Dear Class Agents,

Many thanks for your willingness to donate your valuable time to serve as a Vanderbilt Law School Class Agent. The Class Agent Program has proven to be uniquely successful in securing annual alumni donations and boosting the overall alumni giving participation rate. Since we cannot reach out to every individual alumnus/a, we rely on the help of devoted alumni volunteers like you, who personalize our annual giving campaign efforts.

This handbook is designed to give you all the information you need to effectively carry out your fundraising responsibilities. You will find detailed information about the Law School, annual giving, and your role as a Class Agent. You may refer to the next page for a quick rundown of the program.

Thank you again for your help as a Class Agent. We look forward to working with you to ensure the continued success of Vanderbilt Law School.

Best,

Kathryn Carmody, Director of Alumni Relations and Annual Giving
Rachael Phillips, Annual Giving Coordinator

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CLASS AGENT PROGRAM OVERVIEW

As a Vanderbilt Law School Class Agent, you will be responsible for contacting other Vanderbilt Law Alumni in your class to encourage them to make an annual gift to the law school. The Development & Alumni Relations office will provide you with support, including periodic email updates on the participation status of your class. With a little creativity, the program can become a fun initiative that unites alumni in the common cause of supporting their alma mater.

Fast Facts and Friendly Tips

Before you Contact Classmates

- Make your own gift first; lead by example.
- Look over your classmates’ giving history and information. Think about how they, personally, would best be approached.
- Outline your own reasons for giving back.

Making the Ask

- Visit or Call - Email is fast, easy and convenient, but nothing beats a personal face-to-face conversation. We do understand that this is often not possible, but we do encourage you to reach out to your classmates personally. You may choose to enlist the help of other classmates you know who may be willing to reach out to peers in their own area or to those who they are close to.
- Offer information about the Law School’s current financial needs, and the importance of and uses for annual unrestricted gifts.
- Pull out that personal outline of reasons for giving, and share it.
- If your classmate has a history of giving, thank them for their faithful support of the Law School.
- Rather than asking for a specific gift amount, ask for the Law School to be included as one of their top 3 charitable contributions this year.
- If your classmate seems hesitant, speak from your own experience or offer some of the answers listed on pages 7 & 8 to common objections to giving.
- Offer to follow up with them at a later date (or ask our office to do so).

Closing

- If your classmate makes a gift commitment, thank him/her on behalf of the Law School.
- Please notify a DAR staff member so that we can be on the look-out for the gift and properly acknowledge the donor in a timely fashion.
- If your classmate is not ready to make a gift, allow them time to consider your request adequately. Then, follow up with them at a later date.
- Send a personal note or email after the call or visit, simply thanking them for their time.
CLASS AGENT RESPONSIBILITIES

1. Goal setting
Class Agents play a part in setting participation and/or dollar goals for their class. The Development & Alumni Relations (DAR) department will provide each Class Agent with a preliminary participation goal based on historical class giving data. We attempt to set realistic yet challenging goals for each class every year, and Class Agents are welcome to make adjustments to the proposed goal based on their own sense of their class’s giving potential and the influence of other factors within any given year.

2. Making an annual gift
Class agents should lead by example and make a gift or pledge early in the fiscal year. A Class Agent is in a much better position to ask for gifts if he or she has already made a contribution. While we do not require a minimum level of giving, all Class Agents are encouraged to become members of the Founders Circle by making an annual gift of $2,500 or more. If you have graduated in the past 10 years, an annual gift of $1,000 or more qualifies for Founders Circle membership. Annual giving at this level sets a strong example for others to follow, and also includes certain recognition benefits and invitations to special events for Founders Circle members.

3. Sending a solicitation letter to classmates
A solicitation letter (with enclosed pre-paid giving envelope) is sent out under the Class Agent’s signature in the fall to his or her classmates who have not given since the beginning of the current fiscal year (fiscal year runs from July 1 – June 30). All Class Agents will receive a sample solicitation letter from their DAR staff contact, which can either be approved as is, or edited and personalized by the Class Agent. If the Class Agent prefers to draft a letter on their own, it will need to be approved by the DAR staff in order to ensure it meets Vanderbilt’s communication guidelines. The letters will be printed on Vanderbilt Law School Class Agent Program letterhead or the Class Agent’s business or personal letterhead. The Class Agent may also choose to sign each letter personally or send the DAR staff contact a scanned signature to use. Below is a summary of solicitation letter options.

