

Yes in the Age of No: The Transformative Power of Yes



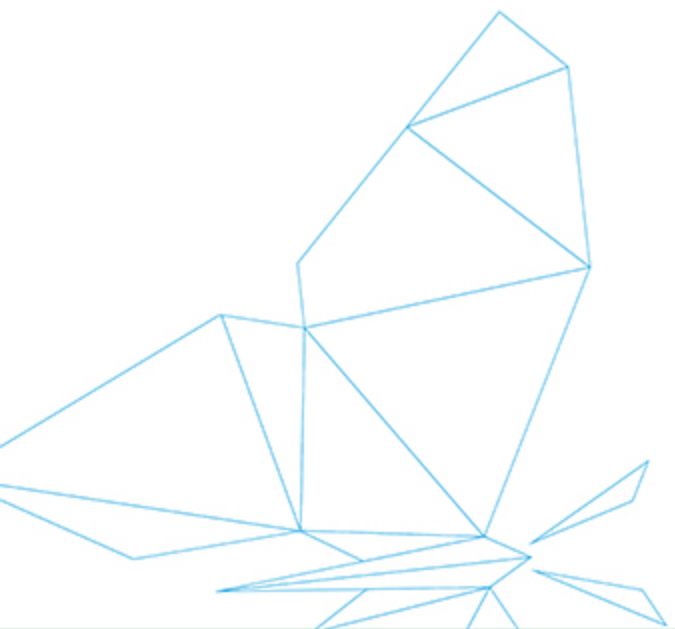
ENCORE RECORDED SESSION FROM THE 2021 INTERNATIONAL CLIENT SEMINAR

Pop Up Question



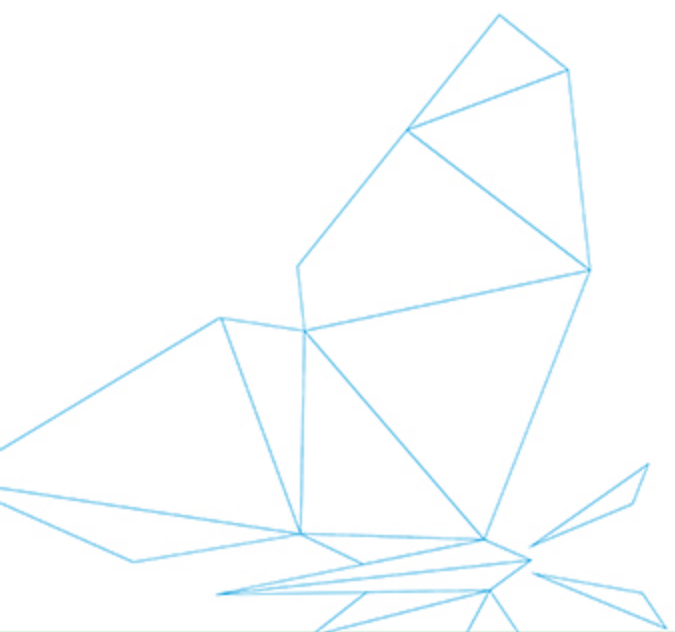
Question 1: Where were John, Paul, George, and Ringo born?

- A. London
- B. Liverpool
- C. Dublin
- D. Birmingham



Live Q&A

Please use the question box on the right side of your screen to pose any questions you may have.



