

Workshop - business development for non-partner lawyers

Acquiring business development skills is important right from induction of a new lawyer. Wise investment in business development training for your early career lawyers will maximise their potential, to contribute to ultimate success of your practice.

Up-skilling your lawyers not only improves their effectiveness for your firm, but helps retain strong talent who are invested in a firm which invests in their development.

Julian Midwinter & Associates will work with your lawyers to impart a clear conceptual framework and introduce them to valuable skills and behavioural options which they can deploy, according to circumstances, opportunities, and preferences.

Early career and mid-career lawyers benefit from solid grounding in practical develop business and multiple tips and techniques for immediate use. These include:

- proven basic marketing techniques
- effective practices in client relationship management
- personal communication techniques
- effective networking techniques
- making the most of participation in seminars, client events, and relevant industry events.

Our tailored professional development workshop will:

- develop awareness of techniques and behavioural options to achieve business development successes
- demonstrate ways to develop rapport and make impact
- interactively discuss the application of each
- use practical exercises to reinforce learning
- encourage each participant to experiment with options and implement appropriate techniques in everyday work practice.

If you want to develop and/or improve your early- and mid-career lawyers' business development skills, then enlist our support for your professional development programme. It's an investment in substantially better results.

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