<table>
<thead>
<tr>
<th>Letter Content</th>
<th>Option 1: DAR drafted solicitation letter (with or without Class Agent’s edits)</th>
<th>Option 2: Class Agent drafted solicitation letter (approved by DAR office)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Letterhead</td>
<td>Option 1: Vanderbilt Class Agent Program letterhead</td>
<td>Option 2: Class Agent’s letterhead (firm, company, personal, etc.)</td>
</tr>
<tr>
<td>Signatures</td>
<td>Option 1: Class Agent hand signs each letter (can include personal notes)</td>
<td>Option 2: DAR staff inserts Class Agent’s scanned signature</td>
</tr>
<tr>
<td>Mailing</td>
<td>Option 1: Class Agent mails letters</td>
<td>Option 2: DAR office mails letters</td>
</tr>
</tbody>
</table>

4. Following up with classmates
After the fall letter is mailed, the Class Agent is encouraged to follow up with his or her classmates via phone, email, or personal meetings (when possible). The DAR office will send the Class Agent a list of all classmates who received the solicitation letter with their preferred contact information. The Class Agent may also choose to receive a listing of classmates who have already given to personally thank them for their contribution. Handwritten notes, phone calls or emails are effective ways to thank classmates for their gifts. (Note: All donors will receive a thank you letter and tax receipt from Vanderbilt.)
THE ANNUAL FUND:
WHY ANNUAL GIFTS ARE IMPORTANT

The vast majority of gifts received through Class Agent solicitation efforts are not restricted by the donor for a particular purpose or fund (although all gifts to the Law School, restricted or unrestricted, count in overall class participation rates and totals). The Annual Fund represents this steady and ongoing, unrestricted support from alumni, friends, parents, faculty, staff, law firms and businesses worldwide. Each year, Vanderbilt Law School’s unrestricted dollar goal increases in order to keep up with inflation, as well as compete with other top 20 law schools that consistently raise well over a million dollars in unrestricted gifts annually. Last fiscal year (July 1, 2011 – June 30, 2012) the law school received just over $1.3 million in unrestricted gifts, which marked the most successful Annual Fund year to date. Our volunteers helped make this success possible!

The following information provides reasons why it is important alumni donate to the Annual Fund each year. This information is helpful when approaching potential alumni donors and responding to questions about unrestricted gifts or pledges to the Annual Fund.

- Annual unrestricted gifts are available for current use and provide the much-needed resources that enhance the overall experience for students. This includes, but is not limited to: student financial aid and scholarships, faculty retention and recruitment, facilities maintenance/upgrades, technology enhancement, curriculum development, library collections and support for student organizations.

- Tuition alone does not cover the costs of educating a student at Vanderbilt Law School. Alumni support makes up the difference. In fact, tuition only accounts for 68 percent of VLS revenue, but 70.3 percent of all VLS expenditures go directly to students. By making annual unrestricted gifts, alumni can moderate the rising cost of tuition, support current students and continue a valuable and generous legacy of giving.

- Participation in the Annual Fund is an important measure of alumni attitudes toward Vanderbilt Law School and factors into many nationally published rankings. While the school’s alumni participation rate is not a measure directly factored into the US News & World Report rankings for graduate schools, annual gifts from alumni serve as a continuing endorsement of Vanderbilt, strengthening its visibility and prestige worldwide. (For further information, see the responses to the first objection listed in the section: Objections to Giving Overruled on page 8).

- An important benefit of annual giving is the knowledge that each gift helps maintain the quality of a Vanderbilt Law School education. Financial support is a vehicle through which alumni can enhance their connection to the law school.

The Founders Circle
Founders Circle members are invited to an annual dinner each spring with Law School administrators, faculty and special guests to celebrate their generosity. In addition, they receive invitations to exclusive regional events with the Dean and other area alumni and friends of the Law School. An annual gift of $2,500 or more to Vanderbilt Law School guarantees membership into the Founders Circle, while graduates within the last 10 years are eligible for recognition with an annual gift of $1,000. Donor society membership runs from July 1 to June 30.
GUIDE TO MAKING A GIFT

The Class Agent website contains all the information a donor needs to make a gift to Vanderbilt Law School. Please encourage all prospective donors to visit:

law.vanderbilt.edu/classagents.