CLE & Post-Webinar Survey

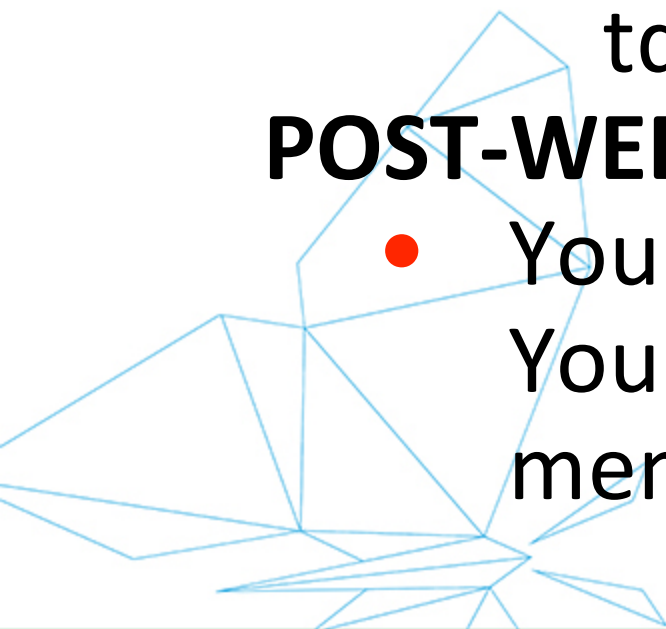


CLE

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tdoherty@alfainternational.com

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Presenters



TIM PEEPLES

Daniel Coker Horton & Bell, P.A.
Oxford, Mississippi
E: tpeeples@danielcoker.com



YVETTE DAVIS

Haight Brown & Bonesteel, LLP
Los Angeles, California
E: ydavis@hbblaw.com



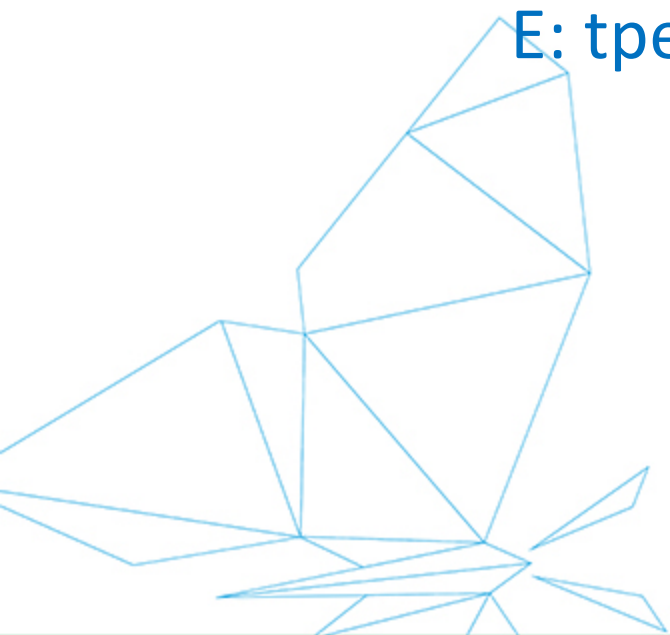
MARK C. DELY

Vera Bradley, Inc.
Roanoke, Indiana
E: mdely@verabradley.com



DELPHINA YUEN

Lyft
San Francisco, California
E: dyuen@lyft.com





RIDING THE WINGS OF TRANSFORMATION

THE POWER OF RADICAL &
FUNDAMENTAL CHANGE

2021 INTERNATIONAL CLIENT SEMINAR
MARCH 2-4, 2021 | VIRTUAL



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**RIDING THE WINGS OF
TRANSFORMATION**
THE POWER OF RADICAL & FUNDAMENTAL CHANGE



2021 INTERNATIONAL CLIENT SEMINAR

**THE TRANSFORMATIVE
POWER OF “YES”**

PRESENTERS



Yoko Ono, "Ceiling Painting
(Yes Painting)," 1966

- *Delphina Yuen* – Lyft
- *Mark Dely* - Vera Bradley
- *Yvette Davis* – Haight, Brown & Bonesteel
- *Tim Peeples* – Daniel Coker
Horton & Bell

