

Workshop - doing better business through social events

Business events are a fixture in every lawyer's calendar, though creating revenue streams through these events is often an afterthought.

For lawyers to represent your firm well, and derive real value from these forums, it is worth investing in getting them properly prepared.

Over the last couple of years, clients have sought our help in this area. Besides effective (but relatively expensive) one-on-one coaching, we can offer economical, small-group workshops directed to helping your lawyers do better on business-related social occasions.

We offer informal, tailored workshops dealing with:

- why it's important for professionals to do well in social settings
- positive and comfortable behaviours which work
- background work to do well
- ideas worth a try - and becoming "brave" enough to try effective new techniques
- resources for later reference
- an opportunity to put it into practice on the spot.

While one session of this type is unlikely to make social-phobics great performers at these events, our approaches have proven very beneficial for lawyers at all career stages. Our professional develop workshops make a difference.

Key is to help your people get comfortable with techniques which may work for them - and then to encourage them to give it a try. Best of all, when any of your lawyers finds that a technique works, s/he is very likely to do it again - and again. It's self-reinforcing !

To schedule a workshop for your firm, we'd love to help, with a fixed fee professional development service.

You will receive:

- pre-briefing and workshop scoping
- preparation of customised content for your firm, based on briefing
- PowerPoint presentation guaranteed to maintain interest
- 90, 120, 150, or 180 minute format workshop at your offices
- a practical exercise and simulation
- handouts
- participant evaluation
- licence to use these materials widely in your practice, including on your Intranet.

If you think this will be useful for your professionals, please get in touch.

Call us on +612 9968 4168 or email
julianmidwinter@julianmidwinter.com.au.

www.julianmidwinter.com.au

Tel +61 2 9968 4168
Fax +61 2 9960 4480

Suite 16 357 Military Road
Mosman NSW 2088
Australia

Email julianmidwinter@julianmidwinter.com.au