THE LICENSING EXECUTIVES SOCIETY

FOUNDED - 1965 IN UNITED STATES

ORIGINAL FOUNDERS THOUGHT MIGHT GROW TO 100 - 150 MEMBERS AT MOST

NOW - ABOUT 1200 MEMBERS U.S. AND CANADA

- ABOUT 2500 MEMBERS WORLDWIDE

IN 1973, LES INC., THE ORIGINAL US BASED-BODY, WAS CHANGED INTO LES INTERNATIONAL, AN INTERNATIONAL ORGANIZATION WITH MEMBER SOCIETIES

1. LES (U.S.A.), INC. -- US & CANADA
2. LES - UK
3. LES - JAPAN
4. LES - FRANCE
5. LES - SCANDINAVIA (NORWAY, SWEDEN, DENMARK, FINLAND & ICELAND)
6. LES - ITALIA
7. LES - MEXICO
8. LES - BENELUX (BELGIUM, NETHERLANDS & LUXEMBOURG)
9. LES - AUSTRALIA
10. LES - KOREA
11. LES - ESPANA

WORKING ON HUNGARY, INDIA

PURPOSES OF LES --

A. NONPROFIT PROFESSIONAL AND EDUCATIONAL SOCIETY--HIGH STANDARDS AND ETHICS

B. ASSIST MEMBERS IN IMPROVING SKILLS BY MEETINGS, PUBLICATIONS & EXCHANGE OF IDEAS

C. INFORM PUBLIC, BUSINESS COMMUNITY AND GOVERNMENTAL BODIES ABOUT

1. ECONOMIC SIGNIFICANCE OF LICENSING
2. HIGH PROFESSIONAL STANDARDS OF THOSE ENGAGED IN PROFESSION OF LICENSING

D. DO AND SUPPORT RESEARCH IN LICENSING

STRUCTURE OF LES

1. INTERNATIONAL

OFFICERS

PRESIDENT

PRESIDENT-ELECT -- DIFF. MEMBER SOCIETY

PAST PRESIDENT

VICE PRESIDENTS -- 1 FROM EACH MEMBER SOCIETY

TREASURER

SECRETARY

ASST. SECRETARY

BOARD OF DELEGATES

AT LEAST TWO FROM EACH MEMBER SOCIETY

FORMULA FOR ADDITIONAL DELEGATES FROM LARGER SOCIETIES

LES (U.S.A.) - 7

LES U.K. - 3

TWO MEETINGS PER YEAR

$4 PER MEMBER PAID TO LES INT'L. BY EACH MEMBER SOCIETY

ALL PAST PRESIDENTS CAN ATTEND AND SPEAK AT BOARD MTGS. BUT CAN'T VOTE

2. LES (U.S.A.)

OFFICERS

- PRESIDENT
- PRESIDENT-ELECT
- PAST PRESIDENT
- V.P. EAST
- V.P. CENTRAL
- V.P. WEST
- V.P. CANADA
- V.P. INT'L.
- TREASURER
- SECRETARY

BOARD OF TRUSTEES

- OFFICERS & 8 TRUSTEES AT LARGE
- ALL PAST PRESIDENTS CAN ATTEND & SPEAK AT BOARD MEETINGS BUT CAN'T VOTE
- MEETINGS OPEN TO ALL MEMBERS

COMMITTEES

MEETINGS - LES (U.S.A.)

- ANNUAL - 3 DAY - OCTOBER (OR SEPTEMBER)
  - ROTATES AMONG THREE REGIONS
  - 300 MEMBERS + 150 SPOUSES
  - BOOKED THROUGH 1981
  - WORKING ON 1982-4
  - SPEECHES, PANELS & WORKSHOPS

BUSINESS, MARKETING & LEGAL SUBJECTS FROM DIFFERENT VIEWPOINTS

LARGE CORP., SMALL CORP., UNIVERSITY, INDIVIDUAL, PRIVATE LAWYER, ETC.

REGIONAL - 1 DAY

1 IN EACH OF THREE REGIONS

BETWEEN FEBRUARY AND JUNE

SPEECHES, PANELS & WORKSHOPS

LUNCHEON

MONTHLY, BIMONTHLY OR IRREGULARLY

LOS ANGELES

SAN FRANCISCO

BOSTON

NEW YORK

CHICAGO

ETC.

BOARD OF TRUSTEES

1 DAY BEFORE ANNUAL MEETING

1 DAY AFTER ANNUAL MEETING

1 EARLY SPRING-DAY BEFORE OR AFTER A REGIONAL MEETING

1 LATE SPRING-DAY BEFORE OR AFTER REGIONAL MEETING

SPECIAL MEETINGS

UNIDO - LES

AMA - LES

OTHER MEMBER SOCIETIES

ALL HAVE MEETINGS

SOME EUROPEAN, RATHER THAN JUST FRANCE, ETC.

TECHNOLOGY SHOWS

KNOW-HOW '72 & '74 - OSLO

TECHNO '73 & '75 - TOKYO

LOCAL LES HAS LICENSING CONFERENCE IN ASSOCIATION WITH TECHNOLOGY SHOW

PUBLICATIONS

LES NOUVELLES

JOURNAL - QUARTERLY & SPECIAL ISSUE

NEWS LETTER - JUST STARTING

BOOKS

PUBLISHED BY LES (U.S.A.)

