We are honored to chair the 2014 UC Hastings Challenge—a fundraising campaign designed to encourage alumni at law firms, and corporate or public sector law departments, to reconnect with their alma mater.

The UC Hastings Challenge is unique as it brings together diverse groups of alumni who collaborate by making gifts or pledges that support the law school and its students. Within each organization, alumni volunteers inspire their UC Hastings colleagues to participate in the Challenge.

UC Hastings is implementing its Strategic Plan to adapt legal education to better prepare its graduates for the changing legal marketplace. By participating in the Challenge, alumni demonstrate their confidence in the school’s vision to adapt, lead and serve as a model. Our alma mater is lauded by the legal community for its vision and is deserving of our support.

To enhance the profile of your law firm, corporate sector or public sector law department we invite you to participate in the 2014 UC Hastings Challenge. Any gift or pledge you make during 2014 will count toward your employer’s participation rate. Your organization will receive recognition when the percentage of your alumni who donate reaches silver (50%), gold (75%) or platinum (100%) levels.

Please join us in accepting the 2014 UC Hastings Challenge. Help us continue our school’s vision to adapt, lead and serve as a model.

Alyce Rubinfeld Fox ’82
Co-Chair, UC Hastings Challenge
Musick Peeler & Garrett

Phil Matthews ’77
Co-Chair, UC Hastings Challenge
Duane Morris

For more information, please contact Robin Drysdale at drysdale@uchastings.edu or 415.565.4852.
ROLE OF THE UC HASTINGS CHALLENGE TEAM CAPTAINS

The UC Hastings Challenge Team Captain(s) works closely with members of the Alumni Center staff. The Team Captain(s):

- Plays an important leadership role by serving as the “face” and “voice” of the Challenge at the firm, corporate sector or public sector law department.
- Makes a leadership gift to UC Hastings at a level that demonstrates their personal commitment. Their support will inspire others to make gifts of their own.
- Encourages and solicits gifts from fellow alumni on your team by communicating the law school’s mission and vision.
- Explains to colleagues why you are giving to the law school this year and why UC Hastings is particularly important to you.
- Participates with other Team Captains in conference calls to discuss best practices and help build momentum to attain the Challenge participation goals.
- Has fun! The Challenge is a terrific way to reconnect with your alma mater and build camaraderie with alumni at your firm, corporate sector or public sector law department.

TEAM CAPTAIN EVENT & CALL SCHEDULE

(All times listed are Pacific Times)

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
<th>Time</th>
</tr>
</thead>
<tbody>
<tr>
<td>February 12</td>
<td></td>
<td>Kickoff!</td>
</tr>
<tr>
<td>March 13</td>
<td>Thursday</td>
<td>1–1:30 pm</td>
</tr>
<tr>
<td>April 8</td>
<td>Tuesday</td>
<td>11–11:30 am</td>
</tr>
<tr>
<td>May 8</td>
<td>Thursday</td>
<td>1–1:30 pm</td>
</tr>
<tr>
<td>June 10</td>
<td>Tuesday</td>
<td>11–11:30 am</td>
</tr>
<tr>
<td>July</td>
<td>(No Call)</td>
<td></td>
</tr>
<tr>
<td>August</td>
<td>(No Call)</td>
<td></td>
</tr>
<tr>
<td>September 9</td>
<td>Tuesday</td>
<td>11–11:30 am</td>
</tr>
<tr>
<td>October 16</td>
<td>Thursday</td>
<td>1–1:30 pm</td>
</tr>
<tr>
<td>November 11</td>
<td>Tuesday</td>
<td>11–11:30 am</td>
</tr>
<tr>
<td>December 11</td>
<td>Thursday</td>
<td>1–1:30 pm</td>
</tr>
</tbody>
</table>
WHO IS ELIGIBLE?

Any law firm, corporate sector or public sector law department with five or more UC Hastings graduates is eligible to participate in the UC Hastings Challenge. Visit our website at www.uchastings.edu/challenge to see our current list of teams.

