



LADDER DOWN

Cleveland

**LEADERSHIP, BUSINESS DEVELOPMENT, and MENTORING
for WOMEN LAWYERS**

CONFIDENTIAL APPLICATION 2026

Name

Email Address

Telephone

Firm & Position at Firm

Practice Area(s)

Years in Practice

1. How did you hear about Ladder Down Cleveland™?

2. What do you hope to achieve through participation in this program?

3. Describe your current leadership and business development activities.

4. Describe any challenges you are currently facing in business development and any other aspects of your legal career.
5. Describe your professional goals for the next 3-5 years.
6. Have you ever received any formal leadership or business (client) development training? If so, please describe.
7. Your success in Ladder Down Cleveland depends on your commitment to attend and actively participate in each session. Ladder Down involves a minimum time commitment of 3 hours monthly (see the attached curriculum and calendar). Participants accepted into the program who miss more than four sessions will not graduate. This attendance requirement includes all sessions with Beth Fitch and Marianne Trost, all guest panel discussions, and the Speed Networking Event. Do you understand and agree to this attendance requirement? Do you have any known conflicts with the dates shown on the attached curriculum and calendar?
8. Financial aid is available for eligible accepted applicants. If you believe you will need financial aid to pay part or all of the program tuition cost, please explain below.

Send your completed, confidential application to Kelley.Barnett@amtrustgroup.com
Questions? Call or Text Kelley Barnett at (216) 548-6013
Application Deadline: November 20, 2025

Ladder Down Cleveland™ 2025 Tuition: \$1,000.00 (due by January 15, 2026
for accepted class members)

Make checks payable to: FDCC Foundation
Mail or deliver checks to:
AmTrust Financial Services, Inc.

Attention to: Kelley Barnett
800 Superior Avenue, 21st Floor
Cleveland, Ohio 44114

2026 LADDER DOWN CLEVELAND CURRICULUM*

January 15, 6:00-7:00 p.m.: Welcome Reception

January 18, 8:30-11:00 a.m.: Beth Fitch – Leadership Development: (Part 1)

February 15, 8:30-11 a.m.: Beth Fitch – Leadership Development: (Part 2)

March 3, 4:00-6:00 p.m.: *One-Hour Small Groups with Beth Fitch (Each Group Time TBD - Small Groups VIA ZOOM)*

March 10, 4:00-6:00 p.m.: *One-Hour Small Groups with Beth Fitch (Each Group Time TBD - Small Groups VIA ZOOM)*

April 5, 8:30-11:00 a.m.: Marianne Trost – Rainmaking Essentials – (Part 1)

May 3, 8:30 a.m.-12:30 p.m.: *One-Hour Small Groups with Marianne Trost (Each Group Time TBD - Small Groups VIA ZOOM)*

May 10, 8:30-11:00 a.m.: Marianne Trost – Rainmaking Essentials – (Part 2)

May 31 8:30-12:30 p.m.: *One-Hour Small Groups with Marianne Trost (Each Group Time TBD - Small Groups VIA ZOOM)*

June 14, 8:30-11:00 a.m.: Marianne Trost – Rainmaking Essentials – (Part 3)

June 21 8:30-12:30 p.m.: *One-Hour Small Groups with Marianne Trost (Each Group Time TBD - Small Groups VIA ZOOM)*

July 12, 8:30-11:00 a.m.: Marianne Trost – Rainmaking Essentials – (Part 4)

July 26, 8:30-12:30 p.m.: *One-Hour Small Groups with Marianne Trost (Each Group Time TBD - Small Groups VIA ZOOM)*

July 30, 5:30-7:30 p.m.: Speed Networking with Female In-House Counsel, Judges and other Leaders

August 13, 5:30-7:00 p.m.: The Real Deal: Sharing Perspectives from Local Female Law Firm Leaders

September 17, 5:30-7:00 p.m.: Wisdom from the Bench: The Judicial Perspective

October 4: 8:30-11:00 a.m.: *Beth Fitch – Mentoring: Paying it Forward (via ZOOM)*

October 15, 5:30-7:30 p.m.: CONNECT All Class Networking Event

October 22: 5:30-7:00 p.m.: The Client Perspective: General Counsel Panel

November 12, 6:00-7:00 p.m.: Graduation

*Ladder Down Cleveland 2025 sessions are IN PERSON unless noted as being held “*VIA ZOOM.*”