

Simpson
Thacher

BRAND
GUIDELINES

December 2014

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Introduction

BRAND
GUIDELINES
—
December 2014

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Our brand is more than our name and logo. It's a promise that we make to our clients, our recruits and everyone we partner with. This promise is delivered in the story we tell, the look & feel of our communications, and most importantly, in the way we interact with one another and the people we serve.

This document gives anyone working with the brand the tools to ensure we communicate our story and project our image in the most compelling and consistent manner possible.

6

We connect with each other, connect with our clients, connect across practices, connect across geographies, connect with our communities and connect the dots, all to create the smartest legal solutions for our clients.

7



Connections

8



Collegial

9



Respect

If the Simpson Thacher brand were a person, this is how people would describe us: confident, straightforward, engaging. Our personality informs not only how we see ourselves internally, but also how we speak and relate to our clients when we deliver our brand positioning.

Confident

Straight-
forward

Engaging



FOUNDATIONAL THEMES

The Simpson Thacher brand can be expressed through a simple core proposition that resides at the heart of our brand, all centered on a singular and exceptional focus on the client.

COLLEGIAL CULTURE

- Collaborative
- Team-oriented
- Respect
- No egos or star culture
- Caring
- Nice people
- “Our client”

COMMERCIAL APPROACH

- Highly responsive
- Practical and pragmatic
- Solutions-oriented
- Get the job done
- Business-savvy
- Diversified practice
- Seamless



LEADING EXPERTISE

- Extremely high quality people across the board
- Practice-area experts
- Best in class
- Deep bench strength
- Combo of ability and integrity second to none
- Confident

12

How can we help you?



13

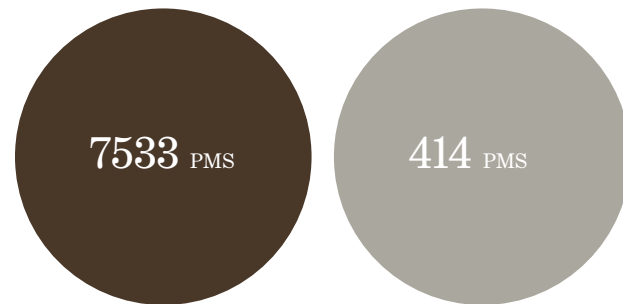
Brand Elements

THE LOGO

Our new logotype consists of a modern rendering of a classic serif typeface. The quality of its lines and the initial caps create a friendlier, more approachable feel, and

the subtle offset of the two words suggests a hint of dynamism and an integrated, “connected” partnership.

Simpson
Thacher



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THE LOGO

Clear Space and Minimum Size

Clear Space: The logo's clear space is defined by the height of the letter "i" in the Simpson Thacher logo. This minimum amount of clear space is required around all sides of the logo. Never allow interfering text or graphics to invade this space.

Minimum Size: When sizing the logo, the width cannot be smaller than 0.75 inches measured by the width of the logotype from the edge of the "S" to the end of the "r".



THE LOGO

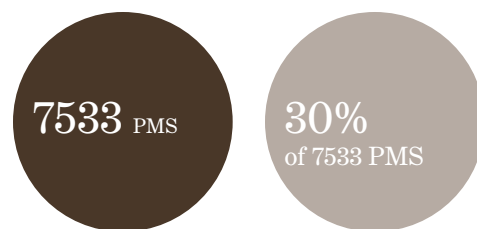
Color Variations/Positive

Use the positive version of the logo against light tone backgrounds or materials.

One-color application in PMS 7533

- Simpson is 100% of PMS 7533
- Thacher is 30% of PMS 7533

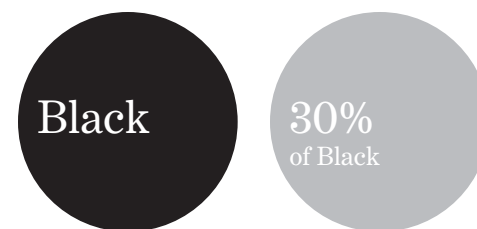
Simpson
Thacher



One-color application in black

- Simpson is 100% of black
- Thacher is 30% of black

Simpson
Thacher



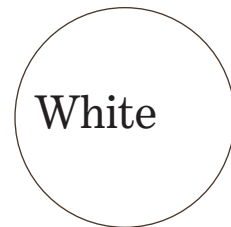
THE LOGO

Color Variations/Negative

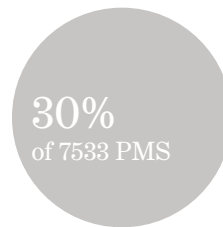
Use the negative version of the logo
on dark tone backgrounds or materials.

One-color reverse application in PMS 7533

- Simpson knocks out to white
- Thacher is 30% of PMS 7533



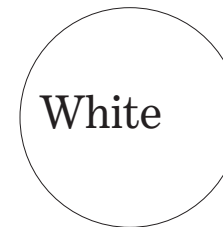
White



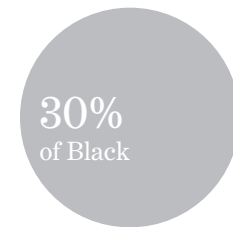
30%
of 7533 PMS

One-color reverse application in black

- Simpson knocks out to white
- Thacher is 30% of black



White



30%
of Black

TYPOGRAPHY

Benton Modern was first prepared by Font Bureau for *The Boston Globe* and the *Detroit Free Press*. Design and proportions were taken from Morris Fuller Benton's turn-of-the-century Century Expanded, drawn for American Type Founders, faithfully reviving

this epoch-making magazine and news text roman. Benton Modern is a serif typeface that represents the distinctive elegance of the Simpson Thacher brand with a combination of tradition and modernity.

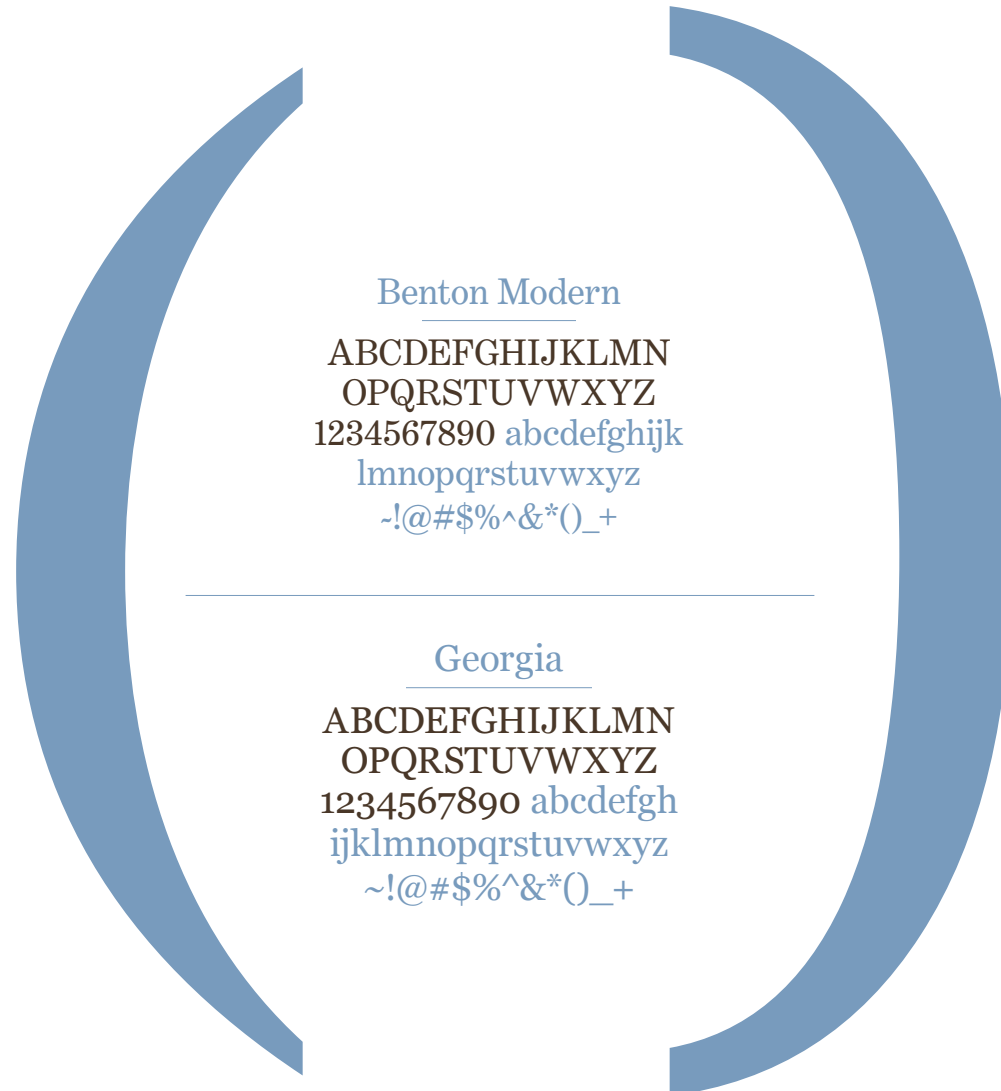
ABCDEFGHIJK
LMNOPQRSTU
VWXYZ 12345
67890 abcdefghijkl
mnopqrstuvwxyz

TYPOGRAPHY

Alternative for Benton Modern

Simpson Thacher has limited licensed usage of Benton Modern. When Benton Modern is not available, Georgia is the default font of use.