GIVING TO THE CHALLENGE

The easiest way to make your gift is online. Go to www.uchastings.edu/giving or you may also:

- Call 415.565.4665 to speak with our Annual Giving Manager
- Fax a gift or pledge form to 415.581.8844
- E-mail gifts@uchastings.edu with the amount of your pledge
- Mail a gift or pledge form with check or credit card information to:
  
  Alumni Center
  UC Hastings College of the Law
  Department 34063
  Post Office Box 39000
  San Francisco, CA 94139-0001

WHAT COUNTS TOWARD PARTICIPATION?

Any gift or pledge made to UC Hastings by a member of the Challenge team from January 1–December 31, 2014 counts toward this year’s Challenge. This includes payment on a pledge, a gift to your law school class reunion, or any other gift made to the UC Hastings Fund.

LEVELS OF RECOGNITION

Teams get special recognition at the Platinum Partner level when they reach 100% participation; Gold Partner level when they reach 75% participation and Silver Partner level when they reach 50% participation. All donors are acknowledged with a thank you letter.

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Platinum 100% Giving</th>
<th>Gold 75% Giving</th>
<th>Silver 50% Giving</th>
</tr>
</thead>
<tbody>
<tr>
<td>Receives engraved 100% Achievement Award</td>
<td>*</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recognized at On Campus Interviews (OCI)</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Recognized in the UC Hastings Magazine</td>
<td></td>
<td>*</td>
<td>*</td>
</tr>
<tr>
<td>Listed on the on-campus honor board and other honor rolls</td>
<td>*</td>
<td>*</td>
<td>*</td>
</tr>
</tbody>
</table>
The primary goal of the Challenge is to increase opportunities for alumni to support the school and to raise essential funds for UC Hastings. There are three levels of recognition depending on the percentage of alumni at your organization who contribute; Platinum Partner at 100%, Gold Partner at 75%, and Silver Partner at 50%. To count towards your total, your UC Hastings colleagues must make a gift before the Challenge deadline on December 31, 2014.

Alumni make donations for many different reasons and every solicitation request is unique. Below are some tips on how to get everyone on board.

■ As a volunteer, you are requesting your classmates to support their alma mater.

■ Use the words “please” and “consider.” You will likely not offend any of your classmates when you include these words as part of your request.

■ Don’t be afraid to speak from the heart. Let them know why you support UC Hastings. Donors are more motivated by sincere, personal testimonials than statistics and facts. The best appeals have emotional impact.

■ Offer a matching challenge.

Following are samples of “ask phrases.”

■ **Join Us:** I was hoping you would join Martha Jones, John Smith and Kathy Brown, who have already made their gifts, to help us meet our goal.

■ **Impact:** The UC Hastings Challenge has been a source of significant contributions year after year. We have received gifts at all levels, and we are really delighted. We have gifts from alumni ranging from $50 and $100 to as much as $5,000! We hope you will carefully think about this campaign and make a donation that makes you proud.

■ **Focus on Participation:** Our goal is to achieve 100 percent participation in the campaign, and we are almost there. Can we count you in? We gave $200; would you consider a gift at that level?

■ **Creating Opportunities:** Many deserving students would not be enrolled today without the financial aid and scholarships made possible by you, our donors. Please consider a gift today that will help make a UC Hastings education possible for those who follow in our footsteps.

■ **The Cost of Excellence:** UC Hastings can remain competitive by helping to attract and retain the brightest students and most talented faculty. Your support ensures that the fundamental characteristics of the UC Hastings experience carry on, especially the ability to receive a top-notch legal education in a vibrant city. Please consider a gift today to help preserve the extraordinary academic opportunities at UC Hastings.

■ **Every Gift Really Does Make a Difference:** Every gift, regardless of the size, is impactful. Your gift is a wonderful way to express your belief in the educational mission of UC Hastings and make a real difference in the lives of students and faculty. Please join me in making a gift to UC Hastings and make an immediate impact on shaping the future of the law school.