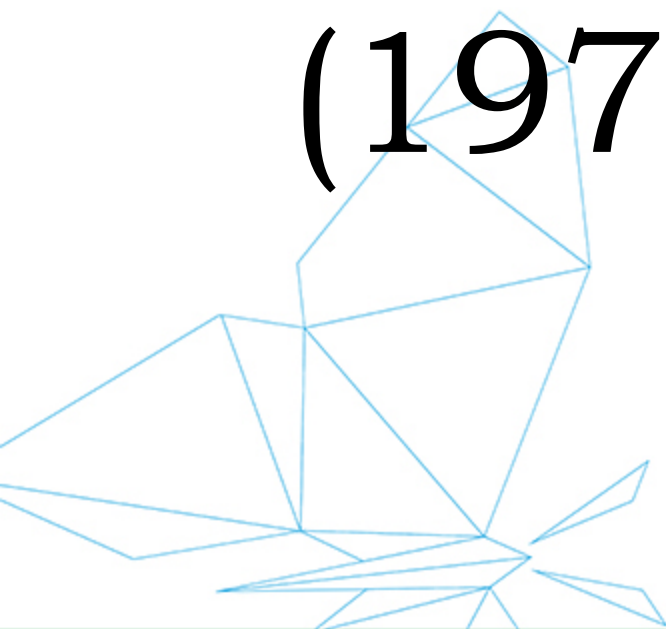
THE TRANSFORMATIVE POWER OF “YES”

“Yes is the answer
And you know that for
sure”

John Lennon, *Mind Games*
(1973)



[https://en.wikipedia.org/wiki/Mind_Games_\(John_Lennon_album\)](https://en.wikipedia.org/wiki/Mind_Games_(John_Lennon_album))



“YES” IS JUST A STATE OF MIND



Beatles, *Maggology, Volume 1*, Album Cover

“Can you hear me, that when it rains it shines,

It’s just a state of mind”

Beatles, *Rain* (1966)



WHY CAN'T WE SAY "YES?"

“Living is easy with
eyes closed,

Misunderstanding all
you see”

Beatles, *Strawberry
Fields* (1967)



<https://soundcloud.com/nigelbrownmusic/strawberry-fields>



WHY CAN'T WE SAY "YES?"




<https://imgur.com/r/gif/DxjAa>

FACING REJECTION

What if I send it in and they don't like it? What if they say I'm no good? I mean, I just don't think I can take that kind of rejection.

Marty McFly, *Back to the Future*

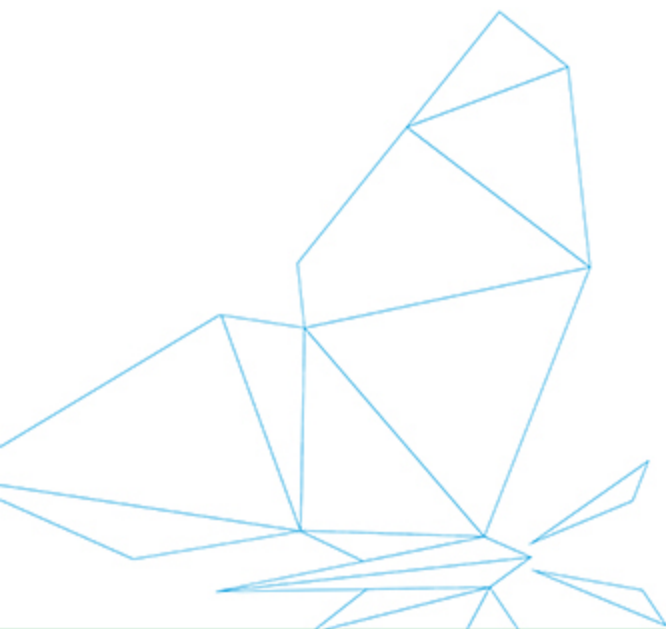


In 1962 when rejecting the Beatles "we don't like their sound, and guitar music is on the way out".