Ways to Give

1. Mail
All active alumni who have not made a gift within the current fiscal year receive various solicitations throughout the year, including the Class Agent solicitation letter. Each mailed solicitation includes a pre-paid giving envelope, which can be used to make a gift by check (payable to Vanderbilt Law School) or credit card. The Class Agent website also contains a downloadable gift form which can be printed and mailed with check or credit card information. Gifts can be mailed directly to:

Vanderbilt University Law School c/o Gift Processing Office
PMB 407727
2301 Vanderbilt Place
Nashville, TN 37240-7727

2. Online
Online giving is quick, convenient and environmentally friendly. The Class Agent website giving links contain appeal codes which help us track the gifts made from this website. Please direct potential online donors to law.vanderbilt.edu/classagents so that we know when gifts come in directly from your efforts as a Class Agent.

3. Phone
All donors are welcome to make a gift by calling the Development & Alumni Relations office at (615) 322-2606. If a classmate says they will call us to make their gift, please ask them to let us know they are calling in response to their Class Agent’s request. This will allow us to assign an appeal code to track the gift back to your efforts.

More Giving Options

Matching Gifts
Many employers and companies will match their employees’ contributions. Your generosity to Vanderbilt could be doubled or even tripled. To find out if your firm/company has a matching gift program, either ask an HR representative or visit http://www.matchinggifts.com/vanderbilt/.

Gifts of Stocks and Securities
To request information on transferring gifts of stocks and securities, visit https://giving.vanderbilt.edu/forms/securities/. Please e-mail stockgifts@vanderbilt.edu or call (615) 322-4987 with any questions.

Planned Gifts
For information on bequests, beneficiary designations, charitable gift annuities, charitable remainder trusts, charitable IRA rollover, estate gifts, and more, please visit the Planned Giving website at https://giving.vanderbilt.edu/plannedgiving/ or contact the Planned Giving office at (615) 343-3113. You may also contact Anthony Barclay, Director of Development for Planned Giving, directly at anthony.barclay@vanderbilt.edu or (615) 936-5518.

Electronic Bank Draft
To set up an electronic bank draft, call the Development & Alumni Relations office at (615) 322-2606 or use the printable electronic bank draft form at https://giving.vanderbilt.edu/ways-to-give/VU-EFT-form.pdf.
OBJECTIONS TO GIVING OVERRULED

During follow-up contacts, Class Agents may come upon alumni who have specific reasons not to give to Vanderbilt. Many volunteers have found that the following responses to those objections can help turn a “No” into a gift or pledge.

“Vanderbilt should not buy into the US News & World Report’s supposition that there exists a direct causal link between alumni donations and educational satisfaction of alumni.”

Although it may be an imperfect means of measuring alumni satisfaction and is certainly not the only means, it is true that alumni with strong affection for their alma mater will be more likely to give back on a regular basis. Peer assessment scores as well as assessment scores by lawyers and judges are factored into US News & World Report rankings, and alumni participation is one thing that those asked to give an assessment may consider when formulating scores. In addition, grant-making organizations also look at alumni participation when making funding decisions.

“I do not agree with the University’s enforcement of its nondiscrimination policy.”

Publicized in the media, Vanderbilt’s nondiscrimination policy has received a lot of attention recently. Following an investigation prompted by a student’s complaint that they had been discriminated against by a student organization, last year Vanderbilt conducted an audit of all registered student organizations ("RSO") to deem whether or not the organizations were within the parameters of the University’s nondiscrimination policy.

Following the audit, the University revised the language of the policy to ensure its clarity. Vanderbilt University maintains that the scope of its nondiscrimination policy has not changed. It has been, and remains, an "all comers" policy, under which all students are presumed to be eligible for membership in RSOs and all members of RSOs in good standing are eligible to compete for leadership positions. The University also states that it has no role in selecting leaders of RSOs; that is for the members of each organization to decide for themselves.