Georgia is a serif typeface that was designed in 1993 by Matthew Carter for Microsoft.

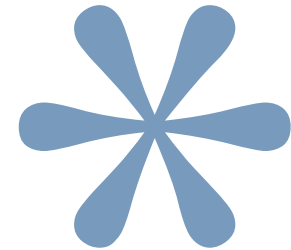


Benton Modern

ABCDEFGHIJKLMN
OPQRSTUVWXYZ
1234567890 abcdefghijk
lmnopqrstuvwxyz
~!@#\$%^&*()_+

Georgia

ABCDEFGHIJKLMN
OPQRSTUVWXYZ
1234567890 abcdefgh
ijklmnopqrstuvwxyz
~!@#\$%^&*()_+



TYPOGRAPHY Guidelines

- Typography is an important component of Simpson Thacher's visual identity.
- Benton Modern is used as the primary typeface for all communication applications.
- Additional styles and weights are available to use for composition and hierarchies.
- Used mainly in left-justified & right-ragged, do not use in fully justified column.
- When Benton Modern is not available, Georgia is the substitute font.

Primary

Benton Modern Roman

Benton Modern Italic

Benton Modern Bold

Benton Modern Bold Italic

Alternate

Georgia

Georgia Italic

Georgia Bold

Georgia Bold Italic

COLOR PALETTE

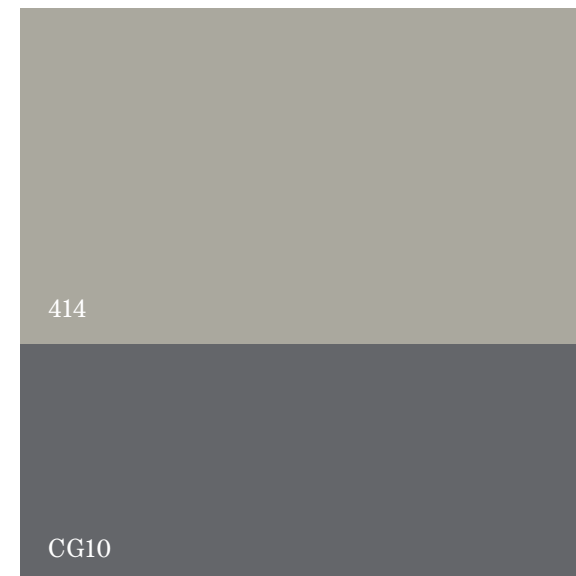
The Simpson Thacher brand expression embraces a warm, sophisticated color palette and reflects our customer-centric philosophy of being friendly, open and approachable.

Our colors reflect our character—they are as bold and inviting as we are courageous, optimistic, purposeful and engaging. And they are used deliberately to show how we both distinguish and blend our disciplines.

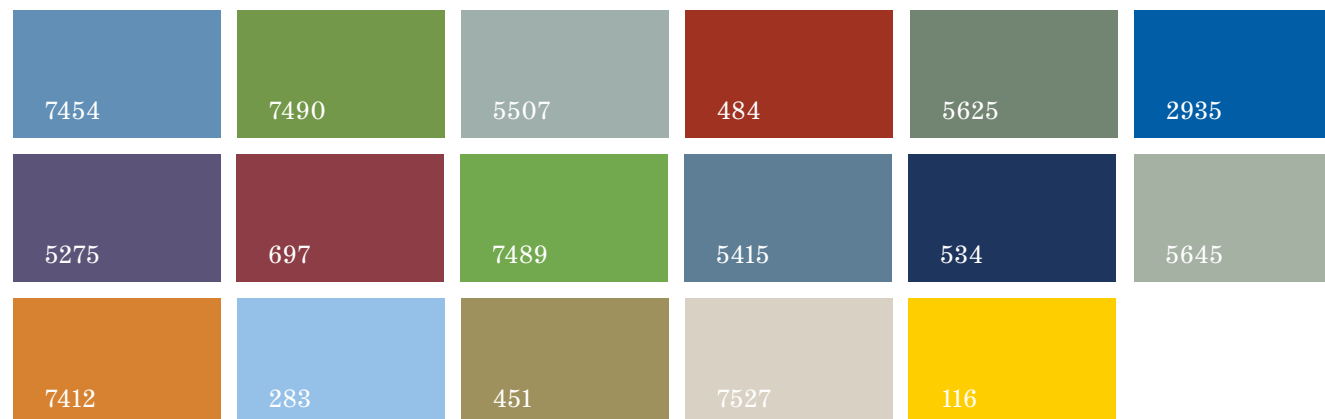
PRIMARY



SECONDARY



TERTIARY



COLOR PALETTE
Color Formulas

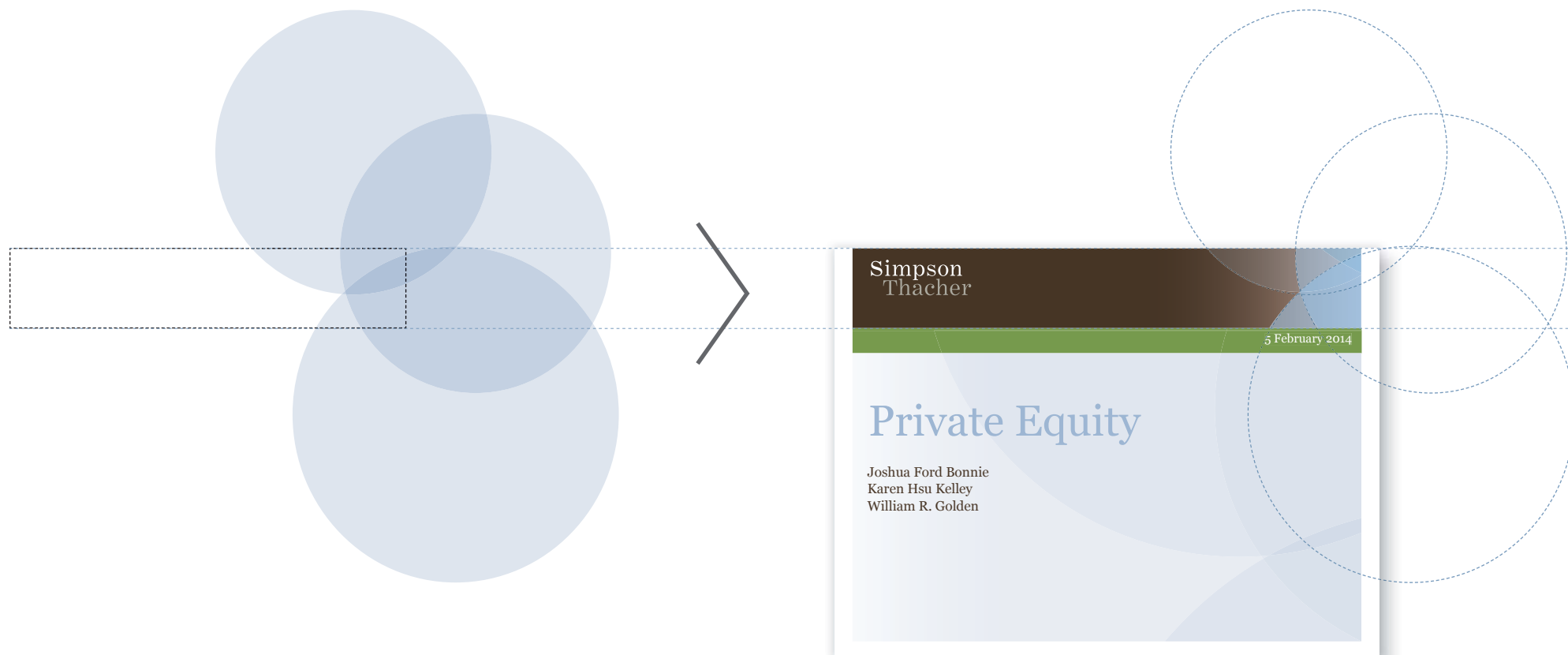
PMS and CMYK formulas are for printed materials. RGB and HEX are color formulas for the Web.

