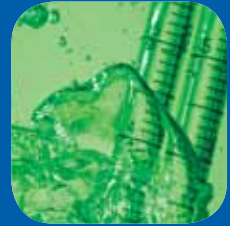




Licensing Executives Society
(U.S.A. and Canada), Inc.



Your Gateway to Licensing and IP Knowledge



Serving the Licensing and Intellectual
Property Community for more than 45 years

▶ **Invest in Your Future** ▶ **Build Success** ▶ **Join Now**

WWW.LESUSACANADA.ORG/JOIN



MICHAEL LASINSKI
*Managing Director & CEO,
284 Partners
Member Since 1996*

“ LES has always been important to me – education in the early years, mid-career teaching opportunities and now a leadership experience that allows me to give back to the profession. ”

Volunteer Activities:

- President
- Treasurer
- Best Practices Chair
- Chapter Chair

WHO YOU ARE



You're a new Licensing Executive at a software company and want to learn best practices from your peers.

You're a Partner at an IP boutique law firm focused on delivering value to your Fortune 500 clients.

You're a Technology Transfer Executive at a University seeking to commercialize your assets.

You're a seasoned Business Development Executive at a large pharmaceutical company looking to partner with a small innovative company.

You're a law school student interested in learning more about careers in IP and licensing.

You've found your new home – LES.

► Invest in Your Future ► Build Success ► Join Now



ANJAN ARALIHALLI

*Senior Director, Business
Development, Shionogi Inc.
Member Since 2003*

Volunteer Activities:

- 2010 Annual Meeting Committee
- 2011 Annual Meeting Committee
- Education Committee
- Frequent Presenter at Meetings

“ LES makes me a better professional. I’ve improved my negotiation skills, built my network of contacts, and learned best practices across different industries – putting me on the inside track to being a preferred partner. ”



SIMMONE MISRA

*Licensing Executive,
Microsoft
Member Since 2006*

Volunteer Activities:

- Chapter Chair (Recipient of “Excellence in Leadership” and “Most Creative Chapter” Awards)



“ As a newcomer to the industry, LES membership helps me stay current on important industry issues, meet relevant influencers, and recalibrate my own strategies for success. ”

“ Through LES, I’ve gained a better understanding of corporate-university licensing strategies, and experienced firsthand how a discussion at an LES meeting can lead directly to strengthened relationships with companies. ”

LINDA CHAO

*Stanford University Office
of Technology Licensing
Member Since 1997*

Volunteer Activities:

- Chair, LES Foundation Graduate Student Business Plan Competition
- International Delegate
- Seasonal & Annual Meeting Committees



PAMELA COX

*Partner, Marshall,
Gerstein & Borun LLP
Member Since 2001*

Volunteer Activities:

- International Delegate
- Chapter Chair
- Education Course Development & Instructor
- Frequent Presenter at Meetings

“ LES helps me achieve my professional development goals and strengthen my network of long-term, quality relationships with other licensing professionals. ”

MIKE LEE

*Partner, Sterne, Kessler,
Goldstein & Fox
Member Since 2003*

Volunteer Activities:

- Vice President, Member Engagement
- Annual and Seasonal Meeting Chair
- Vice President, Education
- CLP Development

“ LES is the only association that connects me with both legal and business licensing professionals. Over the years, these relationships and professional development opportunities have been instrumental in advancing my career and practice. ”



WHO WE ARE



- ▶ LES (USA & Canada) has been advancing the business of IP and IP in business for more than 45 years. We are the only association that brings together legal, business and scientific experts focused on licensing and IP commercialization.

It's time to JOIN LES.

MISSION

The Licensing Executives Society (U.S.A. and Canada), Inc. is an independent, professional organization that facilitates global IP commerce through education, networking, standards development and certification.

ABOUT US

Since 1965, LES (USA & Canada) has been the leading association for professionals engaged in the licensing, transfer, use, development, commercialization and marketing of intellectual property.

Our members receive vital and timely information on a variety of intellectual property business issues. We provide our members with a wealth of resources including:

- > national and local educational programming
- > the worldwide quarterly journal *les Nouvelles*
- > the weekly enewsletter LES Insights
- > industry-specific market research
- > career center
- > global membership directory

With timely information, education, networking and community support, LES (USA & Canada) provides the tools you need to navigate and succeed in today's competitive marketplace.

LES (USA & Canada) is a member society of the Licensing Executives Society International, Inc. (LESI), with a worldwide membership of nearly 12,000 members in 32 national societies, representing over 90 countries.



> Come for the Education > Stay for the Networking > Join Now

OUR MEMBERS

▶ LES (USA & Canada) represents a highly-diverse community of nearly 5000 IP, business and technology licensing professionals that collaborate across multiple industries to create a unique networking and learning environment.

LES is a welcoming business community that empowers, connects and celebrates licensing and IP professionals through education, networking, mentoring and the sharing of best practices.