This past spring, more than 400 groups met the requirements to be Vanderbilt registered student organizations for the 2012-2013 school year. That said, some previously existing organizations have not returned to campus as RSOs this school year. Agreement over Vanderbilt’s nondiscrimination policy has not been widespread, and the University does regret that many students, alumni, and friends of the University have been disappointed by the enforcement of the policy. However, Vanderbilt’s nondiscrimination policy is based on and is central to the University’s goal of educating future leaders who respect each other. Please encourage your classmates to remember that the University is committed to continuing the conversation concerning the nondiscrimination policy. For more information on Vanderbilt’s nondiscrimination policy, please visit http://vanderbilt.edu/about/nondiscrimination/.

“I am really angry about the Chancellor/Dean, or that my child was rejected admission, so I refuse to give to Vanderbilt.”

Although you cannot control the Chancellor’s/Dean’s actions or political beliefs, or overturn admissions decisions, try to remind them of the excellent education Vanderbilt Law School provided them and the exciting things that are happening around campus, or reminisce about
events that took place when you were in law school. Try to encourage them not to let a single controversial issue influence their giving to the Law School.

“I get solicited too much and give enough to Vanderbilt. I already support the National Commodore Club (athletics) and pay my Alumni Association dues annually.”

Alumni are certainly encouraged to give to those activities and places which help define and enhance the Vanderbilt educational experience. However, the Law School Annual Fund directly supports the Law School’s most current needs and enables the Law School to achieve a balanced budget and provides students with critical resources. Once each alumnus/a makes an annual gift, he or she is no longer solicited by the Law School in that fiscal year, which runs from July 1 through June 30.

“I don’t feel that annual unrestricted class contributions create a meaningful gift; a direct gift to a Vanderbilt organization or an endowed fund would be more effective.”

On the contrary, small unrestricted gifts do make a big difference because they can be used immediately at the Law School in whatever way they are most needed, as opposed to giving to an endowment where the money is reinvested. Also, remember that each gift an alum makes increases the overall alumni participation rate, and thousands of relatively small gifts add up to a significant number of dollars.

“I don’t want to give until a donation is large enough that it really makes a difference.”

If everyone waited until they had enough money to make a major gift, or gave only to specific organizations, donations from alumni would be sporadic at best, and daily life on campus would suffer from a shortage of funding. The lack of steady income from year to year would limit the activities and resources available to students at Vanderbilt Law School. Every donation, no matter what size, makes a difference and establishes a pattern of giving that ensures the continued growth of VLS.

“I don’t have a lot of money currently,” or “the economy is too bad right now.”

Both are good and valid reasons to cut spending on gifts to non-profit institutions. However, gifts of any size can make an impact upon the daily life of current Vanderbilt students. Encourage them to give what they can now, and perhaps consider increasing their gift the following year. A person who makes a gift now, no matter how modest it may be, is more likely to give again the following year. In fact, over 75 percent of the alumni who gave to the Law School in FY 2011 gave again in FY 2012. This type of faithful support can be just as important as making a one-time significant gift.

“This year, my charitable giving went to (Name of Specific Charities).”

The alumnus/a clearly understands the importance of charitable giving by his or her generosity to other worthy causes. Keep in mind that, Vanderbilt Law School is educating future world leaders and public servants who can address upcoming challenges faced by the nation and the world. Thus, donations to the Law School are important and ensure that we can provide students with the best education possible. Recognize that there are many worthy charities out there, and urge your classmate to consider including Vanderbilt Law School as one of their top three annual charitable contributions.
SUPPORT

The Class Agent can rely on the Development & Alumni Relations (DAR) staff to be available as a resource at all points in the process. Below is the DAR office contact information.

Vanderbilt University Law School
Development & Alumni Relations
131 21st Avenue South
Nashville, TN 37203
Phone: (615) 322-2606
Fax: (615) 343-0231
Email: alumni@law.vanderbilt.edu
Website: law.vanderbilt.edu/go/alumni
Physical location: The Baker Building;
110 21st Avenue South, Suite 1000

Scotty G. Mann, J.D., Assistant Dean, Development & Alumni Relations
scotty.mann@vanderbilt.edu; (615) 343-4534

Kathryn Carmody, Director of Alumni Relations and Annual Giving (Class Agent Program Coordinator)
kathryn.carmody@vanderbilt.edu; (615) 343-1185

Vincent PremDas, Director of Major Gifts
vincent.r.prem.das@vanderbilt.edu; (615) 322-9432

Rachael Phillips, Annual Giving Coordinator (Class Agent Program Coordinator)
rachael.l.phillips@vanderbilt.edu; (615) 322-0814

