



The Diversity and Inclusion Committee of the Barristers Club presents

Make it Rain

Hitting Your First \$1M+ ARR

Speakers

Sophie Alcorn

Alcorn Immigration Law

Chambord Benton–Hayes

Benton Employment Law

Lindsey S. Mignano

SSM

Valerie Fenchel

Fenchel Family Law

Moderator

Kevin Benedicto

Redgrave

According to most data, around 9% of small businesses reach a revenue of \$1 million or more annually, meaning just under 10% of small businesses earn over \$1 million a year. Join us for this panel of fierce female founders of solo and small law firms who share how they founded their firms and grew their personal books of business from \$0 to \$1M+ ARR.

Learn about the importance of female rainmakers in the legal industry; the struggles women rainmakers face because of their race, gender, and/or other intersectional hierarchies; and why women rainmakers are uniquely positioned to mentor and support other women seeking to build their books of business.

Topics

- The differences between marketing, networking, selling, and most importantly, closing;
- How race, gender, and other social hierarchies affect rainmaking in law and other professional services industries;
- Women supporting women in the journey to \$1M+ ARR

Committee Chairs

Kevin Benedicto, Redgrave

Jacqueline Simonovich, Weintraub Tobin

Tuesday

May 6, 2025

MCLE Registration: 5:00 - 5:30 p.m.

Hybrid Program: 5:30 - 6:45 p.m.

Reception: 6:45 - 7:30 p.m.

MCLE: 1 Hour in Elimination of Bias

To receive MCLE credit, you must sign in during the designated MCLE registration period. This activity is approved for Minimum Continuing Legal Education credit by the State Bar of California. BASF is a certified provider. Provider #103

Registration is required.

Location

In Person

BASF Offices

50 Fremont Street, Suite 1700

San Francisco, CA

Virtual

Zoom link will be provided prior to the program.

Cost

FREE

VIEWING OPTIONS



This is an in-person event, register at www.sfbar.org



Special Requests:

People with disabilities should contact BASF (events@sfbar.org) regarding reasonable accommodations.

Register online: www.sfbar.org/calendar

Event Code B250200