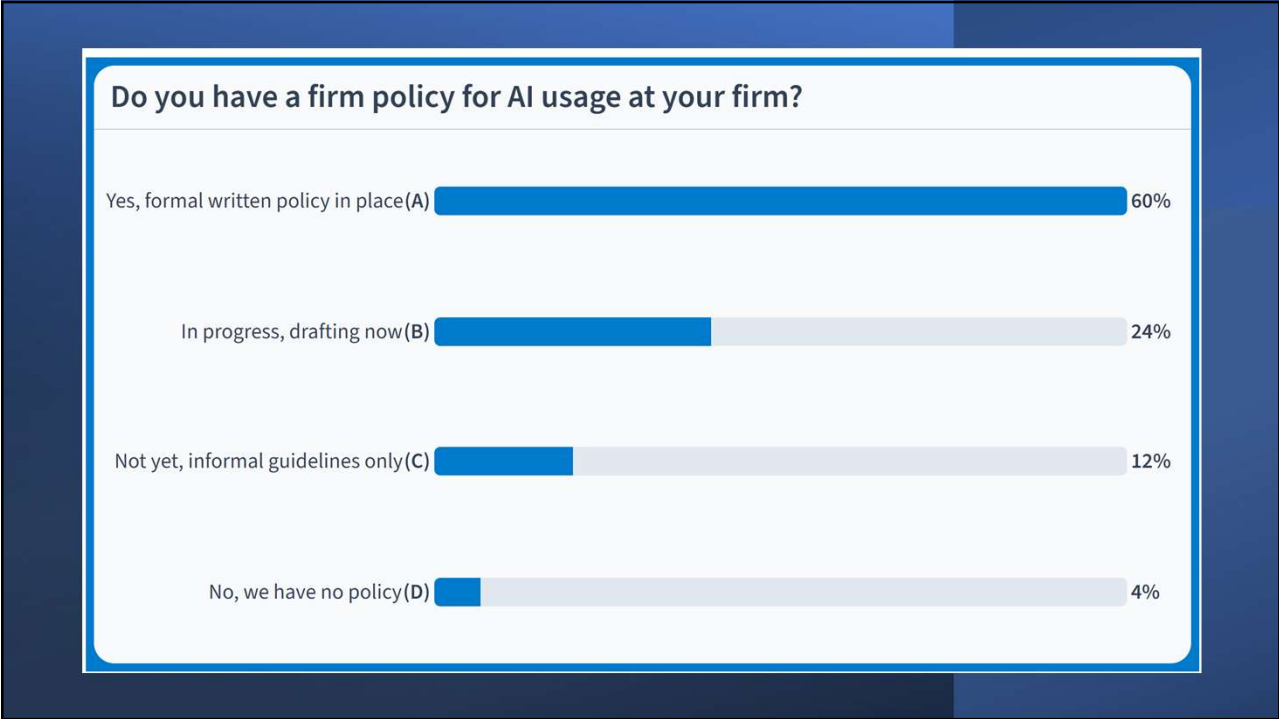
What ONE WORD best describes your reaction to the in-house counsel panel?

A word cloud visualization of responses to the question 'What ONE WORD best describes your reaction to the in-house counsel panel?'. The words are arranged in a cluster, with 'informative' and 'disagree' being the most prominent. Other visible words include 'interesting', 'relatable', 'helpful', 'informing', 'promising', 'challenging', 'amazing', 'pleased', 'old', 'wow', 'agree', 'fashioned', 'surprised', 'engaging', 'accountability', 'unexpected', 'maybe', 'skeptical', and 'sexy'.

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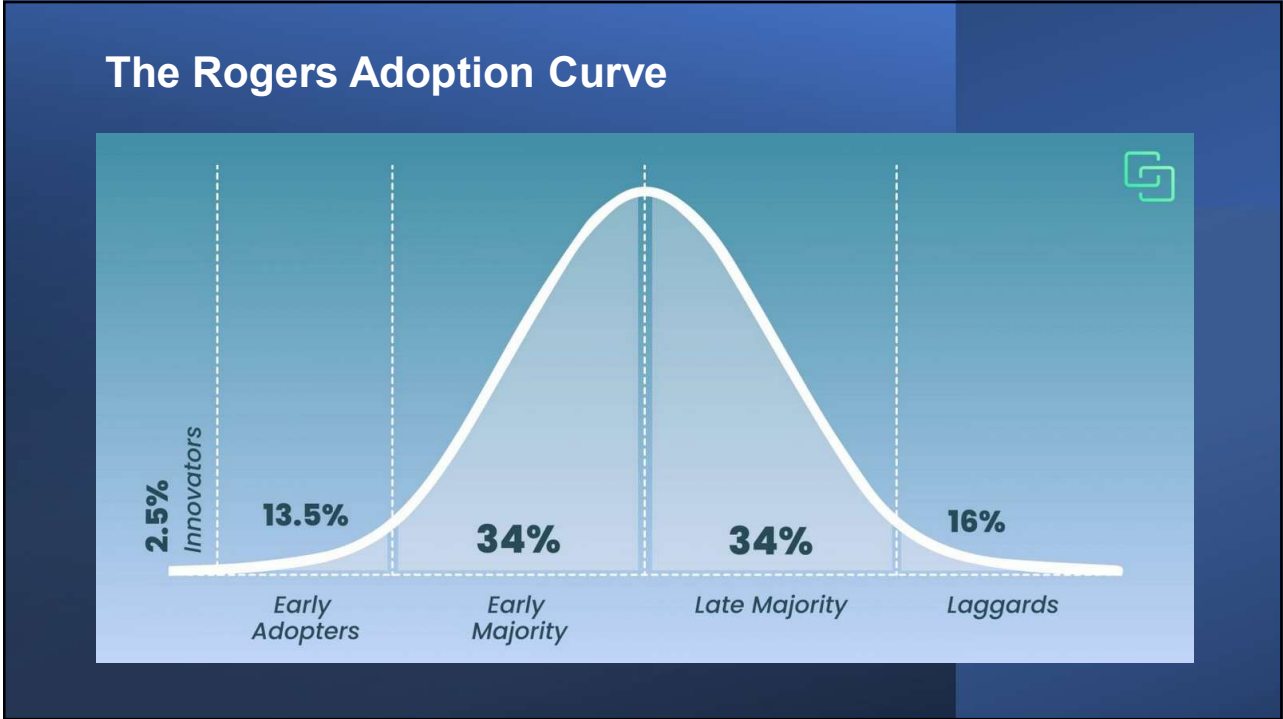
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MPF GUIDANCE

- Lean into IT
- Strategic Approach
- Training and Support
- Talk to Your Clients
- Educate Your Partners, Associates and Support Staff
- Experiment with Value-Based Pricing Models
- Be Transparent with Young Lawyers and Support Staff
- Dive into Generative AI – Platforms, Policy, Training



Tony's Weekly AI Tip for Lawyers

Practical Guidance for Attorneys and Law Professionals

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REMINDERS

- Next MPF Webinar – April 15th @ 2:00pm ET
- On-Demand Recording, Handout Materials with Polling Results
- Your Feedback on Today's Session
- Recap by 9Sail



Thank You!



Nicole Bearce, Esq.
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