Mallory Hely, Alumni Relations and Stewardship Coordinator
mallory.e.hely@vanderbilt.edu; (615) 322-8445

Brian Biederman, Development & Alumni Relations Assistant
brian.m.biederman@vanderbilt.edu; (615) 322-2606 (main office line)

Websites

The following is a listing of websites which can also support Class Agent efforts and provide up-to-date information about what is currently happening at Vanderbilt Law School.

law.vanderbilt.edu – VULS homepage
law.vanderbilt.edu/alumni - Direct link to VULS Alumni home page (View giving info, event details, class notes, recent In Brief electronic newsletters, update contact info, etc.)
law.vanderbilt.edu/classagents - VULS Class Agent Program page (View regularly updated class giving stats, and find links to give online as well as download printable gift/pledge forms.)
vyconnect.com - Online Alumni Directory (Search for alumni by name or geographic location, by school or class year. Also, share news with classmates and network.)
law.vanderbilt.edu/reunion - Law School Reunion website (View scheduled reunion events, hotel accommodations, RSVP lists, reunion giving info and register for reunion events online.)
law.vanderbilt.edu/give - Provides details on giving to the Annual Fund, Endowed Scholarships and Chairs
For more than 125 years, Vanderbilt Law School has trained outstanding students to pursue careers serving every sector of society around the world. Vanderbilt Law School combines the advantages of a top-tier faculty, a rigorous academic program, a small, carefully selected student body, and a stimulating and diverse university community in a vibrant, livable city. Known for offering a challenging academic program in a collegial and supportive atmosphere, Vanderbilt attracts law students and faculty seeking a first-rate academic institution that also affords an excellent quality of life.

Fast Facts & Figures

<table>
<thead>
<tr>
<th>Faculty</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Tenure/Tenure Track Faculty</td>
<td>41</td>
</tr>
<tr>
<td>Administrators</td>
<td>10</td>
</tr>
<tr>
<td>Clinical Faculty</td>
<td>6</td>
</tr>
<tr>
<td>Secondary Faculty</td>
<td>11</td>
</tr>
<tr>
<td>Affiliated Faculty</td>
<td>67</td>
</tr>
<tr>
<td>Visiting Faculty</td>
<td>21</td>
</tr>
<tr>
<td>Legal Writing Faculty</td>
<td>8</td>
</tr>
<tr>
<td>Emeriti Faculty</td>
<td>9</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>145</strong></td>
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<table>
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<tr>
<th>Students</th>
<th></th>
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</thead>
<tbody>
<tr>
<td>Class of 2015</td>
<td>174</td>
</tr>
<tr>
<td></td>
<td>3,757 Applicants</td>
</tr>
<tr>
<td></td>
<td>44 percent Women</td>
</tr>
<tr>
<td></td>
<td>25 percent Minority Students</td>
</tr>
<tr>
<td></td>
<td>7 percent Advanced Degree Holders</td>
</tr>
<tr>
<td></td>
<td>Median GPA 3.73</td>
</tr>
<tr>
<td></td>
<td>Median LSAT 169</td>
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<tr>
<td>Class of 2014</td>
<td>194</td>
</tr>
<tr>
<td>Class of 2013</td>
<td>193</td>
</tr>
<tr>
<td>Advanced Degree Candidates (LLM and PhD)</td>
<td>56</td>
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<tr>
<td>Transfer Students</td>
<td>17</td>
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<tr>
<td>Visiting/Special Students</td>
<td>4</td>
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<tr>
<td><strong>Total</strong></td>
<td><strong>605</strong></td>
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<table>
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<tr>
<td>J.D. Program Tuition</td>
<td>$46,400</td>
</tr>
<tr>
<td>Total Cost of Attendance</td>
<td>$70,146</td>
</tr>
<tr>
<td>Average Debt per J.D. student upon graduation</td>
<td>Roughly $115,000</td>
</tr>
<tr>
<td>Federal Loan Amount an individual may receive</td>
<td>$68,664</td>
</tr>
</tbody>
</table>
Vanderbilt Law School Rankings

16th Law School in the United States
15th (as voted on by top Law Firms)

Princeton Review (2012)
4th Quality of Life
7th Career Prospects
10th Classroom Experience

News You Can Use

Financial Aid
Vanderbilt Law School is committed to controlling costs and to providing substantial financial assistance to students. We have taken steps to reduce the amount of debt our students must take on. VLS tuition increased by only 2.7 percent from 2009-10 to 2010-11, by only 1.9 percent from 2010-11 to 2011-12, and by only 1.4 percent from 2011-12 to 2012-13.

