

WES W. KENNEDY, J.D.

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PROFESSIONAL EXPERIENCE:

FIRST LEGAL- Comprehensive Litigation Support, File thru Trial TM

Executive, National Accounts: Insurance, Corporate, Public Agency, AmLaw 100 Law Firms.

Excellent writing/public speaking skills: http://ezinearticles.com/expert/Wes_W_Kennedy/926556,
speaker at various legal association conferences: <https://www.event.propertycasualty360.com/ace/2019conference>

PAST EXPERIENCE: (1990-2015)

MWA, INC.

Executive Vice President

In charge of business development and corporate branding for a national litigation support company;
Secured and established major accounts with law firms, insurance/corporate entities, healthcare providers and non-profit organizations.

LEXIS NEXIS

Executive, Business Development

Clients included law firms, as well as state and local governmental entities.

LOS ANGELES CONVENTION & VISITORS BUREAU

Associate Vice President, Public Affairs

Developed and implemented corporate sales programs that increased private sector revenue derived from the Los Angeles business community over 100%. Liaison to LA Mayor's Office, hired and trained a business development team to secure corporate underwriting for LA Strategic Marketing Campaign.

ASSOCIATIONS: Board of Directors, LACBA Counsel for Justice; CLM/PARMA/CCC/ACE/SCAHRM.

EDUCATION: J.D., Loyola Law School, LA, CA, 1984; USC Law, 1984. A.B., USC, 1980.

HONORS & AWARDS: LACBA Counsel for Justice President's Award, 2018; Inducted into Phi Beta Kappa.