Chief Executive Officer
The Voice of the Defense Bar

**DRI - The Voice of the Defense Bar** is a one-of-a-kind organization that offers full-spectrum support to civil defense attorneys. It is the world’s largest voluntary membership association of attorneys who represent the interests of businesses, insurers, and individuals in civil litigation.

In 1960, dedicated lawyers saw the need for an organization that could be the voice of these interests everywhere they mattered, from individual attorneys’ legal training to the formulation of national public policy. For nearly 60 years, DRI has been that voice. Through an expansive set of programs, DRI delivers expert perspectives on principles and practices of modern civil defense to attorneys, courts, elected officials, academics, and the broader public.

### Education on an Unparalleled Scope and Scale

DRI’s educational programs provide cutting-edge legal education which enables the civil defense bar to stay abreast of current trends. DRI delivers an array of educational opportunities for lawyers in private practice and in-house counsel. Reaching well beyond its membership, DRI’s broad educational efforts also shape the future of the judicial system in which civil defense attorneys operate.

DRI’s diverse network of educational and networking opportunities is national and international.

- Database of more than **65,000 experts**
- Annual conference offering **12 hours of CLE credit**, supplemented by Law Institute-developed continuing legal education, seminars, and webcasts throughout the year
- Access to **dozens of seminars** annually in major metropolitan areas, from San Antonio to New York to Paris
- Activities of **29 Substantive Law Committees** in areas ranging from Alternative Dispute Resolution, to Cybersecurity and Data Privacy, to Women in the Law
- Network of **20,000+ defense practitioners** sharing connections, client referrals, and decades of knowledge

### A Collective Voice in Improving the Judicial System

Since 2012, DRI’s **Center for Law and Public Policy** has balanced the voice of the plaintiff’s bar in regulatory, judiciary, and public debate on procedural and substantive matters of law, ensuring that the scholarly expertise of the defense bar is represented in public media coverage, regulatory debates, and United States Supreme Court cases. Working through research, public communications, government relations, amicus briefs, and partnerships, the Center for Law and Public Policy brings the voice of defense attorneys to all corners of the judicial landscape, improving it at the federal and state levels.

DRI’s work extends beyond the Center’s significant work. DRI’s **US Supreme Court Amicus Committee** is among the most prolific and highly regarded in the country. DRI also operates the **National Foundation for Judicial Excellence** (NFJE), which provides state court appellate judges with education and insight which enables them to perform at the highest levels. Through a subsidiary, DRI also offers a variety of professional services to other legal-related entities, including administrative, seminar, and marketing services, to help them benefit from DRI’s years of expertise and success.

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DRI’s comprehensive approach to enhancing the civil defense bar has made it an integral part of the legal landscape in the U.S. Its position is reflected in its large and unique membership. As the only international open-membership organization for defense attorneys, DRI is the only organization that represents the interests of the entire civil defense bar. Building on its wide-ranging perspective, DRI sees numerous opportunities to innovate and continue expanding its influence to engage new members of the civil defense bar and to ensure the legal interests of business, insurers, and individuals are guarded.

DRI’s Board of Directors has endorsed a Strategic Plan that envisions this expansion under the leadership of DRI’s new Chief Executive Officer. The plan calls for DRI to:

- Modernize and upgrade educational activities, including through online channels that facilitate easier and broader access
- Develop new products, services, and content that respond to members’ evolving needs
- Offer a coordinated suite of initiatives that reach beyond DRI’s historical membership base, attract new legal segments, and serve the needs of all areas of the defense bar
- Sustain DRI’s commitment to diversity and inclusion in the expansion of its membership base and on its own staff

Increased Visibility

DRI’s plan for growth requires a creative approach to program development and an ambitious communications effort that promotes DRI as effectively as DRI has promoted the civil defense bar. The Board is undertaking a search for a Chief Executive Officer who will lead both critical aspects of the organization’s growth.

The new CEO will lead a planning process that identifies opportunities for DRI to enhance its public role as both the servant and the voice of the defense bar. The CEO will encourage fresh thinking among DRI’s talented staff of 45 professionals working in six operational units; will foster innovative approaches to program design and delivery; will increase the visibility of the association among prospective members, program partners, and funders; will raise DRI’s public profile; and will seek new strategic relationships and alliances. This work will help DRI remain the most effective organization defending businesses and individuals in civil litigation as well as the broader values of the judicial process.