Approximately 84 percent of Vanderbilt Law students received scholarship aid in varying amounts with a median award of $20,000 in academic year 2012/13. Eligible student borrowers can receive federal student loans to finance the cost of attendance, and the school may offer institutional loans to some entering international J.D. students who are not eligible for United States government loans.

Scholarship decisions are made on an ongoing basis beginning in February, and recipients are notified as decisions are made. Financial aid packages may include merit scholarships, need-based scholarships, scholarships based on combined merit and need, or educational loans. Our ability to hold down tuition increases and offer generous financial aid makes a critical difference to our students, but we need help in order to do this.

Faculty
Dean Guthrie is still finding success in his faculty recruitment efforts aimed both at filling positions vacated by recently retired faculty and increasing our depth in several areas of legal study. In the past year we have welcomed 3 faculty members:

- Energy and Administrative law scholar Jim Rossi joined our faculty from Florida State during the summer of 2012. Rossi is affiliated with Vanderbilt’s Environmental Law Program, which is led by distinguished environmental law scholars Michael Vandenbergh and J.B. Ruhl. Before joining the faculty at VLS, Rossi was Harry M. Walborsky Professor and Associate Dean for Research at Florida State University College of Law. He was a founding author of Energy, Economics and the Environment, a widely-used casebook on energy law now in its third edition (Foundation Press, 2010), and also has authored a monograph on public law issues in the U.S. energy industry, Regulatory Bargaining and Public Law (Cambridge University Press, 2005). His articles on administrative law topics such as interagency coordination, judicial review, participation in the regulatory process, and the connection between judicial and administrative remedies have appeared in the Harvard Law Review, Virginia Law Review, Duke Law Journal, Northwestern University Law Review, Washington University Law Quarterly, Iowa Law Review, Administrative Law Review and in many other journals. In addition, Rossi has published works addressing important issues related to state constitutional and administrative law.
• **Morgan Ricks**, a financial regulation scholar, has joined our Law & Business Program. From 2009-10, he was a senior policy advisor and financial restructuring expert at the U.S. Treasury Department, where he focused primarily on financial stability initiatives and capital markets policy. Before joining the Treasury Department, he was a risk-arbitrage trader at Citadel Investment Group; served as a vice president in the investment banking division of Merrill Lynch & Co.; and worked as a mergers and acquisitions attorney at Wachtell Lipton Rosen & Katz.

• **Larry Reeves** has been named Associate Dean and Director of Vanderbilt Law School’s Alyne Queener Massey Law Library and Associate Dean, Law, of the Vanderbilt University Libraries. He was also appointed Associate Professor of Law. From 2008-2011, Reeves worked at the George Mason University Law Library in Arlington, Virginia, where he served as Associate Director before joining the Vanderbilt Law School staff. He has also worked at Fordham Law School in New York as a reference librarian, coordinator of first-year legal research, and an adjunct associate professor of law. At Loyola Law School in Los Angeles and Brooklyn Law School in Brooklyn, New York he served as a reference librarian, and he has taught as a member of the adjunct faculty of the Catholic University School of Library and Information Science.


Vanderbilt’s ability to attract nationally renowned experts and promising young teachers makes a very positive statement about the Law School being a desirable place to teach. What’s more, the retention and accomplishments of our Vanderbilt Law School faculty, says much about our school as a whole. For faculty related news, please visit [law.vanderbilt.edu/faculty](http://law.vanderbilt.edu/faculty).

**Applicants**

Applications to law schools fell nationally by 13.7 percent for the 2012-2013 academic year. VLS saw a drop of 5.8 percent, receiving just over 3,750 applications. Despite the decline in application numbers, we are still seeing high-caliber applications. This fall, we welcomed 174 students into the Vanderbilt Law School community as 1Ls. Students in our entering class rank among the top 5 percent of entering law students in the nation based on undergraduate GPA and LSAT scores.

