



# Licensing Executives Society

*An Introduction*

# What is LES?

- A professional society, established in 1965, dedicated to high standards and ethics among persons engaged in licensing
- A network of more than 12,000 licensing professionals around the world (LESI)
- A forum to share best practices, current standards, and trends in licensing and intellectual asset management

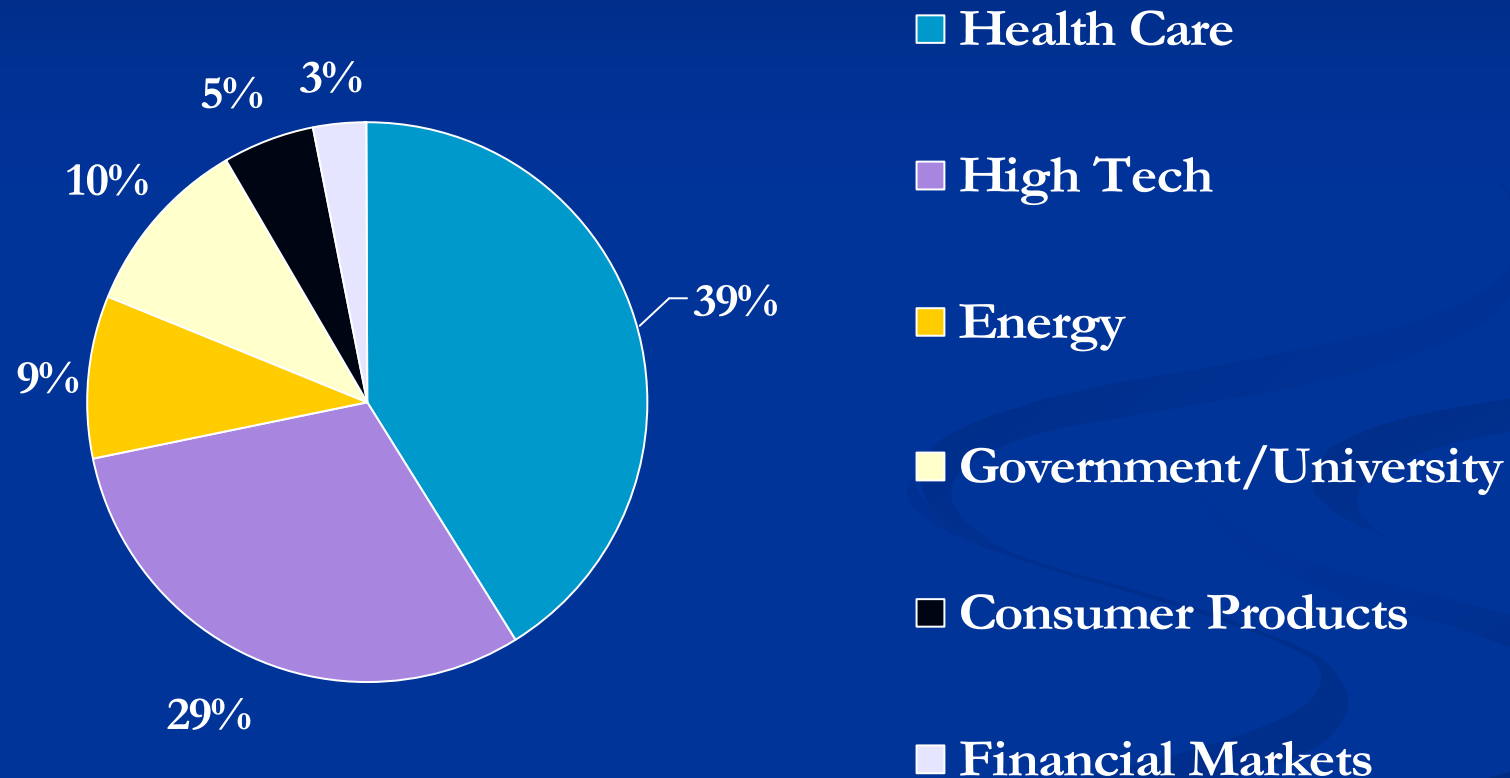


# Who are LES Members?

- Corporate Licensing Professionals
- University Licensing Professionals
- Attorneys
- Financial Services & Venture Capital Experts
- Researchers
- Government Agency Officials
- Service Providers



# In What Industries do LES Members Work?



# Why Join LES?

- Networking
- Education
- Mentoring
- Professionalism





# LES INTERNATIONAL Inc.

An association of 32 individual societies.

The first society (LES USA) was founded in 1965.

The latest society (LES Chile) was admitted in 2007.



