## Meeting with Partners – NEXT Council

## Meeting Organization (10 minutes)

- Total Duration: 10 minutes
- Objective: Present the Next Generation of Lawyers platform and collect feedback from partners regarding functionalities and needs.

### **Meeting Structure**

Time	Activity
0:00 - 1:00	Opening and Contextualization
1:00 - 2:30	The Problem and the Solution
2:30 - 3:00	Summary of the Proposal
3:00 – 3:30	Invitation to Participate
3:30 – 10:00	Discussion and Questions

### Detailed Agenda

#### 0:00 - 1:00 → Opening and Contextualization

- **PODJECTIVE:** Build connection with participants and contextualize the need for the product.
  - Brief introduction of the project and its motivation.
  - Engaging rhetorical question: "What is currently your biggest challenge in finding high-quality legal talent?"

#### 1:00 - 2:30 → The Problem and the Solution

**PODJECTIVE:** Emphasize why the platform is necessary.

- The Problem: Law firms and companies struggle to find and assess legal talent quickly and effectively.
- The Solution: A platform that connects young legal professionals to companies, enabling efficient and segmented recruitment.
- MVP Focus: Initial release will include only profiles and job opportunities. The mentorship feature will be introduced in future iterations.

#### $\bigcirc$ 2:30 - 3:00 → Summary of the Proposal

- Pobjective: Reinforce how the platform will work.
  - For Students: Profile creation + job applications + application dashboard.
  - For Companies: Job posting + candidate dashboard + customized filters.
    - Differential: Smart matching between legal talents and relevant opportunities.

#### 3:00 - 3:30 → Invitation to Participate

- **Propriet** Propriet States and the discussion.
  - "We want to ensure that this platform truly meets the needs of the legal sector.
    We'd love to hear from you about what you expect from a product like this."
  - "Now we would like to understand which features you consider the most important."

### ? 3:30 - 10:00 → Discussion and Questions

- **Proof:** Objective: Gather insights about the desired features and needs.
- Five strategic questions:

#### What difficulties does your firm or company face in finding and assessing legal talent?

- Breaking out of traditional hiring bubbles and expanding the search for top talent.
- Having a preliminary filter of candidate profiles and characteristics to streamline the HR process.

## ②If your company could rely on an ideal legal recruitment platform, what features would be essential?

- Simple and quick access to talent profiles.
- Advanced filters based on specific hiring needs.
- Access to program-related information (NEXT): agenda of events and descriptions.
- Comment from Gabi: Suggestion to include a new feature a calendar of NEXT program events.

# ③What candidate information would be most relevant to make quick and effective hiring decisions?

- Beyond LinkedIn information, it would be important to know the candidate's career aspirations (e.g., interest in LLMs abroad, pursuing a master's degree in Brazil, career path in law firms, corporate roles, academia, etc.).
- An overview of how the program has impacted their journey events attended, themes discussed, and takeaways.

#### Key Questions and Recorded Responses

# 1. What difficulties does your company/firm face when trying to find and evaluate legal talents?

"We often struggle to reach talents outside of our traditional network. We end up hiring people from a narrow bubble."

"A big challenge is finding young professionals who are aligned with our company culture. A pre-filter would help a lot."

## 2. If your company could have the ideal legal recruitment platform, what would be essential functionalities?

"A simple and intuitive way to access candidate profiles. We don't want something that requires long training."

"Smart filters. We'd like to filter by university, year, area of interest, and even whether the candidate wants to pursue a corporate, academic, or governmental path."

"It's important that there's information about the NEXT program itself. What have students done so far? What events have they participated in?"

#### Suggestion from Gabi:

"I suggest creating a new section for the *Agenda of NEXT Meetings*. Offices want to know which moments students have been part of, which strengthens credibility."

## 3. What candidate information do you find most relevant for quick and effective hiring decisions?

"Beyond LinkedIn-type information, we want to understand the candidate's journey. For example: Do they want to pursue an LLM abroad? Are they more corporate or academic oriented?"

"A narrative of what the project has generated for the student would be important — what events they attended, themes they've explored."