



COLLEGE OF LAW PRACTICE MANAGEMENT

Futures Forum

“Using Data to Drive Client Acquisition”

FACULTY



[Luke Ferrandino](#)

Luke Ferrandino will be the Chief Marketing & Business Development Officer at Skadden, Arps, Slate, Meagher & Flom LLP. He previously was the Chief Marketing Officer at Paul, Weiss, Rifkind, Wharton & Garrison LLP and before that was Global Director of Business Development & Marketing at Fried, Frank, Harris, Shriver & Jacobson LLP. In these roles, he has initiated and overseen business development and marketing strategies, focusing on client retention, development, communications, alumni relations, and brand awareness. Luke’s career has spanned other prestigious AmLaw100 firms, including Davis Polk and Shearman & Sterling. He holds a BA from Gettysburg College and an MBA from Fordham University.



[Trish Lilley](#)

Trish Lilley is the Chief Marketing Officer at **Barnes & Thornburg**, where she leads the firm's business development, client relations, and marketing efforts on a global scale. Throughout her career, she has been instrumental in building brands, businesses, and high-performing teams at firms such as Thompson Coburn, Stroock & Stroock, and Fox Rothschild. A recognized advocate for innovation in leveraging digital media, technology, and data to enhance visibility and client development, Trish is also deeply involved in community service through the Legal Marketing Association and Access Justice Brooklyn. She holds a BA from Temple University and is a Fellow of the College of Law Practice Management.



[Meredith Williams-Range](#)

Meredith Williams-Range is the Chief Legal Operations Officer at **Gibson Dunn** in New York City. With a wealth of experience in enterprise content management, IT strategy, team building, and licensing, Meredith plays a pivotal role in driving value and operational excellence across the firm. Before joining Gibson Dunn, she led strategic and operational initiatives at firms like Baker Donelson and Shearman & Sterling. Actively engaged with the International Legal Technology Association (ILTA), Meredith served as its President, and spent significant time on its Board of Directors. She earned both her BBA and JD from Memphis University.



[Mike Mellor](#)

MODERATOR

Mike Mellor is the President and Founder of **742advisors**, a consultancy that helps law firms achieve greater business success with fewer resources. Before founding 742advisors, Mike served as the CMO of Pryor Cashman and has also held roles at Katten, KPMG, Paul Weiss, Deutsche Asset Management, and Brown Brothers Harriman. In these positions, he guided firms in business planning, messaging development, sales enablement and overall brand awareness. Mike holds a BA from the University of Maryland, an MCert from the Fletcher School of Law and Diplomacy (Tufts/Harvard), and an MS from Columbia University.