QUOTEHD.COM

Decca Recording

JIA JANG REJECTION THERAPY EXPERIMENTS - PART I

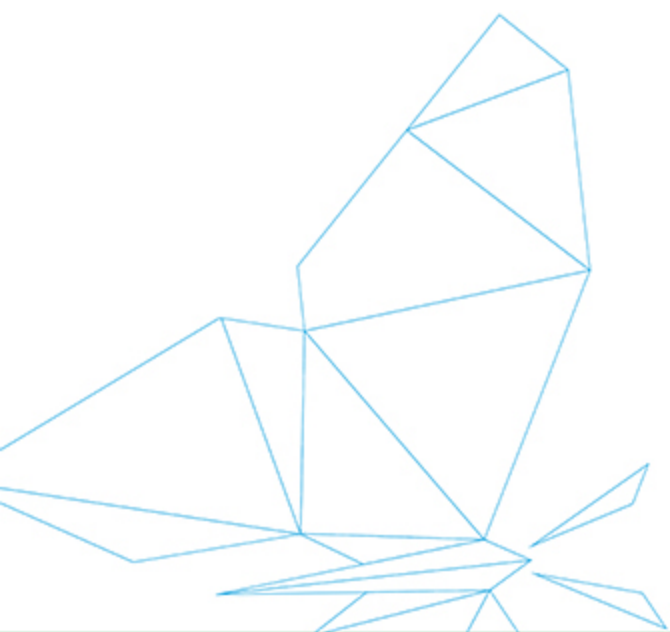


https://www.youtube.com/watch?v=nUb8Wnh9f-Y&feature=emb_logo

JIA JANG REJECTION THERAPY EXPERIMENTS - PART II




https://www.youtube.com/watch?v=7Ax2CsVbrX0&feature=emb_logo



HOW DOES “YES” FIT INTO THE LEGAL PROFESSION?