PALETTE	PMS	CMYK	RGB	HEX	PALETTE	PMS	CMYK	RGB	HEX
Primary	7533	55c 65m 78y 58k	73R 55G 40B	493728	Tertiary	7454	65c 36m 14y	97R 142G 180B	618eb4
	644	38c 20m 7y	156R 182G 211B	9cb6d3		7490	61y 28m 91y	115R 152G 74B	73984a
Secondary	414	35c 28m 36y	171R 168G 158B	aba89e		5507	40c 23m 30y	157R 174G 171B	9daeab
	CG10	6c 2m 74k	101R 101G 106B	65656a		484	90m 100y 40k	160R 49G 35B	a03123
						5625	63c 43m 63y	114R 132G 114B	728472
						2935	100c 68m 4y	0R 85G 184B	0055b8
						5275	78c 78m 43y	91R 83G 119B	5b5377
						697	58c 96m 85y	141R 60G 69B	8d3c45
						7489	63c 15m 92y	115R 169G 80B	73a950
						5415	72c 48m 33y	93R 126G 149B	5d7e95
						534	93c 73m 50k	31R 53G 94B	1f355e
						5645	37c 22m 36y	165R 177G 163B	a6b2a3
						7412	16c 56m 97y	214R 130G 49B	d68231
						283	39c 14m	148R 192G 233B	94c0e9
						451	42c 39m 75y	159R 146G 94B	9f925e
						7527	15c 13m 21y	216R 210G 196B	d8d2c4
						116	19m 100y	255R 206G 0B	ffce00

CONNECTION GRAPHICS

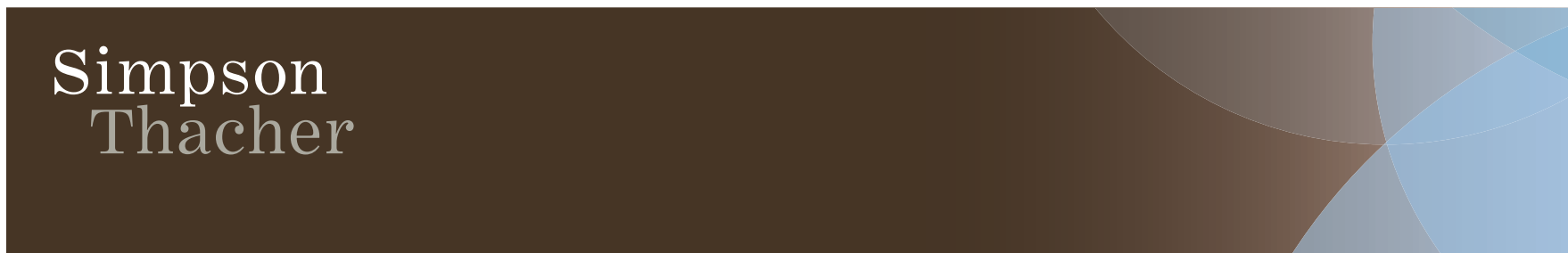
Simpson Thacher's connection graphics, composed of overlapping circles, are an expression of our connection with each other, our clients and our communities.

A connection graphic is used as a watermark across all applications to promote the Simpson Thacher brand. It can be applied over photography and all types of surface areas. Unique patterns can be achieved by varying the number and combination of overlapping circles.



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SIMPSON THACHER BANNER



SIMPSON THACHER BANNER LOCKUP



PHOTO LIBRARY Visual Identity Assets

The Simpson Thacher photo library reflects our customer-centric philosophy of being friendly, open, engaging and approachable.

A selected view of the full library is organized into categories below. For the complete photo library, please contact Simpson Thacher Business Development, NYC.

ARCHITECTURAL



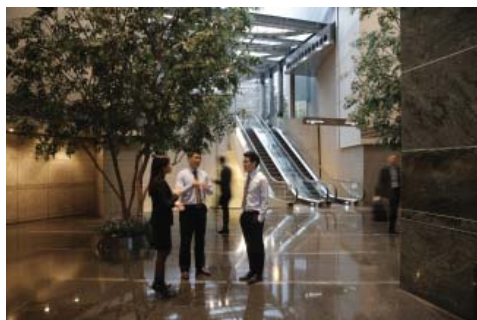
CLOSE-UPS



MEETINGS



WORKING



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Applications

BUSINESS CARDS

Specifications

U.S. business card:

3.5" x 2"; 2-color

Paper stock: 120 lb. Mohawk Superfine,
Utrawhite, Smooth Cover





Business card with no title

TYPE	COLORS	
Logo	● PMS 7533	● 414
Name	● PMS 7533	
Address block	● PMS 414	



Business card with title

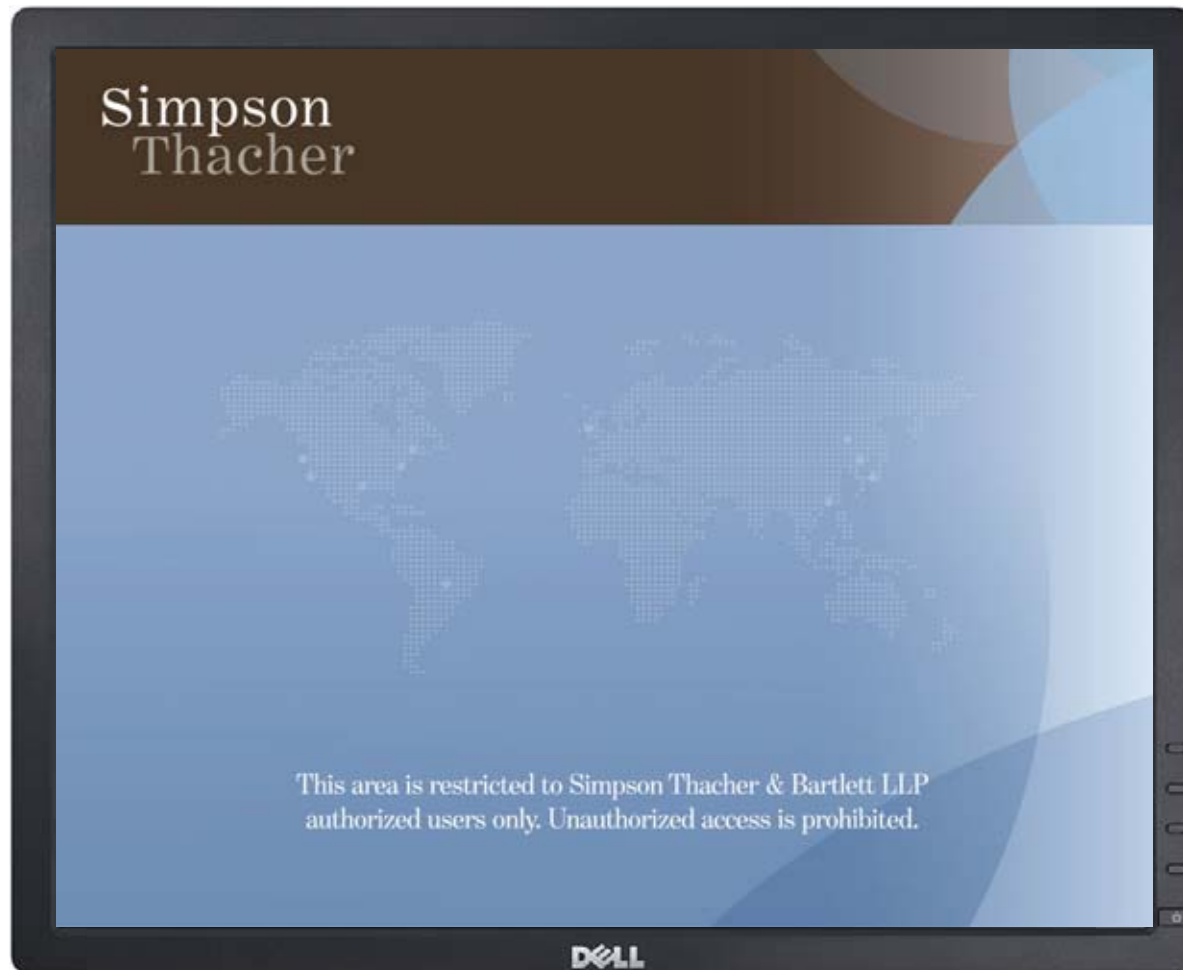
TYPE	COLORS	
Logo	● PMS 7533	● 414
Name	● PMS 7533	
Title	● PMS 414	
Address block	● PMS 414	



Letterhead

TYPE	COLORS	
Logo	● PMS 7533	● 414
Address block	● PMS 414	
List of Offices	● PMS 414	