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The Opportunity

**DRI - The Voice of the Defense Bar** seeks a leader to serve as its Chief Executive Officer. Reporting to its Board of Directors, DRI’s CEO provides vision and leadership to the organization and oversees all of its operations including: short and long-term strategic direction; performance expectations; business plans; membership; physical and programmatic expansions; financial systems; long-term development efforts; program and service evaluation; legal defense community outreach and collaboration; and staff coaching and mentoring. The CEO will have wide latitude to evaluate existing efforts and establish a broad vision of member outreach and program and service delivery.

**Strategy**
- Establish an enterprise-level vision designed to achieve DRI’s goals, including expanding DRI’s footprint, maintaining it as a center of excellence, and ensuring its long-term financial sustainability.
- Design and carry out a plan that aligns DRI’s capacity with its operating plan and roster of partnerships and programs, including its physical facilities, staff structure, and technological systems.
- Regularly review all existing and proposed initiatives for progress and ensure integration into existing strategic plan.
- Ensure objective owners are progressing with implementation of their initiatives.
- Partner with the Governance committee and oversee administration of bylaws, including managing DRI elections and responding to questions, irregularities and complaints on procedures and policies.
- Direct DRI’s Social Media presence and oversee continued development and implementation of its social media strategy.

**Legal Community Outreach**
- Provide energetic leadership for ongoing efforts to expand DRI’s membership base, leveraging an existing suite of initiatives and developing creative and sustained new efforts.
- Serve as DRI’s chief ambassador to its constituencies, such as the Center for Law and Public Policy, Law Institute, Lawyers for Civil Justice, state and local defense organizations, and the National Foundation for Judicial Excellence, through meetings, speaking engagements, and liaising.
- Build and leverage relationships with current and potential partners to efficiently expand DRI’s reach.
- Oversee Amicus requests and advise on DRI positions of national significance; liaise with Executive Committee and recommend courses of action.
- Serve as Secretary-Treasurer of NFJE, participate in fundraising efforts, oversee monthly financial reporting, prepare and present annual financial reports, and recommend changes to NFJE’s bylaws.
- Ensure DRI’s outreach upholds the organization’s commitment to diversity and inclusion.

**Financial Management**
- Manage DRI’s financial budget and maintain overall health and long-term financial sustainability.
- Oversee audit activities and ensure compliance with existing laws and regulations.
- Manage DRI’s finances, including oversight of monthly financial reporting, investment portfolios, and Initiatives Allocation fund.

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The Candidate

The ideal CEO will have a record of successful leadership in a regional or national organization, a passion for the mission of DRI - The Voice of the Defense Bar, and a demonstrated ability to serve as a connector to a diverse range of potential stakeholders and supporters. The CEO will be a visionary and entrepreneurial thinker and engaging organizational ambassador who is comfortable spearheading the deliberate expansion of a membership base and the continual enhancement of programs that reach members and the broader legal public.

Background
❖ At least 10 years of senior experience in a non-profit or relevant business organization.
❖ Professional experience in a legal research organization, law firm, or not-for-profit.
❖ Juris Doctor and Bachelor’s degrees are required.

Skills and Experience
❖ Record of developing and implementing successful strategic plans that attract and energize members and other stakeholders.
❖ Sophisticated understanding of principles and practices of organizational planning/design.
❖ Experience building and leading high-performing multi-disciplinary teams, including legal, finance, human resources, development, and operations staff.
❖ Excellent written and verbal communication skills and demonstrated experience communicating and coordinating with attorneys, government officials, Boards of Directors, and senior staff.
❖ Strong marketing, public relations, and networking experience across a wide range of stakeholders and cultures.
❖ Ability to guide, manage, and support Board members and other constituents.
❖ First-hand, sophisticated knowledge of the civil defense legal community.

Leadership Style
❖ Enthusiastic and charismatic demeanor in engaging stakeholders.
❖ Respect for the accomplishments of team members and demonstrated ability to earn their trust and confidence.
❖ Organized and methodical approach to decision-making and change management; ability to balance continuity and growth.
❖ Sincere and inspirational belief in the importance of DRI’s work and its impact on the legal defense community.
❖ Strong commitment to diversity and inclusion.

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Questions, résumés, and CVs should be sent to search@driconsulting.com.

Applications must be received by July 2, 2019.

All first-round interviews for this position will take place at Development Resources, inc. at 1820 N. Fort Myer Drive, Suite 702, Arlington, VA 22209, (703) 294-6684, or via telephone/video conference.

Development Resources, inc. is an executive search and development consulting firm that recruits senior leaders and works with them to build talented teams, create bold strategic plans, and design powerful fundraising programs.

The Defense Research Institute is an Equal Opportunity Employer and is seeking a diverse slate of candidates for formal consideration.