**THE
BEATLES**

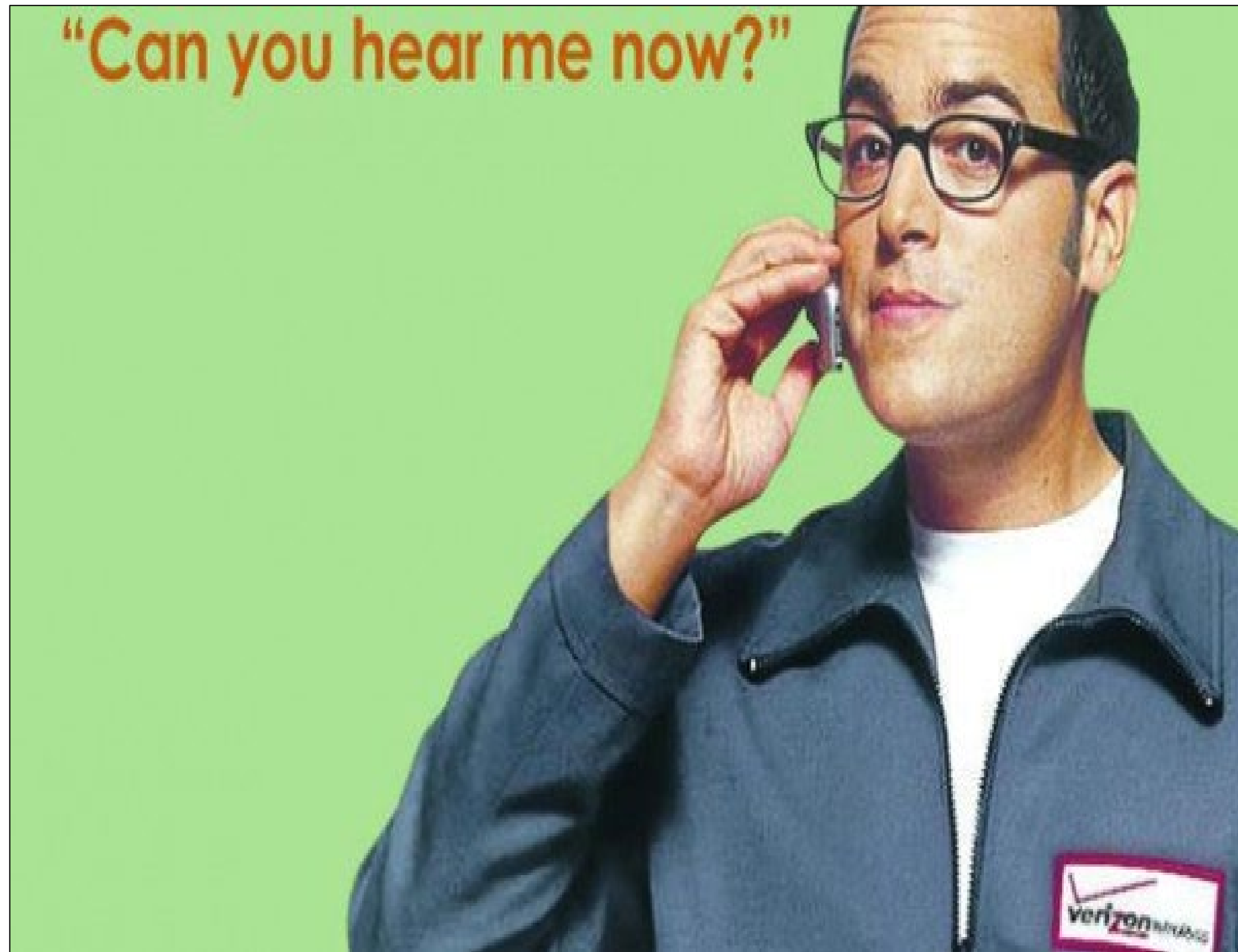


HELP!

Beatles, *Help*,
Album Cover (1965)

- The role of in-house counsel is to get to YES.
- In-house counsel is looking for a YES from outside counsel.
- How can outside counsel help achieve that YES outcome?

DON'T FORGET TO LISTEN



The single biggest problem in communication is the illusion that it has taken place.

George Bernard Shaw

<https://wizardofads.org/can-you-hear-me-now-how-verizon-grabbed-greater-market-share-as-premium-priced-provider/>

“YES” IN A COVID-19 WORLD

- Remote “offices”
- Flexible work schedules
- Diversity and inclusion



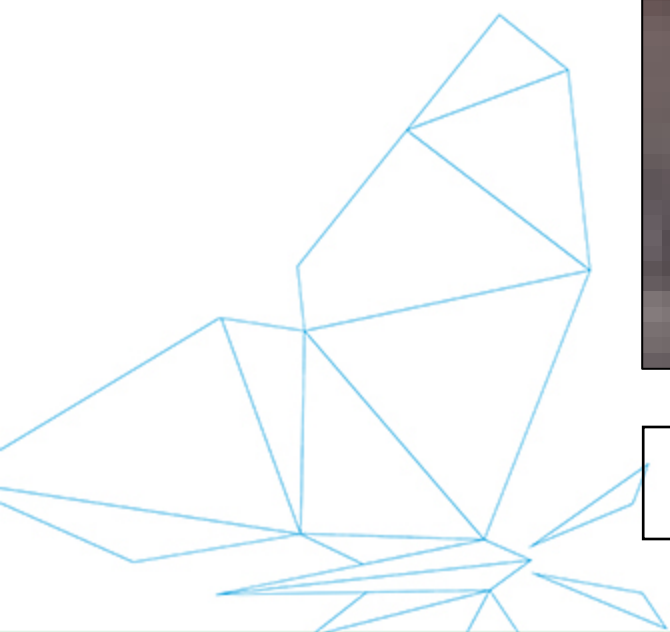
Beatles (with smog masks), *Manchester Evening News*, December 7, 1965 (AP photo)



THE ART OF SAYING “NO”



