



Betsy A. Miller, Partner

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Practice Areas

Public Client

Education

Harvard Law School,
J.D., 1999

Dartmouth College, A.B.,
magna cum laude, *Phi
Beta Kappa*, 1996

Academic Appointments

Adjunct Professor,
Georgetown Law,
2001-2015

Clerkships & Fellowships

HLS Wasserstein Public
Interest Fellowship,
2021-2022

HLS Heyman Fellowship
for Academic Excellence
and Government
Service, 2001

HLS Kaufman Fellowship
for Outstanding Careers
in Public Service, 2000

Law Clerk, the Hon.
Judge Thomas Penfield
Jackson, U.S. District
Court for the District of
Columbia, 1999-2000

Betsy A. Miller is Chair of Cohen Milstein's Public Client practice, as well as a certified leadership coach, author, and speaker. She is a seasoned litigator and trailblazer on leadership development and change management in the law. With 20+ years in private and government practice in Washington, D.C., Betsy has built a reputation for deftly guiding some of the country's highest profile government investigations and landmark settlements. She is representing state Attorneys General in the ongoing national opioid litigation and previously negotiated a \$2.2 billion resolution as co-lead counsel for states prosecuting consumer fraud cases against the nation's largest credit rating agencies. Her approach to these complex cases is grounded in the principles she has used as a professional mediator and as an adjunct professor at Georgetown Law, where she taught negotiation strategy and conflict resolution for 15 years.

Betsy has been privileged to receive numerous professional awards, most recently *The National Law Journal's* Keith Givens Visionary Award, which "honors a member of the bar who has shown extraordinary creativity in bringing the legal industry together, developing new opportunities for growth, and supporting the professional development of attorneys across the country." During the 2021-2022 academic year, Betsy is serving as a Wasserstein Fellow at Harvard Law School, in a program that "recognizes exemplary lawyers who have distinguished themselves in public interest work" and invites them to campus to mentor the next generation public-service lawyers.

Other accolades include annual recognition by *Lawdragon* on its "500 Leading Lawyers in America" list, *The National Law Journal* and *The Trial Lawyer*, which have identified Betsy as one of America's "50 Most Influential Trial Lawyers," and *The National Law Journal*, which also included Betsy as one of just nine women in the nation on its inaugural list of "Elite Women of the Plaintiffs' Bar."

Betsy's legal career is augmented by her work in leadership coaching, facilitation, and change management. She has authored numerous articles on leadership and cultural change, including *The National Law Journal's* ongoing series on Leadership in the Law. Recent publications include: "[Ditch the Annual Review](#)"; "[Leadership and the Law: How to Fix a Puzzling Quirk](#)"; "[Meetings Matter. Make them Better](#)"; "[How to Flip the Script on the Annual Review Process](#)"; and "[The New Language Needed to Connect Professionally Right Now](#)." She is a regular commentator on leadership in the legal profession for Thomson Reuters, *The American Lawyer*, Law.com, and *The National Law Journal*.

Betsy earned her A.B. from Dartmouth College, her J.D. from Harvard Law School, and certificates in Leadership Coaching and Navigating Polarities from Georgetown University's Institute for Transformational Leadership.

Awards & Recognition

- Harvard Law School, Wasserstein Public Interest Fellow (2021-2022 academic year)
- Co-Chair, Women’s Leadership Forum at the National Trial Lawyers Annual Summit (2020-2022)
- *The National Law Journal*, “Keith Givens Visionary Award” (2021)
- The National Trial Lawyers, Executive Committee (2019-2022)
- *The National Law Journal* and *The Trial Lawyer* magazine’s “America’s 50 Most Influential Trial Lawyers” (2019-2022)
- Lawdragon “500 Leading Lawyers in America” (2018-2021)
- Lawdragon “500 Leading Plaintiff Consumer Lawyers” (2019-2021)
- Super Lawyers, “Top Rated Lawyer” (2018-2020)
- *The National Law Journal’s* “Winner: Elite Women of the Plaintiffs’ Bar” (2018)
- *The National Law Journal’s* “Plaintiffs’ Attorneys Trailblazers” (2017)
- *The National Law Journal’s* “Washington, D.C. 40 Under 40 Rising Stars” (2009)

Publications

- *Law360*, “Ditch the Annual Review,” July 21, 2021
- *ABA Law Technology Today*, “Meetings Matter—Make Them Better,” March 2, 2021
- *The American Lawyer*, “How to Flip the Script on the Annual Review Process,” December 11, 2020
- *The American Lawyer*, “The New Language Needed to Connect Professionally Right Now,” October 12, 2020
- *The National Law Journal*, “Leadership and the Law: How Law Firms Can Fix a Puzzling Quirk,” May 28, 2020
- *AAA Handbook on Mediation*, Third Edition (2016), Ch. 13, “Untapped Potential: Creating a Systematic Model for Mediation Preparation”

