



Own the Conference

Stop spending thousands of dollars and hours away from billable work just to walk away from conferences empty-handed.

Too many attorneys attend IP conferences and...

- Show up without a clear plan of who to meet.
- Miss the happy hours and dinners where the *real* networking takes place.
- Sit through panels that don't connect them with the right people.
- Collect business cards that end up in a drawer.
- Return to the office feeling like it wasn't worth the money or the time.

It doesn't have to be this way.

The Solution: Own the Conference

Own the Conference is a private, one-on-one prep program designed to make every conference you attend a true business development opportunity.

Instead of showing up cold, you'll arrive confident, prepared, and equipped with a clear strategy to turn casual conversations into meaningful relationships that grow your practice.

There's an art and a science to conferences. Success begins long before you show up and continues long after you've left. A winning conference strategy builds momentum year over year and drives results **between conferences**.

I'm Jamie, a seasoned conference attendee, trademark attorney, and business development coach and consultant for IP attorneys. I've cracked the code to turn conference attendance into real, measurable ROI, and I want to share my proven strategies with you.

Here's What You'll Get:

3 Private 1:1 Mastermind Sessions

Two before the conference and one after, covering how to:

- Identify and engage your ideal clients and referral partners at the conference.
- Customized conference strategies based on your personal networking preferences.
- Prioritize your schedule to make it manageable *and* productive.
- Strategically navigate scheduled and impromptu meetings and events.
- Create memorable pre-conference messaging and post-conference follow-ups.
- Stay on track with follow ups, and continue to build relationships between conferences.

Real-Time Access to Jamie

Guidance during the conference so you feel confident in real time.

Accountability

Stay on track with your preparation and follow ups in order to achieve your goals.

Business Development Tools

Take what you learn into next year and beyond, growing your practice and network with confidence.

All of this for only USD \$1,595.

Sign Me Up!

There are only 5 slots available!

Investment

The investment for **Own the Conference** is \$1,595—the equivalent of a few billable hours.

One strategic plan that leads to stronger relationships, new clients, and better ROI from every conference is worth far more than showing up unprepared yet again.

Take Charge, Build Connections, and Grow Your Book of Business.

Why It Works

Own the Conference goes beyond the basics of conference prep.

It's about learning how to:

- **Stand out:** Build a clear brand and messaging strategy.
- **Connect effectively:** Make meaningful connections at meetings, cocktail hours, and in hallways.
- **Maximize your time:** Navigate the conference like a pro and avoid burnout.
- **Follow up with impact:** Turn those connections into long-term relationships and business.

And the best part? The tools and strategies you'll learn are yours to keep, so you can apply them to any future conference or networking event.

[Click to Start Prepping Now.](#)

Who Should Join?

This program is perfect for IP attorneys attending any upcoming IPconferences, including:

- Attorneys new to conferences.
- Veteran attendees who want to reassess their conference strategy to generate more ROI.
- Those looking to improve their networking and business development skills.

If you're ready to move from just "attending" to **Owning the Conference**, this program is for you.

[This is for me!](#)

There are only 5 slots available!

Show Up Prepared. Connect with Purpose. Leave with Results.

Upcoming Conferences

Conference season is already here. In just the next few months, IP attorneys will be heading to the following and others:

- AIPPI World Congress — Yokohama, Japan
- MARQUES Annual Conference — The Hague, Netherlands
- INTA TMAP Meeting — Berlin, Germany
- MarqVision IPx - Los Angeles
- IIPLA USA 27th Conference — Palo Alto, California
- PTMG — Budapest, Hungary
- ChIPs Global Summit — Washington, DC
- AIPLA Annual Meeting — Washington, DC
- INTA Leadership Meeting — Hollywood, Florida

The opportunities are there—but only if you arrive prepared with the right strategy.

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Ready to Own the Conference?

Conference season is already here. Don't wait until you're standing in a crowded hotel lobby wishing you'd done more prep.

👉 **Sign up now to reserve one of the five spots for Own the Conference**

This year, make sure the time and money you spend at conferences delivers results.

Be Seen. Be Remembered. Build Your Practice.

Meet Your Coach: Jamie

With 20 years as a trademark attorney and more than a decade of INTA experience, Jamie has been where you are. She knows how busy and overwhelming conferences can be, and she knows that conference momentum can lag once you return home and go back to work. Jamie has developed a framework to confront those issues and deliver results.

This framework allowed Jamie to grow her own visibility on LinkedIn by 800%, expand her international trademark practice by over half a million dollars, and drive year-over-year revenue growth by 35%.

Now, through **Drumlin Strategies, LLC**, she's coaching attorneys and law firms to achieve the same success.

Got questions? Reach out, and let's chat about how this program can help you make the most of your next conference.

[Click to Schedule a Call](#)

TESTIMONIALS

"Thank you so much for the wonderful experience in the Own the Conference prep program, for the group work, and for your support! Your advice was incredibly helpful and really made my time at INTA very enjoyable and enriching!" - Yulia Chyzhova, IP, Trademark & Patent Attorney

"Jamie gave me new ideas, helped me focus on my prep and planning, work on meaningful post as well as conference follow up. I'd recommend Jamie to all my INTA and trademark friends." -Georgie Collins, Head of Intellectual Property

This program is not sponsored by any industry association.

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