■ **Building a Strong Foundation:** By giving an unrestricted gift to the law school, we play a critical role in UC Hastings’ financial future by helping to bridge the gap between tuition and the actual cost of educating a UC Hastings student. “UC Hastings Fund” gifts are unrestricted, meaning the law school has flexibility to determine how best to use the funds to meet the greatest and most immediate needs of the law school. Please consider a gift that will impact UC Hastings’ future.
ABOUT UC HASTINGS

Founded: 1878
Location: San Francisco, California
2013 Total Student Population: 1,053 JD, 31 LLM, and 12 MSL
Student Organizations: 60+
Full-Time Faculty: 71 | Adjunct Faculty: 125

SIGNIFICANT BUILDINGS LOCATED WITHIN BLOCKS OF UC HASTINGS
San Francisco City Hall • San Francisco Federal Building • California Supreme Court • San Francisco Superior Court • U.S. Federal District Court • U.S. Ninth Circuit Court of Appeals

TUITION & FEES 2013–14
California Resident: $47,634 | Non-Resident: $53,634

FINANCIAL AID
UC Hastings awards almost $13 million annually in grants, loans, scholarships, and work-study opportunities. The College also offers a loan forgiveness program for graduates who pursue careers in the public sector. More than 80 percent of UC Hastings’ students receive some form of financial aid.

ACADEMIC CONCENTRATIONS
Civil Litigation and Dispute Resolution • Criminal Law • Government Law • Law and Health Sciences • Intellectual Property • International Law • Social Justice Lawyering • Tax Law

ACADEMIC AREAS OF STUDY
Business and Commercial Law • Environmental Law • Family Law • Legal Philosophy and Systems • Personal Injury Law • Public Interest Law

CLINICS
In-House Clinics: Community Economic Development Clinic • Community Group Advocacy and Social Change Clinic • Individual Representation Clinic • Mediation Clinic • Refugee and Human Rights Clinic • Social Enterprise & Economic Empowerment Clinic • Outplacement Clinics: Criminal Practice Clinic • Environmental Law Clinic • Immigrants’ Rights Clinic • Lawyers for America • Legislation Clinic • Local Government Clinic • Medical-Legal Partnership for Seniors • Workers’ Rights Clinic

CENTERS AND CONSORTIA
Center for Gender and Refugee Studies • Center for Negotiation and Dispute Resolution • Center for State and Local Government Law • Center for WorkLife Law • Institute for Criminal Justice • Institute for Innovation Law • UCSF/UC Hastings Consortium on Law, Science, and Health Policy

JOURNALS

* information current as of August 2013

2013 ENTERING JD CLASS PROFILE
Applications: 3,948
Offered Admission: 1,594
Enrolled: 331

UNDERGRADUATE GPA
75th Percentile: 3.69
Median: 3.52
25th Percentile: 3.28
Range: 2.31–4.00

LSAT SCORES
75th Percentile: 163
Median: 159
25th Percentile: 155
Range: 141–173

AGE AT LAW SCHOOL ENTRY
Median: 24
Range: 20–61

GENDER
Women: 52%
Men: 48%
U.S. Students of Color: 40%

STATES AND COUNTRIES REPRESENTED IN CLASS
U.S. States Represented: 23
Countries Represented: Canada, China, South Korea, Taiwan, United Kingdom

UNDERGRADUATE INSTITUTIONS REPRESENTED IN CLASS: 106

TOP 5 CALIFORNIA INSTITUTIONS REPRESENTED: UC Berkeley, UCLA, UC Santa Barbara, UC Santa Cruz, UC San Diego

TOP 5 OUT-OF-STATE INSTITUTIONS REPRESENTED: The George Washington University, Emory University, Harvard University, New York University, University of Oregon

STUDENTS ENTERING WITH ADVANCED DEGREES: 7%
These numbers are accurate as of the first day of classes of the fall 2013 semester.