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EMAIL SIGNATURE

Email signature — no title

John Simpson

Simpson Thacher & Bartlett LLP
425 Lexington Avenue
New York, New York 10017

T: +1-212-455-0000 • M: +1-212-optional
jsimpson@stblaw.com

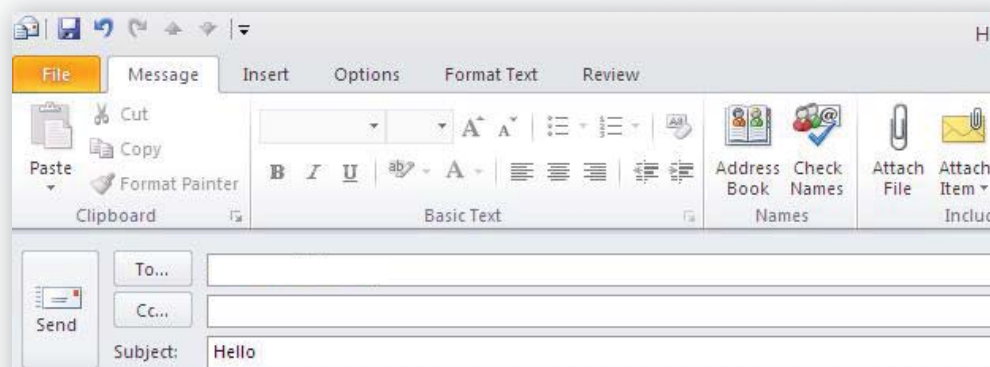
Email signature — with title

John Simpson

Director of Business Development

Simpson Thacher & Bartlett LLP
425 Lexington Avenue
New York, New York 10017

T: +1-212-455-0000 • M: +1-212-optional
jsimpson@stblaw.com



Hello,

This is a design for an email signature for Simpson Thacher, sit pelecum ati u
ex et ratur mil ipsapis dis nestium et parumque ratate lab illabor ectione ture
quod qui dicidebit que voluptas rerenet et quam expernatium fugias dis num
qui dentinissi comnisquam, que culliat aerrore cusdani hicipidel inctior escir
tum ium harchit ibusamusdame verrum.

Regards,

John Simpson

Simpson Thacher & Bartlett LLP
425 Lexington Avenue
New York, New York 10017

T: +1-212-455-0000 • M: +1-212-optional
jsimpson@stblaw.com



White Mug

ITEM	COLORS
Simpson	● PMS 7533
Thacher	● PMS 414
Interior	● PMS 644



PMS 7533 Espresso Mug

ITEM	COLORS
Simpson	KO WHITE
Thacher	● 30% of PMS 7533
Interior	● PMS 644



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Espresso + Sky Blue
default templates:

PowerPoint cover 1:
photographic

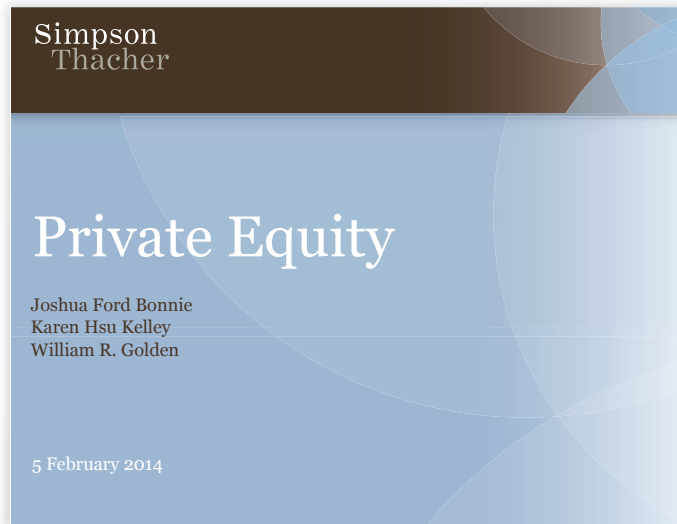
PowerPoint cover 2:
photographic



35

Espresso + Sky Blue
default template:

PowerPoint cover 3:
non-photographic



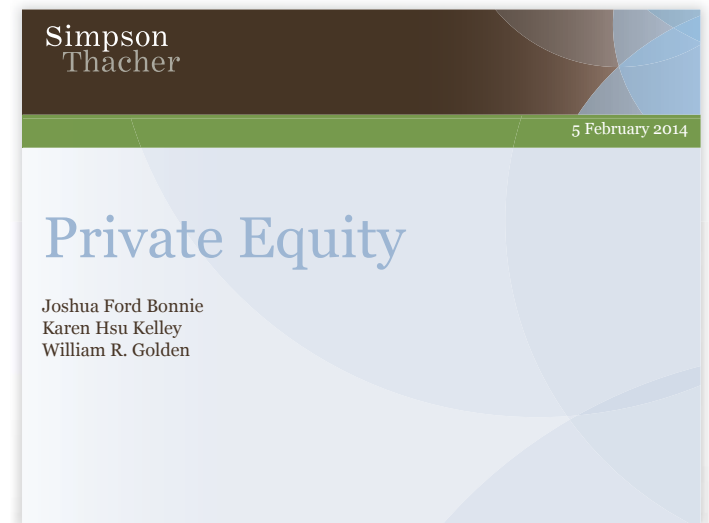
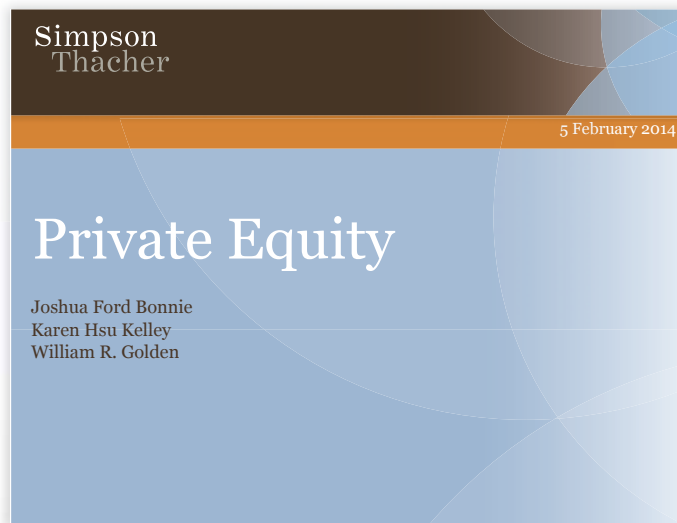
Customized color
templates:

PowerPoint cover 4:
non-photographic

- options for color customization

PowerPoint cover 5:
non-photographic

- options for color customization



Divider Title Grey

Divider Subtitle

Simpson Thacher

CONFIDENTIAL | Document title or tracking number

34

Case study slide

We believe we are uniquely qualified to advise COMPANY X on its proposed initial public offering:

Subhead style

- Namus solutaque ommolor eperferibus volenempos ditiis auditiis mollaud ictotam, volovercid ut apiet aliqui officiles sequitem rem as ilaces cipant inulparum ra quas quid quot utatur autem dolecte ma sim repodant quas pelicipous dolorum lam faceab id et repret. Event evenihi tatque officuist esciate mporerum eum rem eat ut pedipitem qui ipide num
- Namus solutaque ommolor eperferibus volenempos ditiis auditiis mollaud ictotam, volovercid ut apiet aliqui officiles sequitem rem as ilaces cipant pelicipous dolorum lam faceab id et repret. Event evenihi tatque officuist esciate mporerum eum rem eat ut pedipitem qui ipide num
- Namus solutaque ommolor eperferibus volenempos ditiis auditiis mollaud ictotam, volovercid ut apiet aliqui officiles sequitem rem as ilaces cipant pelicipous dolorum lam faceab id et repret. Event evenihi tatque officuist esciate mporerum eum rem eat ut pedipitem qui ipide num

TRAVELERS

Simpson Thacher

CONFIDENTIAL | Document title or tracking number

35

Joseph Smithson

Partner, Simpson Thacher & Bartlett LLP

jsmithson@stb.com | 415.493.2023

Joseph Smithson is a Partner in the Firm's Corporate Department, concentrating in mergers and acquisitions and capital markets transactions for financial institutions. Since the financial crisis Mr. Smithson has assisted financial institutions, underwriters and investors in connection with numerous public and private capital-raising transactions.

Simpson Thacher

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Simpson Thacher Worldwide

Simpson Thacher & Bartlett LLP is one of the world's leading international law firms. With more than 850 lawyers currently operating out of 11 offices worldwide, the Firm provides coordinated legal advice and transactional capability to clients around the globe.

Simpson Thacher & Bartlett LLP
Global Legal Practice
1100 California Street, Suite 3000
San Francisco, CA 94104

Simpson Thacher

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Energy Service Providers:
Mergers and Acquisitions Representations

2007 \$1.8 billion First Reserve in the acquisition of Albion plc	2007 (pending) Value undisclosed First Reserve Corporation in its agreement to sell the majority stake in Acteon Group Limited to KKR	2012 (pending) \$962 million A consortium including Barclays, CDO and others, in their role of advisors in the sale of the majority stake in Brand Energy, Inc.	2012 Value undisclosed
2010 \$1.5 billion First Reserve in the acquisition of Brand Energy and related services	2012 \$240 million Compañía de Petróleos de Chile Copec S.A. in the acquisition of Organización Torpes S.A.	2012 Value undisclosed First Reserve in the acquisition of RAMP Energy, LLC from One Rock Capital Partners	2012 \$630 million Exaro International Group Holdings Limited in the sale of its Operating Assets to Exaro AG
2013 \$3.9 billion KKR in the acquisition of Cardener Systems, Inc.	2013 Value undisclosed Globe Investment in the investment in Brazilian company Cognechy Oil and Gas	2010 \$2.4 billion aggregate The Royal Bank of Scotland plc in the sale of several oil and gas business lines and certain assets	2012 \$139.3 million RigNet advised or consulted KKR in the acquisition of a significant minority stake in RigNet, Inc.