<https://www.youtube.com/watch?v=HuiNmZEO60s>



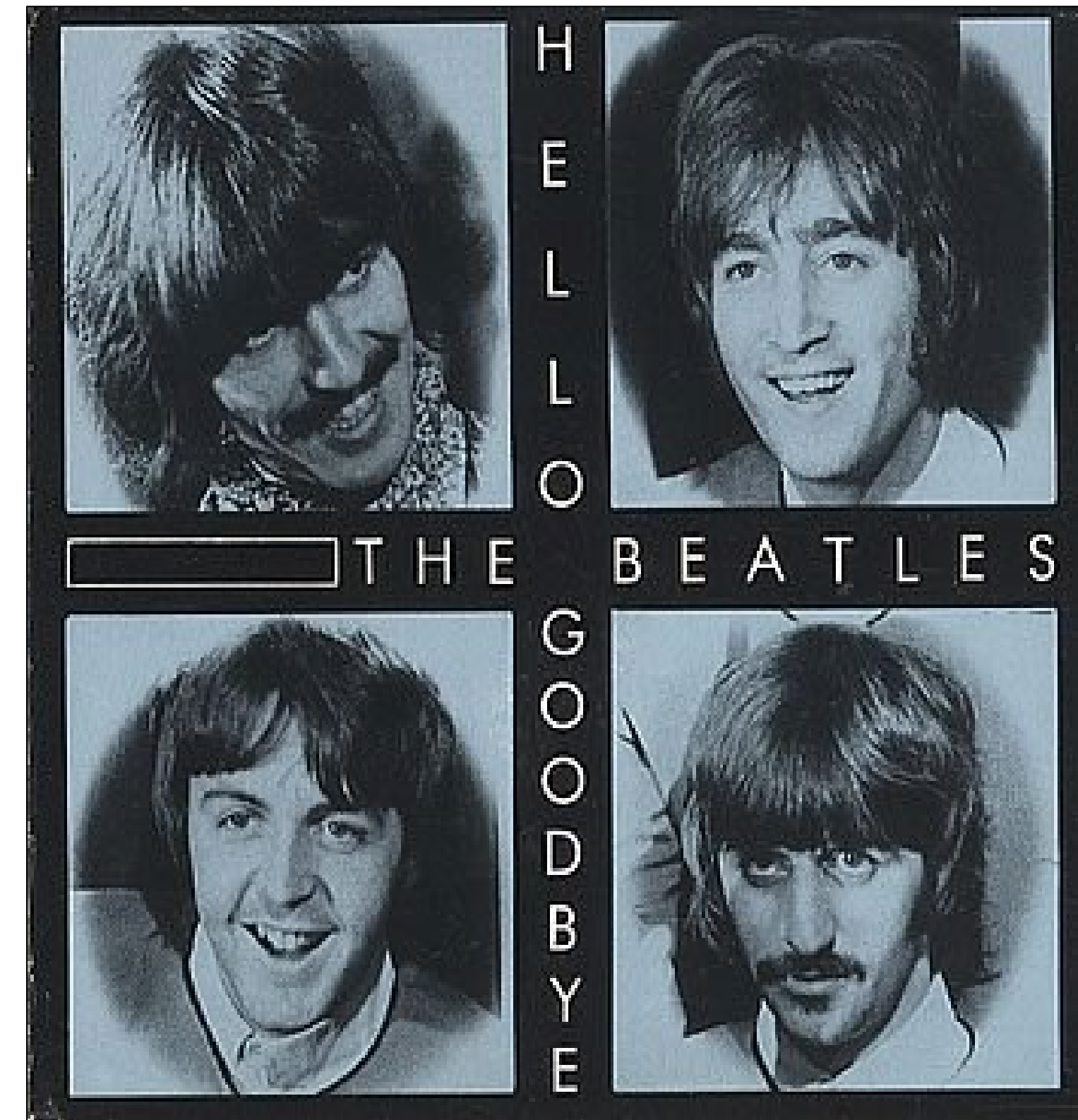
THE ART OF SAYING “NO”



“You say yes, I say no,
You say stop and I say go go go,

I don’t know why you say goodbye,
I say hello”

Beatles, *Hello, Goodbye* (1967)



<https://www.amazon.com/Hello-Goodbye-Walrus-Inch-Single/dp/B000OKI94K>

