

Rainmaking for Women Seminar Video Recording

April 11, 2007

The Firm will host a video recording of the "Rainmaking for Women" seminar conducted by Eva Wisnik on Wednesday, April 11 in Conference Room 21 D. Over the past ten years, Eva Wisnik has worked with 71 AmLaw 100 firms nationwide and conducted nearly 600 training programs. This workshop provides participants with:

- Time management strategies that will create time each day for business development activities
- Specific steps for maintaining client relationships and tips for transforming professional contacts into clients
- Instruction on how to initiate and maintain professional relationships
- Tips on the the best places to meet business contacts and how to maximize these opportunities
- An understanding of how to achieve professional visibility and where to focus
- A process for identifying the profile of your target client

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