OFFICE OF ADMISSIONS
UC Hastings College of the Law • 200 McAllister Street, San Francisco, CA 94102
Phone 415.565.4623 • Fax 415.581.8946 • admis@uchastings.edu • www.uchastings.edu • Facebook: /uchastingsadmissions • Twitter: @uchastingslaw

* information current as of August 2013
BAR PASSAGE
July 2012 California Bar Exam
Pass Rate for First-Time UC Hastings Graduates: 77%
Pass Rate for All First-Time Takers: 68%

EMPLOYMENT
Percentage of Graduates Employed as of Nine Months After May 2012 Graduation: 76%
The following statistics are based on information from graduates of the Class of 2012 who were employed in full-time, long-term positions as of February 2013. For a detailed breakdown of employment data, visit the UC Hastings Office of Career & Professional Development Web page at www.uchastings.edu/career-office/Employment-Statistics/index.php.

SALARY INFORMATION
Median Salary: $74,500
Average Salary: $90,185
Maximum Salary: $165,000

EMPLOYERS (A SAMPLING)
Aaron, Dickerson, Cohn & Lanzone APC • Baker & McKenzie LLP • Bank of America • Bryan Cave LLP • California Office of Legislative Counsel • Cooley LLP • DLA Piper • Facebook • Fenwick & West LLP • International War Crimes Tribunal • Lindahl Beck LLP • Los Angeles County District Attorney’s Office • Morrison & Foerster LLP • National Labor Relations Board • Orrick Herrington & Sutcliffe LLP • Perkins Cole LLP • Reed Smith LLP • Ropes & Gray LLP • San Francisco Superior Court • Troutman Sanders LLP • U.S. Bankruptcy Court, Eastern District • U.S. Immigration Court • U.S. Marine Corps JAG Program • Yelp • YouTube
Alumni Population: 20,000

STARTING SALARIES
- $49,999 or less: 11%
- $50,000–$69,999: 31%
- $70,000–$89,999: 19%
- $90,000–$109,999: 10%
- $110,000–$129,999: 4%
- $130,000+: 25%

EMPLOYMENT SECTOR
- Law Firm: 57%
- Business/Industry: 12%
- Government: 16%
- Public Interest: 9%
- Judicial Clerkship: 3%
- Academic: 2%
- Military: <1%

GEOGRAPHIC DISTRIBUTION
- Northern California: 71%
- Southern California: 18%
- Eastern U.S.: 6%
- Other U.S.: 4%
- International: 1%

NOTABLE ALUMNI
- Jeff Adachi ’85 – Public Defender, San Francisco
- Willie Brown ’58 – Former Mayor of San Francisco and Speaker of the California State Assembly
- James Cole ’79 – Deputy Attorney General of the U.S.
- Carol Corrigan ’75 – Associate Justice, California Supreme Court
- Sam Fernandez ’80 – Senior Vice President and General Counsel, Los Angeles Dodgers
- Karla Gray ’76 – Former Chief Justice, Montana Supreme Court
- Kamala Harris ’89 – California Attorney General
- Fredric Horowitz ’75 – Arbitrator, Major League Baseball
- Jeff Layman ’97 – Partner, Baker Botts Beijing
- Larry Lowe ’83 – Senior Counsel, Apple Inc.
- Nell Newton ’76 – Dean, University of Notre Dame School of Law
- Richard Pollack ’76 – Associate Justice, Hawaii Supreme Court
- Jackie Speier ’76 – U.S. Congresswoman
- Christopher Stephens ’89 – Former U.S. Ambassador to Libya
- Nancy Tellem ’79 – President, Microsoft Digital Entertainment
- Ann Veneman ’76 – Former U.S. Secretary of Agriculture

* information current as of August 2013
Following are sample e-mails you can use.

**INITIAL E-MAIL**

Did you know that we have X# of UC Hastings alumni working here at ABC Inc? Each year, UC Hastings partners with firms, organizations and companies and challenges them to donate to their alma mater. This year (once again) I have agreed to be the Team Captain of the *UC Hastings Challenge* at ABC Inc. (If you have participated in past years, you can mention performance here.) The primary goal of the *Challenge* is to increase opportunities for alumni to support the school and to raise essential funds for UC Hastings. The focus is on participation with various forms of recognition at the 100%, 75% and 50% alumni participation levels. I think that we can reach 100% participation and I’ve already made my own personal commitment. Can I count on you to do the same?