Whether you're an industry veteran or someone new to the profession, LES provides you with the opportunity

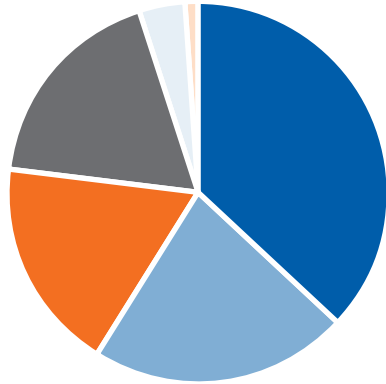
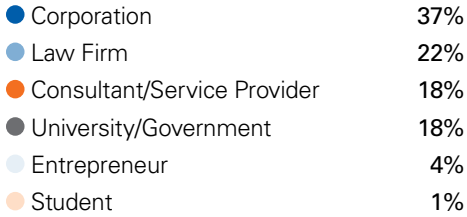
to attend cutting-edge educational sessions, exchange valuable knowledge, and advance your career — all while developing long-lasting professional and personal relationships that will take you to the next level.

The significant contributions of our volunteers make the character of LES truly unique. We are an organization run by its members for its members. Volunteers are involved in all aspects of LES including meetings, education, publications, committees and local chapters.

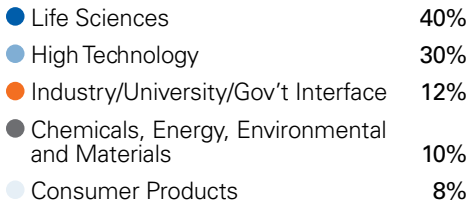


▶ [Expand Your Network](#) ▶ [Get Connected](#) ▶ [Join Now](#)

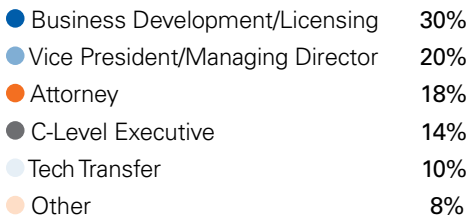
Organization Types



Industry Sector



Professional Titles



KEY BENEFITS

▶ LES (USA & Canada) is your greatest resource for thought leadership, best practices, education, networking, business opportunities and professional development. Now more than ever, LES membership provides you with an extensive and valuable array of support through the following exclusive member benefits:



▶ **Gather Your Resources** ▶ **Gain Insight** ▶ **Join Now**

► **Access to the world's largest licensing network** through the global LES membership directory and a variety of online communities, combining to give you the most comprehensive source of IP, technology, and business development professionals across various industries and organizations.

► **Unique and valuable publications** including *les Nouvelles*, *Viewpoints*, *LES Insights*, and the latest compensation and royalty rate & deal terms surveys, which are continually expanding to include new industries and updated information.

► **Professional development opportunities** to take your career to the next level, including education courses for all levels of experience, webinars, Certified Licensing Professional (CLP) certification, and mentoring opportunities.

► **Personal benefits** that include building your network of licensing colleagues, mentoring, developing leadership skills, and a career center that facilitates connections between leading industry professionals seeking positions and employers with relevant opportunities.

► **Unparalleled leadership and networking opportunities** through volunteer positions in one of the Society's numerous local chapters, industry sectors or professional interest committees.

► **Registration discounts** for all LES events, including national and local chapter meetings, education programs, and new online learning opportunities.

► Here are 4 easy ways to join LES today!



1 ONLINE



2 MAIL



3 CALL



4 FAX

LES (USA & Canada)

1800 Diagonal Road, Suite 280
Alexandria, VA 22314

Tel: (703) 836-3106

Fax: (703) 836-3107

membership@les.org

www.lesusacanada.org/JOIN

LES MEMBERSHIP APPLICATION

Personal Information

Dr. Mr. Mrs. Ms.

Name: _____
First MI Last

Title: _____ Employer: _____

Mailing Address: _____
City State Zip/Postal Code Country

Phone: _____ Fax: _____

Email Address: _____ Website Address: _____

Communication Preference: Email Mail Local Chapter Affiliation: _____

Which age group do you belong to: 18–24 25–34 35–44 45–54 55–64 65 and over

Rules of Conduct: View at www.lesusacanada.org/rulesofconduct

I have read the Rules of Conduct of the Licensing Executives Society (U.S.A. and Canada), Inc. and agree to abide by them.

Applicant's Signature _____

Professional Title/Function

Please indicate which category best describes your profession.

- C-level Executive Level Vice President Director Associate
 Technology Transfer Professional Attorney Consultant Student Retired
 Other (specify) _____

Industry Sectors

Please indicate two (2) Industry Sectors in which you are currently active for the indexes in the annual membership directory. Rank these selections (1 and 2).

- Chemicals, Energy, Environmental & Materials
 Consumer Products
 High Technology
 Industry-University-Government Interface
 Life Sciences

Organization Type

Please check the one that best describes your employer's organization.

- Corporation
 University/Government/National Lab
 Financial Services/Investments
 Law Firm
 Consultant/Service Provider
 Other (specify) _____

Payment Information

Please make all payments in U.S. Dollars. Enclose a check or money order payable to LES (USA & Canada), or fill in the credit card (American Express, Visa, Mastercard, and Diners Club) information below.

Please Mark One: \$290 Active \$35 Student | Graduation Date: _____ Promo Code _____

Account Number: _____ Exp. Date: _____

Cardholder's Signature: _____

Please mail form and payment to:

LES (USA & Canada), 1800 Diagonal Road, Suite 280, Alexandria, VA 22314,

or Fax to: (703) 836-3107 or **Apply Online Now** at www.lesusacanada.org/JOIN.