Select Speaking Engagements

- Steering Committee Member and Featured Speaker, ARK Women’s Legal Summit (2022).
- Co-Chair, Women’s Leadership Forum at the Trial Lawyers’ Summit (2022). Betsy will lead the keynote workshop, “Convening Your People for Purpose and Impact” and facilitate the roundtable, “Elevating Your Own Leadership.”
- Lecturer, Harvard Law School (2021). “When Public Meets Private: Prosecuting Complex Civil Cases as Outside Counsel to States and Cities,” discussed the importance, ethical considerations, unique challenges, and rewards of representing government entities in civil enforcement litigation.
- Presenter, Harvard Law School (2021). Betsy’s interactive workshop, “Meetings Matter—Make them Better,” was delivered to Harvard Law School faculty. It unpacked the neuroscience of making meetings memorable, key elements of effective meeting design, and strategies for engaging participants with a wide range of learning styles.
- Plenary Presenter, Ark Group’s Annual Women’s Legal Summit (2021). “How to Lead a Remarkable Meeting—It Matters More than You Think,” addressed effective leadership techniques to run highly engaging, focused, and actionable meetings.

- Plenary Speaker, ABA Women of Legal Tech Summit (2021). “Resilient Leadership: Leading Through Uncertainty,” presented leadership techniques suitable for situations involving heightened complexity and crisis, such as the COVID-19 pandemic.
- Keynote Speaker, Women’s Leadership Forum at the Trial Lawyers Summit (2020). Betsy’s keynote focused on helping women leaders harness their full power with compassion, followed by her workshop, “Navigating the Existing System *and* Pioneering a New Way.”
- Co-Presenter, Women’s Equality Day by Lincoln Corner Hyderabad, Pakistan (2020). Betsy’s presentation focused on the struggle for women’s rights, in commemoration of the 100th anniversary of the passage of the 19th Amendment.
- Plenary Speaker, Public Rights Project, Affirmative Leaders conference (2020). Betsy presented a two-part leadership development training for local and state government leaders, focusing on the frameworks of Adaptive Change and Polarities.
- Panelist, *The National Law Journal’s* “How Firms, State and Local Government Attorneys Can Conquer Top Challenges” (2020). The panel, including District of Columbia Attorney General Karl A. Racine, addressed priorities for state Attorneys General.
- Keynote Speaker, Dartmouth Club of Washington, D.C. (2020). “Both / And Leadership: Building Your Capacity to Lead Authentically, and through Uncertainty,” addressed rising to the challenge in a time of crisis and uncertainty, and effective leadership techniques.
- Panelist, India Gary-Martin’s Town Hall Summit 2020, “Leading the New Normal—The First 60 Days” (2020). Four seasoned, international business leaders examined the unique challenges and opportunities of running large enterprises during an unprecedented pandemic.
- Keynote Speaker, Tuck School of Business, Women’s Symposium (2019). This annual symposium addressed the role of female leaders in driving gender balance within their organizations. Betsy’s keynote speech, “Inspiring Authentic Leaders,” addressed the importance of women leaders finding their authentic voice.
- Guest Lecturer, Harvard Law School (2019). Betsy presented a lecture and discussion in Professor David Wilkins’s course on the Legal Profession, addressing “Conflicts and the Public Interest: The Special Case of Public-Private Law Firms.”
- Featured Speaker, Dartmouth College’s VOX Conference (2019). Betsy’s program, “Authentic Leadership: The Importance of Both / And,” tackled core paradoxes of leadership.
- Panelist, Public Rights Project, Affirmative Leaders conference (2019). Betsy’s panel, “Partnering with the Plaintiffs’ Bar,” addressed evolving best ethics and business practices for state and local governments seeking to retain outside counsel on complex cases.
- Speaker, ARK Group’s Annual Women Legal Summit (2019). Betsy’s panel, “The Art of the Ask,” addressed how to navigate difficult conversations about compensation and promotion.
- Plenary Speaker, Trial Lawyers Summit (2019). “Presence in the Courtroom,” addressed how trial lawyers can effectively embody a grounded, confident, and engaging presence under pressure.
- Panelist, National Association of Attorneys General, Consumer Protection Conference (2018). Betsy addressed strategies in protecting the Common Interest Doctrine in joint law enforcement investigations.
- Panelist, National League of Cities’ Congressional City Conference (2018). Betsy represented the states’ perspective on investigation and litigation costs and recoveries in the opioid crisis.