# LESI Largest Regional Societies

1. **LES USA & Canada**
2. **LES Scandinavia**
3. **LES B & I**
4. **LES ANZ**
5. **LES Andean**
6. **LES Benelux**
7. **LES Arab Countries**
8. **LES Spain and Portugal**



# LESI Andean Society

1. **Colombia,**
2. **Equator,**
3. **Peru,**
4. **Venezuela and**
5. **Bolivia**



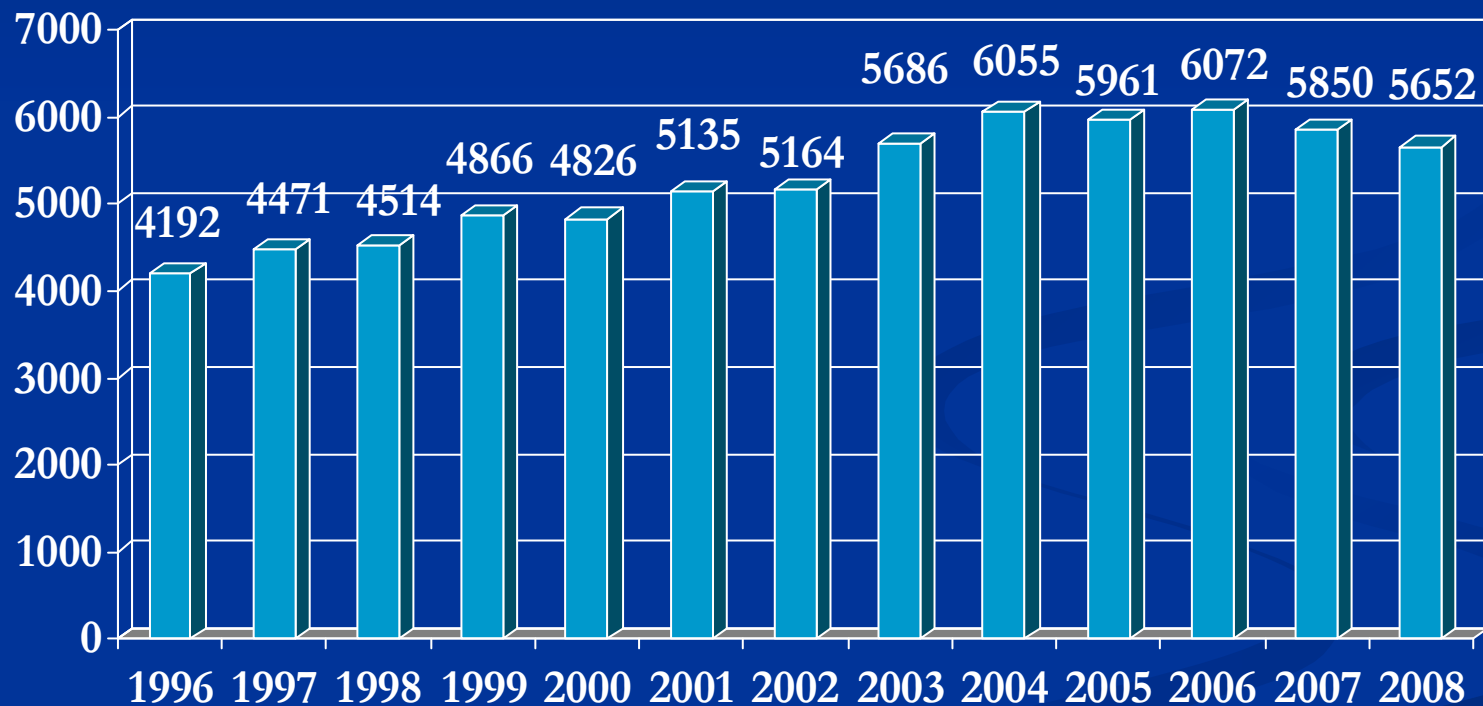
# LESI Working Groups

- ◆ **Automotives**
- ◆ **Chemical, Energy and Environment**
- ◆ **Consultants & Service Providers**
- ◆ **Life Sciences**
- ◆ **IT & E Commerce**
- ◆ **University & Governmental Labs**



# How Many Members are in LES USA & Canada?

## LES Membership



# LES USA & Canada Meeting

## One Annual USA and Canada Meeting

- 3 day education and plenary
- 2 day of Add-on sector specific

## Two Regional Meetings

- Canada/ East US or West US

## Monthly Chapter Meetings by Local area



# LES USA & Canada Industry Sectors

Consumer Products

Chemicals, Energy and Materials

High Technology

Financial Markets

University and Government

Healthcare



# LES USA & Canada Professional Committees

Intellectual Asset Reporting Standards (IARS)

Intellectual Capital Management

International

IP Bankruptcy

Laws and Government Action-CANADA

Laws and Government Action-USA

Licensing Office Structure and Management

Small Business

State and Federal Regulations/Contracts

Strategic Alliances

Trademarks

Trade Secrets

Valuation and Taxation

Women in Licensing



# LES USA & Canada Chapters

- 7 Chapters in Canada
- 33 Chapters in the USA
- San Diego County Chapter
  - 10 Cities San Diego County
  - 160 LES members
  - 160 non-LES members
  - 9 chapter meetings per year
  - 40 LES members and non members at a meeting



# Certified Licensing Professionals (CLP)

## What is CLP and CLP, Inc.?

- A certification program and autonomous organization
- <http://www.licensingcertification.org>
- Board of Governors
  - LES USA & Canada
  - LESI
  - AUTM
  - BIO
  - Industry
- 700 CLP members to date