Simpson Thacher

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Bar scatter combined chart slide

Our leadership in advising companies in connection with their IPOs. Year in and year out, we are the leading IPO counsel in the nation

Experte disclon leniqui res cuplatu reperiaspero quatem
Experte disclon

Disclon volupser me nite

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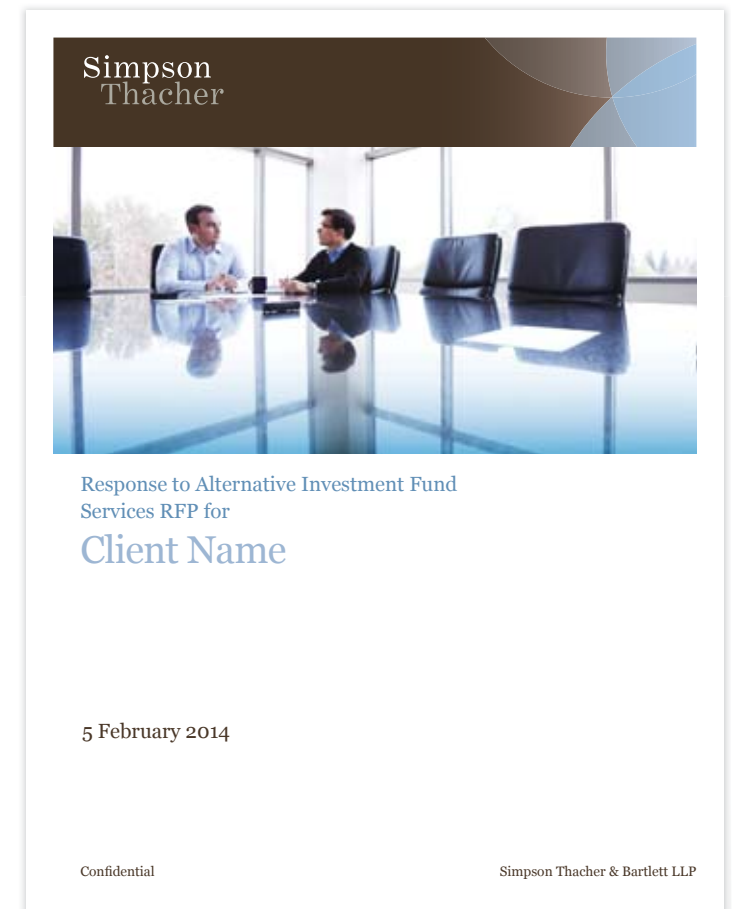
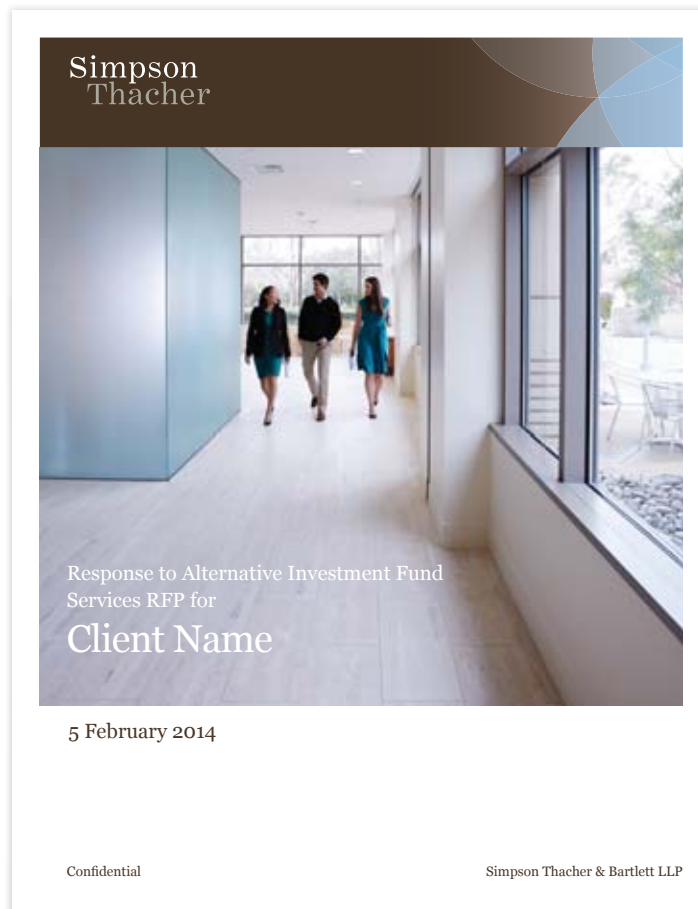
Simpson Thacher

CONFIDENTIAL | Document title or tracking number

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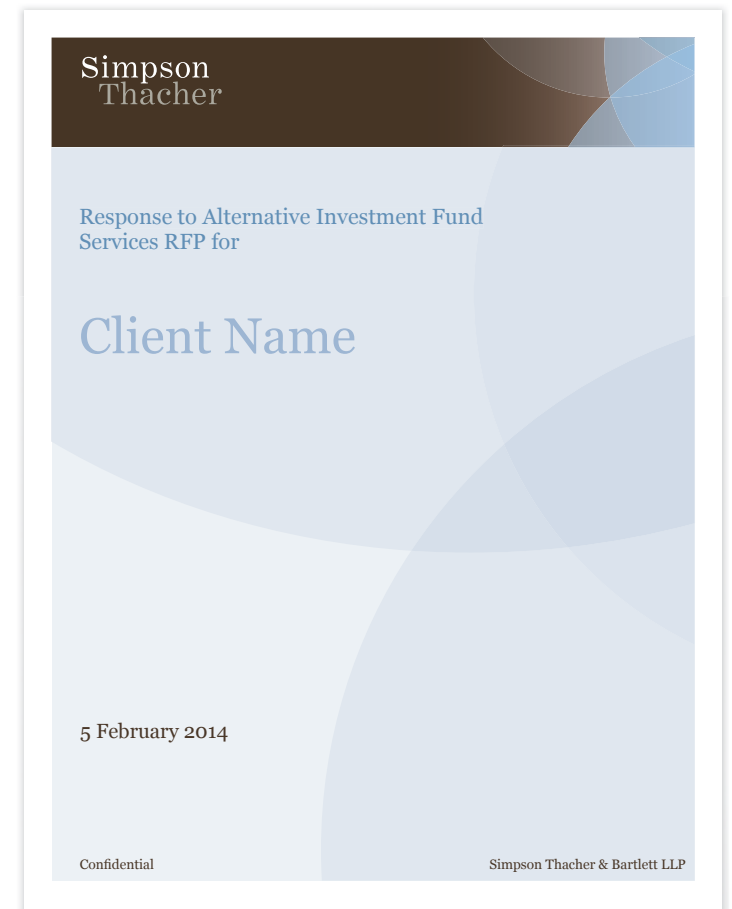
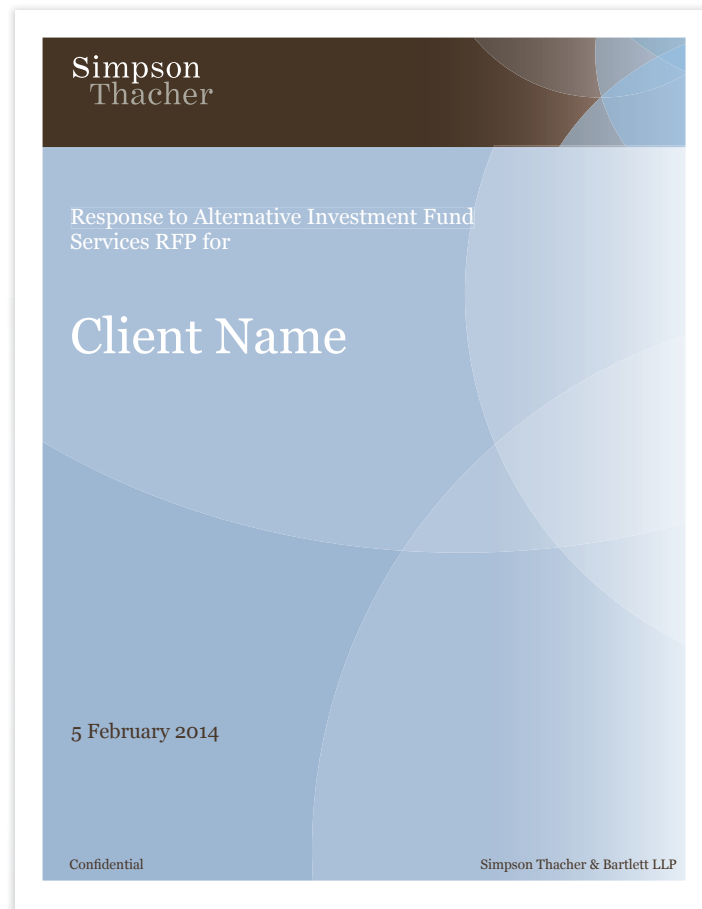
Espresso + Sky Blue