1. U.S./U.S.S.R. TECHNOLOGY AND PATENTS
2. EASTERN EUROPE - SIMILAR TO ABOVE
3. LES BIBLIOGRAPHY

PUBLISHED BY OTHERS

1. THE LAW AND BUSINESS OF LICENSING - CLARK BOARDMAN

GOVERNMENT COOPERATION

U.S.

1. 1971 (PRE-DETENTE) U.S./U.S.S.R. EXCHANGE ON PATENT MANAGEMENT AND PATENT LICENSING

UNDER TREATY ON EXCHANGES ADMINISTERED BY STATE DEPT.

CO-SPONSORED BY U.S. PATENT OFFICE AND LES

REPORTED IN SPECIAL ISSUE OF LES NOUVELLES

MEMBERS - U.S. COMMISSIONER OF PATENTS AND LES MEMBERS

2. 1973 U.S./U.S.S.R. EXCHANGE - SIMILAR TO 1971 BUT CO-SPONSORED BY U.S. DEPARTMENT OF COMMERCE & LES.
   LES FINANCED AND PUBLISHED BOOK
   MEMBERS - ASST. SECRETARY OF COMMERCE, STATE DEPT., PATENT OFFICE & LES MEMBERS
3. 1976 U.S. EXCHANGES WITH EASTERN EUROPEAN COUNTRIES
   SIMILAR TO 1 & 2 ABOVE
   CO-SPONSORED BY U.S. DEPT. OF COMMERCE AND LES (U.S.A.)
   LES WILL FINANCE AND PUBLISH BOOK
   QUOTE FROM DR. BETSY ANCKER-JOHNSON - "WITHOUT LES SUPPORT THESE EXCHANGES WILL NOT TAKE PLACE"
   MEMBERS - ASST. SECRETARY OF COMMERCE, COMMISSIONER OF PATENTS AND TRADEMARKS, DEPUTY COMMISSIONER, STATE DEPARTMENT & LES MEMBERS
4. FREQUENT DETAILED COMMENTS TO U.S. GOVERNMENT RE UNCTAD, WIPO, ETC. PROPOSALS, MTGS., ETC. MUCH OF COMMENTS ARE ADOPTED AS U.S. POSITION
5. 1975 - PRESIDENT OF LES (U.S.A.) MEMBER OF U.S. GOV'T. DELEGATION TO UNCTAD GENEVA CONFERENCE ON "ROLE OF PATENT SYSTEM IN TRANSFER OF TECHNOLOGY"

OTHER

1. 1972 UNIDO-LES 3-DAY CONFERENCE ON TRANSFER OF TECHNOLOGY TO DEVELOPING NATIONS, AT UNITED NATIONS, NEW YORK
2. 1976 UNIDO-LES (U.S.A.) 3-DAY CONFERENCE ON TRANSFER OF TECHNOLOGY TO DEVELOPING NATIONS PROBABLY IN SEPTEMBER
3. LES INT'L. FREQUENTLY SENDS INVITED OBSERVERS TO UNCTAD, WIPO, ETC. CONFERENCES

EDUCATION

LES SPONSORS, SPEECHES, SEMINARS, ETC. ON LICENSING AT UNIVERSITIES SUCH AS HARVARD GRADUATE SCHOOL OF BUSINESS

WORKING ON UNIVERSITY OF CHICAGO PROGRAM AND OTHERS

SPECIAL 1-3 DAY COURSES ON SUBJECTS SUCH AS "HOW TO NEGOTIATE"

LEGISLATION

PRESENTS WRITTEN AND ORAL COMMENTS ON PROPOSED LEGISLATION TO CONGRESSIONAL AND STATE LEGISLATIVE COMMITTEES AND FEDERAL AND STATE GOVERNMENTAL AGENCIES

MEMBERSHIP

"SIGNIFICANT RESPONSIBILITY IN LICENSING"

1. LES (U.S.A.) - SLIGHT MAJORITY NON-LAWYERS
2. LES (U.S.A.) - LARGE MAJORITY TECHNICALLY TRAINED
3. LES (U.S.A.) - MAJORITY CORPORATE EMPLOYEES

AT LEAST SOME MEMBERS ARE:

1. LAWYERS
2. NON-LAWYERS
3. TECHNICALLY TRAINED
4. CORPORATE EMPLOYEES (SMALL, MEDIUM, LARGE CORP.)
5. PRIVATE PRACTICE LAWYERS
6. PATENT LAWYERS
7. PATENT AGENTS
8. UNIVERSITY EMPLOYEES
9. UNIVERSITY FACULTY MEMBERS
10. GOVERNMENT EMPLOYEES
11. LICENSE BROKERS
12. LICENSE SCOUTS

13. LICENSE CONSULTANTS
14. NON-PROFIT RESEARCH LAB EMPLOYEES
15. RESEARCH LAB EMPLOYEES
16. LICENSING COMPANIES
17. UNITED NATIONS (UNIDO)

SPONSOR PARTIALLY OR WHOLLY FUNDED RESEARCH ON DIFFERENT ASPECTS OF LICENSING

1. UNIVERSITIES
    A. PROFESSORS
    B. STUDENTS
2. RESEARCH ORGANIZATIONS
    A. PTC RESEARCH
    B. POSSIBLY HARBRIDGE HOUSE, BOSTON

RESEARCH PEOPLE HAVE ACCESS TO LES MEMBERS TO PROVIDE DATA

AWARDS

LES GOLD MEDAL

AWARD OF MERIT

ARBITRATION WORK

PLACEMENT COMMITTEE

FREE OF CHARGE