You may ask yourself, “Why should I give back to UC Hastings.” Here’s why I give back:

**Example 1** We are all aware of the impact the recent economy has had upon law school tuition and opportunities for young attorneys. Many deserving students wouldn’t be here today without financial aid and scholarships made possible by you, our alumni donors. Furthermore, I donate because Hastings can only remain competitive by attracting and retaining the brightest students and most talented faculty. Your support ensures that the fundamental characteristics of the Hastings experience carry on, especially the ability to produce lawyers with a top-notch legal education.

**Example 2** I like my job, and I like the many opportunities it has afforded me (and by extension my family). But for my UC Hastings education and degree, but for the springboard Hastings provided to me, I suspect my life would not be as fulfilling as it is, professionally or personally. That’s not to say everything is always perfect, or that every memory of law school is a fond one, but I’m genuinely appreciative of what I have and where I work and how Hastings fit into my life trajectory.

If you have any questions or want to discuss donating, I am happy to talk any time (and if you have specific reasons for not giving, I would like to hear those too). For logistical issues, you can also contact Robin Drysdale, Annual Giving Manager at UC Hastings (415.565.4852, or drysdale@uchastings.edu). To give online, please visit [www.uchastings.edu/giving](http://www.uchastings.edu/giving).

Thank you for your support of your law school!

**MATCHING GIFT E-MAIL**

Have you given to Hastings this year? We are striving for 100% participating in the *UC Hastings Challenge* program. Please consider giving today. The Firm’s deadline for submitting a request for matching funds is October 31st. I’ve attached the Firm’s Matching Gift form for your use.

I think that we can reach 100% participation and I’ve already made my own personal commitment. Can I count on you to do the same? Donating is easy. To give online, please visit [www.uchastings.edu/giving](http://www.uchastings.edu/giving).

Questions? Please feel free to contact Robin Drysdale, Annual Giving Manager at UC Hastings (415.565.4852, or drysdale@uchastings.edu).
As captain of the UC Hastings Challenge at ABC Inc. I thought I would give you an update. There are 20 UC Hastings alumni working here, and 9 have already made a gift or pledge. It’s a race to the finish, and ABC is competing with other top law firms to achieve 100% giving.

Please remember—it is not the size of your gift that matters, but rather the participation in this important campaign for our alma mater. Plus, while I urge you to direct your gift to the UC Hastings Fund, which addresses the school’s most pressing needs, you may give to any fund on campus that made a difference in your law school experience.

Our law school is stronger than ever, but needs your support. If you have not already done so, I encourage you to make your gift or pledge now to help ABC achieve 100% giving and be a leader for the Challenge. Please visit: www.uchastings.edu/giving to make an online gift or speak with me about setting up a gift or pledge.

Thank you so much to all of the ABC alums who have already made their commitment to the Challenge!

As the end of the year is almost upon us, I’m hoping you will join me in giving a year-end contribution to the UC Hastings Challenge. The objective of the Challenge is to get 100% of the alumni at ABC Inc. to participate. Every gift to UC Hastings, regardless of the amount, is impactful. Also, if we reach 50%, 75% or 100% participation, there are various levels of recognition for us and our firm/company/organization.

Donations made as part of the Challenge are a great way to express the confidence and pride that we have in the educational mission of UC Hastings. Our contributions make a profound difference to UC Hastings students and faculty.

With these thoughts in mind, I ask that you please consider making a gift to bring another year of the UC Hastings Challenge to a successful close. You can give online: www.uchastings.edu/giving or contact the Alumni Center at 415.565.4852.

Many thanks and Happy Holidays.
As the year comes to a close, I wanted to reach out to you to ask you to think about giving to UC Hastings and remind you of my offer to personally match any contributions you (as well as some of my classmates from ABC Organization) make before December 31, 2013 up to a combined total of $XX.XX. For those of you who have already taken me up on my offer, thank you again for your generosity. My reasons for giving is that I believe my law school education was a key driver of my success to date and I want to make sure that other law students have the same opportunities.

Dean Wu and UC Hastings have been at the forefront of how law schools are adapting to the new legal environment, cutting class sizes so that students can be reasonably assured that a legal job awaits them upon graduation (when many other schools have felt the pressure to enroll even larger classes) and increasing the school’s offerings in emerging cross-disciplinary practice areas that will be central to the practice of law when today’s students graduate. But it will take help from all of us to build on these changes.