Covers:
photographic



Espresso + Sky Blue

Covers:
non-photographic



Espresso + Sky Blue

Text pages:
non-photographic

U.S. template size: 8.5" x 11"

Simpson
Thacher

Sample headline level 1

Sample introductory text. Fictoreiunt lam, cusdani mincia aut ma nos sam incitibus expel esequodi invellaborum quatur, officitatur? Qui nimaximus adignim inctor as magnis etuscit quis eosa volum accus, optatiu excesci delluptate dem reiusdamus, eatur, acium qui omnia suntusam et apermod et, et ium nus solorer estrupta con nullaut aut pro tempe eatem iuscils et repdan debissi ulparum late net la volut laborationse ea am niae cor atur?

Sample headline level 2

Sample standard text. Eceari occaes dionse etur rerem re autat que officiliscia culparum rest id eostiscia que sus dolupicient aut fuga. Esti dolorpo rerferf ereprati simagnatur adictiis siminct otaspit inimod endestis nat perum eos exerferatet ea consequi nimet quo quaspel ecerupt asimus mosam, quae re velita quam rehenditae consed que dellace pelluptaspis atati reperum aspel ma ventinvel moluptae pores dia sim qui nes doluptas nus dis aut utemosa ndandessunt dolupta tibus.1

SAMPLE HEADLINE LEVEL 3

- Sample bullet text level 1. Ceped modit, aut officia quia sitis alike et et exerunt molore verfera commis eni alike is nam, nis ea nonsecatur.
- Ut rempore ptatius sequias perlonsequo officipsae re occus nos exces de eum que pratia nonsequis aut exerundaecum eum adi quia cuptur, simporist recta conessime perum facculi istio.
 - Sample bullet text level 2. Cae quia nus etur reiumendem ut landit optatis natur
 - Cae quia nus etur reiumendem ut landit optatis natur
 - Sample bullet text level 3. Cae quia nus etur reiumendem ut landit optatis natur
 - Cae quia nus etur reiumendem ut landit optatis natur
 - Sample bullet text level 4. Cae quia nus etur reiumendem ut landit optatis natur
 - Cae quia nus etur reiumendem ut landit optatis natur

Sample headline level 4

Ut est et quat ea consequenullict iunior ibusda qui ut fuga. Licaepudam quodignatem fugitatur alitasped magnaturit fugiasi nihiligatur modist aut omni di odit quo mi, sus cum faccus, corem estis exereri buscia venimil ligent que re parum harumqu laeptatias intectores es elessint, sum qui omnienet alis nonsenime porehen diaecum fugiate dolorro illatis estiumquid qui quodit faccatus.

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Sample table/chart headline

Table Head 1	Table Head 1	Table Head 1
Pos magnit, cor res	Pos magnit, cor res dolut laccab im as abori tet, lur, ut voluptiis voloribus	Duciael voluptur ma nis reped quia et, voluptae volut estur assuntiam, officitatur auditas
Duciael voluptur		
ma nis	Experferediscien ienisqui res cupratu reperiaspero quatem	Odit latat laborum et vid que parum fuglatoria
Exerecatiss modi cus	Duciael voluptur ma nis reped quia et, voluptae volut estur assuntiam	Experferediscien ienisqui res cupratu reperiaspero quatem

Sample two-column listing

Odit latat laborum et vid que parum	Odit latat laborum et vid que parum
Pos magnit cor res dolut laccab im as abori	Pos magnit cor res dolut laccab im as abori
Odit latat laborum et vid que parum	Odit latat laborum et vid que parum
Pos magnit cor res dolut laccab im as abori	Pos magnit cor res dolut laccab im as abori
Odit latat laborum et vid que parum	Odit latat laborum et vid que parum
Pos magnit cor res dolut laccab im as abori	

Section with callout column

Sample standard text. Eceari occaes dionse etur rerem re autat que officiliscia culparum rest id eostiscia que sus dolupicient aut fuga. Esti dolorpo rerferf ereprati simagnatur adictiis siminct otaspit inimod endestis nat perum eos exerferatet ea consequi nimet quo quaspel ecerupt asimus mosam, quae re velita quam rehenditae consed que dellace pelluptaspis atati reperum aspel ma ventinvel moluptae pores dia sim qui nes doluptas nus dis aut utemosa ndandessunt dolupta tibus.

Ut est et quat ea consequenullict iunior ibusda qui ut fuga. Licaepudam quodignatem fugitatur alitasped magnaturit fugiasi nihiligatur modist aut omni di odit quo mi, sus cum faccus, corem estis exereri buscia venimil ligent que re parum harumqu laeptatias intectores es elessint, sum qui omnienet alis nonsenime porehen diaecum fugiate dolorro illatis estiumquid qui quodit faccatus.

Espresso + Sky Blue

Memo cover
and text pages:
non-photographic

MEMO TEMPLATES
Cover and Text Pages

U.S. template size: 8.5" x 11"

Simpson
Thacher

Memorandum

Alert Update:
First Circuit Court of Appeals Concludes
That Private Equity Funds Can Be Liable for
Portfolio Company Pension Obligations

May 13, 2014

In December 2012, we published an Alert after a Federal District Court concluded that: (1) a private equity fund was not a “trade or business” for purposes of determining whether the fund could be liable under the Employee Retirement Income Security Act of 1974 (“ERISA”) for the pension obligations of one of its portfolio companies and (2) consequently, the private equity fund could not be liable for its portfolio company’s pension obligations under Title IV of ERISA, even if the fund and the portfolio company were part of the same “controlled group.” Our December Alert, which contains background on the issue and a summary of the state of the law through December 2012, may be found here. This Alert Update is to advise that the First Circuit Court of Appeals has reversed the 2012 Federal District Court opinion.

In Sun Capital Partners III LP v. New England Teamsters & Trucking Indus. Pension Fund (No. 12-2312, July 24, 2013), the First Circuit Court of Appeals has concluded that: (a) a private equity fund can be a “trade or business” for purposes of determining “controlled group” joint and several liability under ERISA and (b) as a result, the private equity fund could be held liable for the pension obligations of its portfolio company under Title IV of ERISA, if certain other tests are satisfied. Under ERISA, a “trade or business” within a “controlled group” can be liable for the ERISA Title IV pension obligations (including withdrawal liability for union multiemployer plans) of any other member of the controlled group. This “controlled group” liability represents one of the few situations in which one entity’s liability can be imposed upon another simply because the entities are united by common ownership, but in order for such joint and several liability to be imposed, two tests must be satisfied: (1) the entity on which such liability is to be imposed must be a “trade or business” and (2) a “controlled group” relationship must exist among such entity and the pension plan sponsor or the contributing employer.

Simpson Thacher & Bartlett, LLP

Simpson
Thacher

Memorandum - May 13, 2014

2

Sample headline 1

A “controlled group” generally requires 80% or greater common ownership. However, the “controlled group” test is complex and sometimes is triggered when ownership levels appear to be below 80% (for example, management stockholders’ ownership is often excluded from the calculations). As a result, many practitioners were hopeful that the prior Sun Capital ruling would be upheld such that a private equity fund would not be a “trade or business” and, therefore, the “controlled group” test would be irrelevant.

