

# NETWORKING SKILLS FOR LAWYERS

## THE NEED

Networking is a crucial activity for the success of attorneys throughout their careers. For many lawyers, initiating contact with new people can seem like an uncomfortable burden.

## WE CAN HELP

Our instructors will coach each participant in the skills they need to become successful networkers. They will learn to:

- Adjust their style when first meeting a new contact
- Speak and gesture with open, approachable body language
- Apply important listening skills in networking arenas
- Ask appropriate questions to establish a positive relationship
- Create a personal networking plan
- Understand how to prepare for, execute, and follow-up on any networking events

## HOW WE WORK

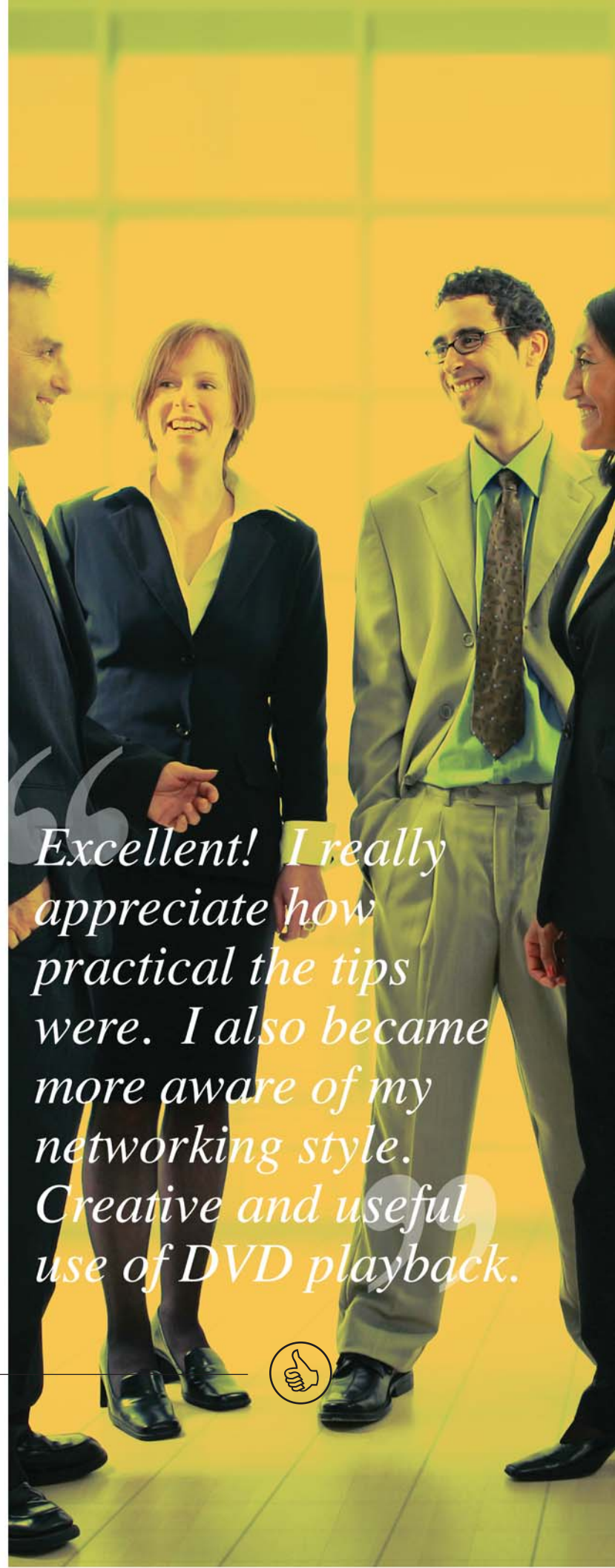
This is not a lecture course! Participants will spend most of their class time in coached exercises and videotaped role plays. They will learn by doing.

## OUR UNIQUE FOLLOW-UP

A few weeks after the workshop, each participant will receive a personalized DVD. The DVD will include their final taped presentation edited to include additional coaching from their instructor.

## OTHER DETAILS

The class is typically one day in length, and accommodates up to 12 participants.



*Excellent! I really appreciate how practical the tips were. I also became more aware of my networking style. Creative and useful use of DVD playback.*

