



FOR IMMEDIATE RELEASE

**Former Heller Financial Counsel, Debra Snider, Joins
Corporate Legal Standard General Counsel Advisory Board**

Los Angeles, CA – September 13, 2005 – The Corporate Legal Standard™ (CLS) today announced that law department productivity expert Debra Snider, former General Counsel of Heller Financial, has joined the company's General Counsel Advisory Board. Ms. Snider joins Richard Weise, former General Counsel of Motorola, who currently chairs CLS's General Counsel Advisory Board.

"To have someone who literally 'wrote the book' on law department productivity join our General Counsel Advisory Board is an honor," says Nena W. Wong, CEO of The Corporate Legal Standard. Ms. Snider wrote a leading book on law department productivity: [The Productive Culture Blueprint \(for Corporate Law Departments and Their Outside Counsel\)](#) (American Bar Association Career Resource Center, 2003).

"What CLS is doing hits the mark on what law departments need today," says Ms. Snider. "In an increasingly competitive business climate, running a law department efficiently is more of an imperative than ever." As a member of the CLS General Counsel Advisory Board, Ms. Snider will help drive the strategic direction of the company and provide practical guidance on its products and services.

From 1995-September 2000, Ms. Snider was Executive Vice President, General Counsel, and Chief Administrative Officer of Heller Financial, Inc. in Chicago (formerly NYSE:HF, the company was acquired by General Electric Capital Corporation in October 2001). In her combined functions, Ms. Snider had management responsibility for approximately 100 people and \$100 million in annual expenditures. As General Counsel, she developed the vision, strategies, and tactical blueprints for the law department, and led its transformation from a cost center into a true strategic asset for Heller. Productivity, employee job satisfaction, customer satisfaction, enterprise risk management, and operating efficiency were all significantly enhanced.

Under Ms. Snider's leadership, Heller's aggregate internal and external legal costs boasted a negative compound annual growth rate from 1995-2000, despite substantial increases in overall corporate size, complexity and costs over the same period. As Heller's CAO, Ms. Snider had executive management responsibility for the company's corporate services functions, including facilities, purchasing, office services, travel, records management, telecommunications, business resumption planning, security, and the Knowledge Center. In that capacity, she developed and implemented various process improvement, vendor management, and other strategies and programs that aligned administration functions with Heller's business strategies and resulted in significant cost rationalization and savings.

The Corporate Legal Standard, Inc.

The Corporate Legal Standard, Inc. (CLS) seeks to create the industry standard in corporate and government law department practice by combining best practices in business process improvement, content and technology to enhance efficiencies and productivity as well as to promote consistent work quality. CLS's patent-pending Agenda™ System is the industry's first total collaboration and Productivity Operating System™ that offers a pre-configured portal/extranet/intranet/knowledge management/business process workflow improvement system. For more information about CLS, visit www.corplegalstandard.com or call 888.CLS.7150.

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