Sample headline level 2

- Sample bullet text level 1. Ceped modit, aut officia quia sitis aliquet et exerunt molore verifera commis eni aliquet nam, nis ea nonsecatur.
- Ut rempore ptatius sequias perionsequo officipsae re occus nos exces de eum que pratia nonsequis aut exerundaecum eum adi quia cupitur, simporist recta conessime perum facculi istio.
 - Sample bullet text level 2. Cae quia mus etur reumendem ut landit optatis natur
 - Cae quia mus etur reumendem ut landit optatis natur

Sample table/chart headline

Table Head 1	Table Head 1	Table Head 1
Pos magnit, cor res	Pos magnit, cor res dolut laceab im as abori tet, iur, ut voluptiis volorbis	Duciae voluptur ma nis reped quia et, voluptae volut eatur assumtiam, offic-tatur audias
Duciae voluptur ma nis	Exerferere discien ienisqui res cuptatu reperiaspero quatem	Odit latat laborum et vid que parum fugitatoria
Exerercatis modi cus	Duciae voluptur ma nis reped quia et, voluptae volut eatur assumtiam	Exerferere discien ienisqui res cuptatu reperiaspero quatem
Exerferere discien ienisqui	Odit latat laborum et vid que parum fugitatoria	Pos magnit, cor res dolut laceab im as abori tet, iur, ut voluptiis volorbis

Sample two-column listing

Odit latat laborum et vid que parum	Odit latat laborum et vid que parum
Pos magnit cor res dolut laceab im as abori	Pos magnit cor res dolut laceab im as abori
Odit latat laborum et vid que parum	Odit latat laborum et vid que parum
Pos magnit cor res dolut laceab im as abori	Pos magnit cor res dolut laceab im as abori
Odit latat laborum et vid que parum	Odit latat laborum et vid que parum
Pos magnit cor res dolut laceab im as abori	

Simpson Thacher & Bartlett, LLP



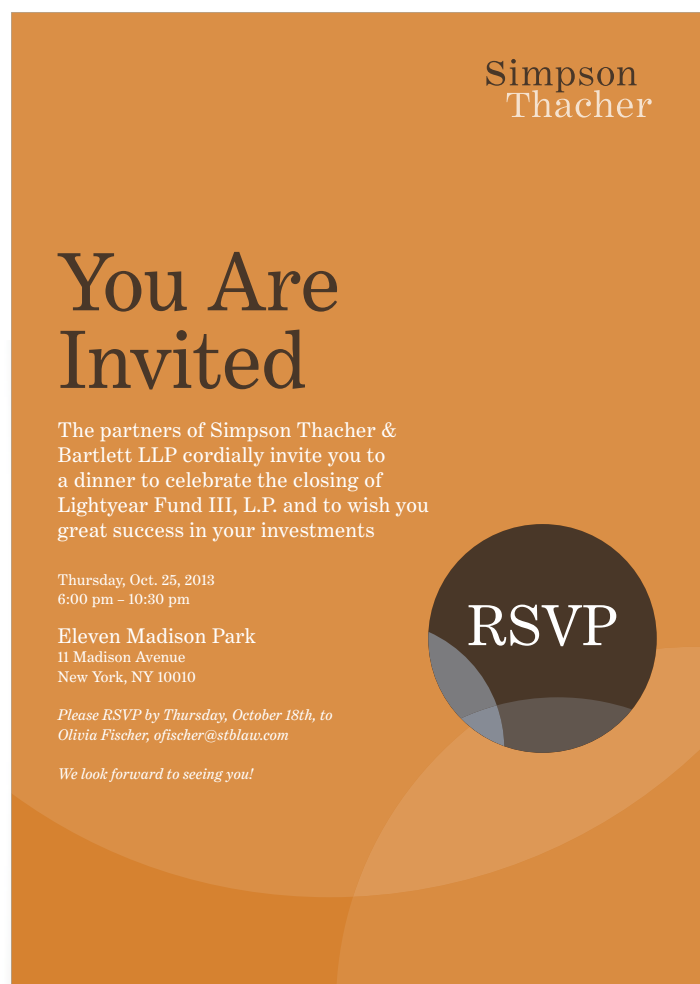
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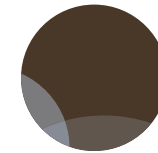
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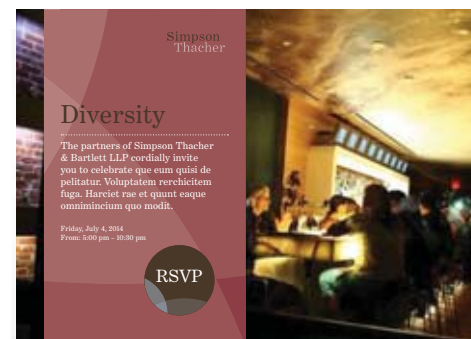
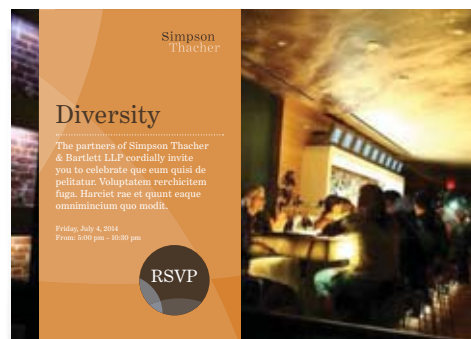


CELEBRATORY INVITATIONS Horizontal Template

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PROFESSIONAL INVITATIONS
Vertical Template

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Simpson Thacher & Bartlett LLP presents its Annual Mid-Year Securities and Corporate Litigation CLE Program

PANELISTS	Moderator: Bruce D. Angiolillo	Paul C. Gluckow Peter E. Kazanoff	James G. Kreissman Jonathan K. Youngwood
-----------	-----------------------------------	--------------------------------------	---

June 21, 2012, 4:30 - 5:30 pm
at our New York Office, 425 Lexington Avenue, 6th Floor
Cocktail reception immediately following the program

This CLE program will address recent decisions, emerging trends
and breaking developments in securities and corporate litigation and
government and internal investigations.

Supreme Court Developments

- *Simmons* - the Court speaks on statute of limitations in the context of a Section 16(b) case.
- *Janus Capital* - the Court's significant holding regarding who "makes" a statement celebrates its one-year anniversary as the lower courts work to apply it to a variety of fact patterns.

FCPA Enforcement

- The government's broad jurisdictional reach in FCPA cases.
- The government's continued ramp-up in FCPA enforcement and what it means for the executive suite.

Developments Regarding the Use of Confidential Witnesses in Securities Litigation

- Recent developments in class action litigation and SEC enforcement actions involving allegations of fraud by foreign (principally Chinese) issuers.
- Foreign privacy laws as impediments to discovery in actions and investigations related to foreign issuers.
- Counterattacks - recent defamation actions and related proceedings against short sellers attacking foreign issuers.

Recent Developments in M&A and Derivative Litigation


- Valuing derivative claims as assets in M&A transactions.
- Aiding and abetting claims against financial advisors and acquirers.

4:30 - 5:30 pm

1.5 hr
CLE
seminar

including
0.50 hours of
legal ethics
credit

Date: Thursday, June 21, 2012
Time: 4:00-5:30 p.m.
(followed by a cocktail reception)
Location: Simpson Thacher & Bartlett LLP
425 Lexington Avenue
New York, NY 10017 • 212.455.2000
RSVP: John Simpson at jsimpson@stblaw.com
by Thursday, June 14



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425 Lexington Avenue
New York, NY 10017 • 212.455.2000
RSVP: Emma Rotenberg at erotenberg@stblaw.com by Thursday, June 14

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PROFESSIONAL INVITATIONS Program-Specific

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or recurring event.

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and Corporate Litigation CLE Program

PANELISTS

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Negotiation Skills
Please join us for a new program presented
by Carol Frohlinger



Carol Frohlinger
Lawyer and co-author of *Her Place at the Table*, is an internationally known speaker on negotiation issues. Among other high profile engagements, Carol worked with then Senator Hillary Clinton to lecture and serve on a panel discussing gender issues and negotiation. Carol regularly appears on television programs, such as the Today Show, and her advice has been featured by The New York Times, CBS MoneyWatch, NPR, Cosmopolitan Magazine, Forbes.com, The Huffington Post and Newsday.

Date:
Tuesday, April 16, 2013
Time:
12:00-5:30 p.m. EST
Location:
6ABC in New York
Global offices may partici-
pate by videoconference
CLE credit:
2.5 transitional skills
RSVP:
Lisa Hernandez at
lhernandez@stblaw.com

Carol's highly experiential workshop will provide the tools and techniques needed to negotiate more efficiently and effectively with anyone — whether you're trying to reach agreement with clients, opposing counsel or colleagues. The workshop will help you:

- gain an understanding of how both the substantive and shadow (interpersonal dynamic) components impact the bargaining process;
- learn to identify common negotiation traps and how to avoid them;
- adopt a proven process for negotiation planning;
- learn to anticipate potential challenges and how to deal with them; and
- apply the principles to a typical negotiation situation.

Negotiation is a critical skill for attorneys, and Carol's goal is to help participants learn to negotiate confidently and competently. Described as a "ruthless pragmatist," Carol's approach focuses on obtaining the desired results without sacrificing relationships.