I trust many of you share my belief that the education you received at UC Hastings was a big part of what got you to where you are today. And I hope you still believe you can do something to help others get the opportunities you had. More important to me than the size of your donation is the fact that you chose to contribute to UC Hastings.

If you have any questions or want to discuss donating, I am happy to talk any time (and if you have specific reasons for not giving, I would like to hear those too). For logistical issues, you can also contact Robin Drysdale, the Annual Giving Manager at UC Hastings (415.565.4852, or drysdale@uchastings.edu). Give online at www.uchastings.edu/giving.

Thanks
UC Hastings stands at the forefront. With the legal services and higher education marketplaces facing change and challenge, your school has done more than any other institution to adapt, lead, and serve as a model.

The UC Hastings Strategic Plan, released in August of 2011, has been lauded for its vision by the bench and the bar, the media, students, and our peer institutions throughout the nation. Our success in implementing this plan has been based largely on the tremendous sense of community that brings together faculty, staff, students, and alumni.

Everything we’ve accomplished so far has been supported by the generosity of this community. Your continued contributions are critical to our ongoing success.

11 WAYS YOU CAN SUPPORT UC HASTINGS

1. **Hire Hastings.** The UC Hastings Office of Career & Professional Development is pleased to offer a variety of recruiting services to help employers fill their hiring needs. Learn more about our Employer Services.

2. **Make a gift.** Gifts make a critical difference and enhance the quality of the experience for today’s students. They make possible much needed scholarship funds, help attract world-renowned faculty, encourage scholarly research and writing, support student services, and provide opportunities for a variety of clinical and other out of the classroom experiences. Make your gift. We are available to discuss your gift with you, if you wish. Please contact us.

3. **Plan a gift.** It is never too early to begin planning for your legacy. Please contact us directly or use our request for information form. We look forward to hearing from you.

4. **Participate in your Class Reunion, Class Giving Campaigns, and the UC Hastings Challenge.** We’re always looking for volunteers to help reach out to classmates. Please contact Robin Drysdale at drysdale@uchastings.edu or by phone: 415.565.4852.

5. **Volunteer.** Alumni sponsor and promote a wide variety of events and outreach activities to strengthen ties between UC Hastings students, alumni and the school. Please contact Shino Nomiya, Assistant Dean, Institutional Advancement, at nomiyas@uchastings.edu or by phone: 415.565.4616.

6. **Serve as an ambassador.** The Office of Admissions encourages alumni to serve as welcome ambassadors by reaching out to newly admitted students. JD alumni please contact Greg Canada, Assistant Dean of Admissions, at canadag@uchastings.edu or by phone: 415.565.4885. LLM & MSL alumni please contact June Sakamoto, Assistant Dean of the Graduate Division, at sakamotoj@uchastings.edu or by phone 415.703.8291.

7. **Become an Alumni Mentor.** Students are eager to learn about “life after law school” from those who have “been there, done that!” Learn more about becoming a mentor.

8. **Support our Teams.** The Moot Court and Negotiation & Mediation teams are always on the lookout for coaches, judges, speakers and sponsors.

9. **Share your News.** To paraphrase the classic 1980’s Vidal Sassoon commercial, “When you look good, we look good.” Help us celebrate your milestones and brag about your successes by submitting a class note.

10. **Share our News.** Help us educate others about the value of a UC Hastings education. Public leaders and policymakers also need to hear from you about the importance of supporting public higher education to the American Dream.

11. **Join the conversation on social media.** UC Hastings is on Instagram, Google+, Twitter, Facebook, YouTube, LinkedIn, and RebelMouse. Send your tips and tweets to @uchastingslaw, post ideas to our Facebook page, and hashtag #uchastings on Instagram. In addition, I personally invite you to connect with me on Twitter (@frankhwu) and LinkedIn. Please also feel free to send me feedback on the blogging I have been undertaking for the Huffington Post, Above the Law, and LinkedIn.