The assistance and volunteerism of our alumni through the Admission Interview Program, is invaluable in this regard. Last year, over 700 alumni volunteered to conduct roughly 1,330 interviews in 37 states, D.C., and 12 foreign locations. The feedback of our alumni volunteers has been extremely helpful. Additionally, this year, generous alumni hosted receptions for admitted J.D. applicants in Atlanta, Boston, Chicago, D.C., Los Angeles, New York, and San Francisco. The yield among admitted applicants who attended these receptions was more than twice our overall yield. Thirteen percent of first-year students attended a reception, and one other committed to enroll next year.

J.D. alumni, applicants and admits were also included in VLS recruiting events in London and Tokyo this year. (For more about our LLM program, please see the section below.)
**LLM Program**

We received 460 LLM applications (up 64 percent), an all-time high, for the 2012-2013 academic year. Forty-four nations were represented in the applicant pool. The entering LLMs are a remarkable group of 44 foreign-educated lawyers representing 15 nations. Fifty-two percent are women, and eleven hold Masters Degrees in Law, while one holds a PhD in Law.

The LLM Class of 2013 includes:

- Members of the bar in 13 countries
- Judge with the Court of Appeals for western Sweden
- Associates and trainees with law firms in Belgium, China, Colombia, Italy Japan, Lichtenstein, Mexico, Panama, and Peru
- Clerk for the Federal High Court Judge in Lagos, Nigeria
- Fulbright Scholar from Belgium
- Professional basketball player in the highest division in Austria

**Peer Benchmarking**

According to the FY 2011 Northwestern Survey, Vanderbilt Law School’s Annual Fund is modest in comparison to competing law schools (see chart below). The annual overall and unrestricted giving totals from other top law schools surpass Vanderbilt. While this shows us that there is a need to improve in this area, it also clearly demonstrates sound financial management.

These schools are our competitors, yet we are competing with far less finances – and Vanderbilt Law School is still going strong (in fact, our National Rankings are holding steady or, in many cases, climbing).
Job Market
As many of you know, our recent graduates continue to face a daunting job market. Although our graduates’ success in securing good legal positions compares very favorably with graduates of other law schools, the stark reality is that fewer positions for new law graduates are available. The Law School and its Career Services office are committed to fighting the legal ‘employment crisis’ with students. Five counselors work individually with students collecting resumes, scanning job postings, reaching out to employers locally and nationally, and searching for government and public interest positions for VLS students.

The Career Services office has been able to rely less and less on the success of our On Campus Interview (OCI) Program as less and less employers participate in the program. Following a current national trend, many employers have been scaling back on their recruitment costs, and simply do not participate in OCI programs. In 2008, 597 employers participated in OCI at Vanderbilt, but in 2011, only 268 employers came to campus to interview students. In response, our Career Services office is working harder than ever to reach out to employers, attend job fairs, and prepare students for interviews and the workplace.

Despite these challenges, More than 93 percent of our graduates in the last two years were employed within 9 months of their graduation. Of these, approximately 40 recent graduates secure judicial clerkships each year. This is an incredible accomplishment given the current job market and was aided in part by the Public Service Initiative, which provides a stipend to those who work for the public good.

Class Gift Program, Class of 2012
The Class of 2012 led by example this past year. Due to a university-wide mandate, all Class Gift Programs were altered this past year to include only outright gifts – class gift pledges were eradicated due to a historically low fulfillment rate. Despite facing such a challenging job market coupled with the knowledge that in a short amount of time they would be asked to begin repaying their student loans, the Class of 2012 came together to support each other and the Law School. By the end of the fiscal year, 43.0 percent of the Law School through the Class of 2012 (83 donors) had made a contribution to the Class Gift Program. In comparison, overall alumni participation last year was 27.7 percent.
Board of Advisors: Leading by Example
The Law School Board of Advisors plays an increasingly important role in the law school by offering valuable insights regarding curriculum and academic programs, alumni outreach, the legal job market and other key issues. Board members include Vanderbilt Law School graduates in each decade from the 1950s to the present. They help us nourish and maintain one of our most important assets—our collegial culture—while working together on behalf of the school.

Recently, board members agreed to lead by example and set a minimum giving expectation of $10,000 annually for each private-sector member ($1,000 for members employed in public/non-profit/academic/public-interest sector and for those private-sector members who have graduated within the last ten years.) Their generosity accounted for nearly 20 percent of all unrestricted funds raised during fiscal year 2012.