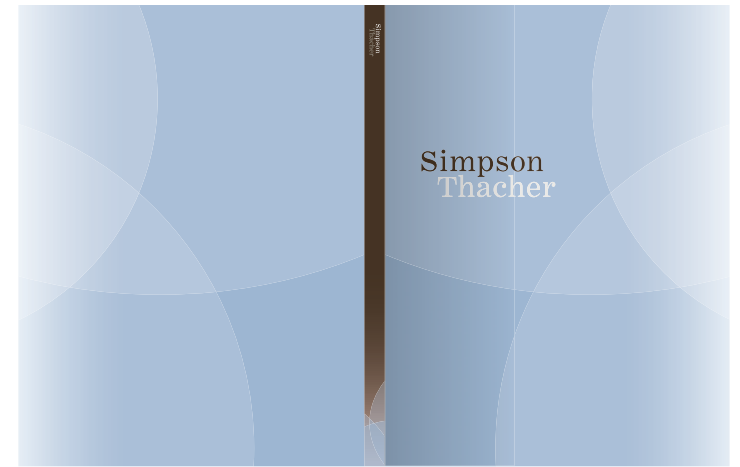
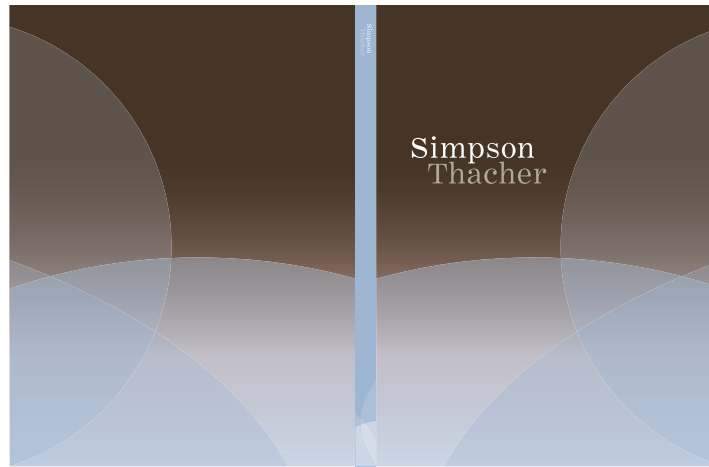
2.5
Transitional Skills
CLE credit

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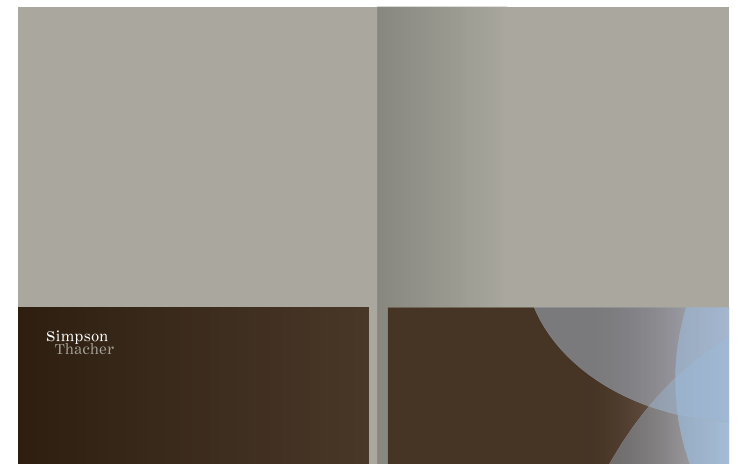
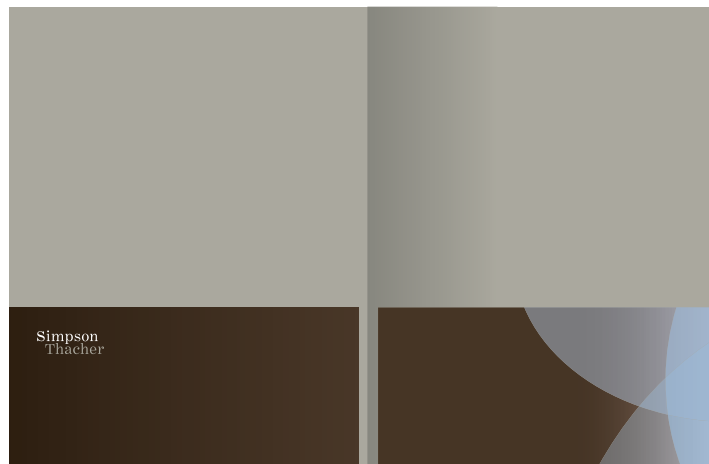


47

Covers

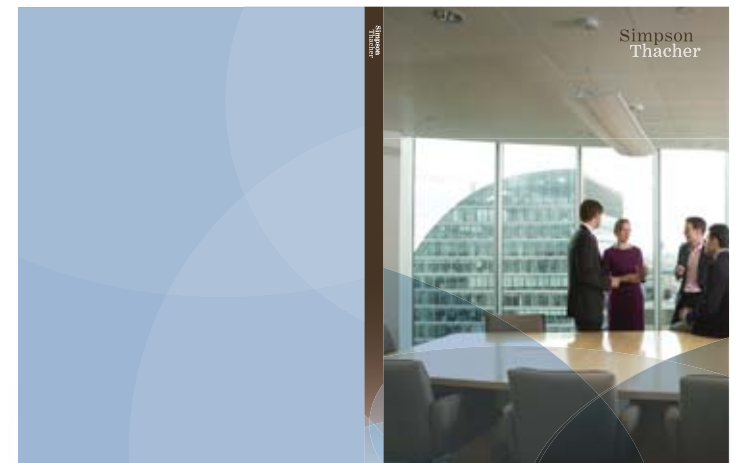
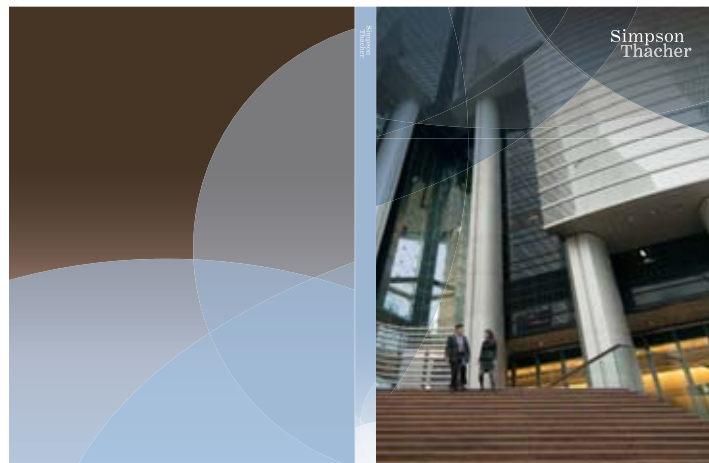
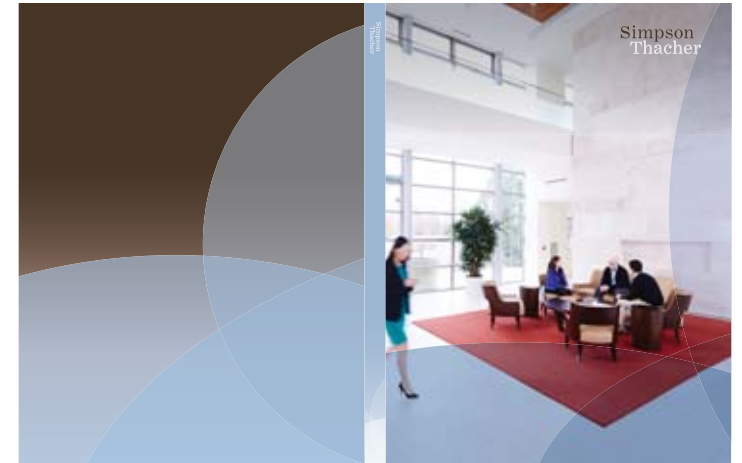
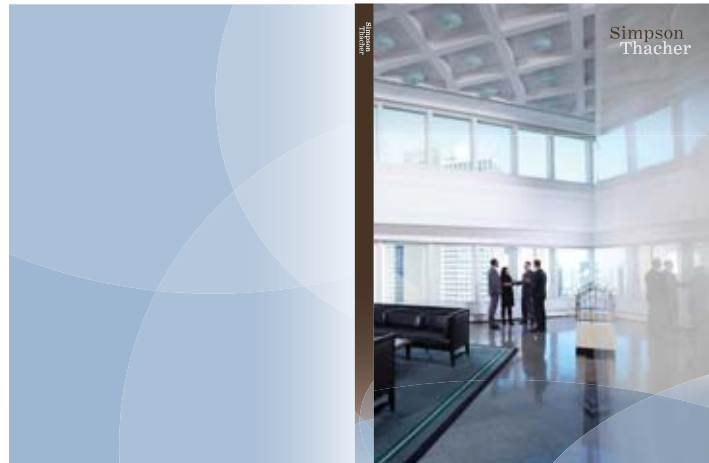


Interior



48

Covers





The Simpson Thacher brand expression embraces a warm, sophisticated color palette and reflects our customer-centric philosophy of being friendly, open and approachable.

Our colors reflect our character—they are as bold and inviting as we are courageous, optimistic, purposeful and engaging. And they are used deliberately to show how we both distinguish and blend our disciplines.





Thank you. Questions?

Please contact the Business Development Team
at businessdevelopment@stblaw.com

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