

Transition Boot Camp Synopsis

So many new lawyers are instructed to work hard and learn to practice law. Most put their heads down and learn the rules of the game. Then, about five years later, the rules change. Senior associates and junior partners are expected to manage deals, teams, and clients – some of which are their own. Yet no good road map exists to assist these rising attorneys to find their way through this new maze. That is, until now. This course outlines the playing field on which these attorneys find themselves. Combining conceptual analysis with practical exercises, the Transition Boot Camp covers advanced topics in Business Development, Leaderships Skills and Practice Management.

- ▶ **Target Audience:** This course is ideal for senior associates and junior partners.
- ▶ **Delivery:** Two-hour interactive presentation with in-class and extracurricular exercises.
- ▶ **Topics:**
 - *Rainmaking: No fancy dancing required.*
Building on the fundamental principles of developing a professional business, this segment focuses on what each attorney must do to attract clients. The concepts of personal branding, professional networking, and developing referrals are covered. This section concludes with an overview of cross-marketing and co-marketing.
Exercises:
 - ◇ Eating for Fun and Profit
 - ◇ Your Own Who's Who
 - ◇ The Common Denominator Matrix
 - *Resonant Leadership: Cooperative v. Dictatorial Effectiveness.*
Science has confirmed that we feel before we think. Building on that premise, this section examines the components of great leadership. Self-awareness and interactive awareness play key roles in each individual's effectiveness in virtually every setting.
Exercises:
 - ◇ The Cross-Purpose Client
 - ◇ Tense Negotiations
 - *Mentoring: It's not just a program.*
Understanding that mentoring is far more than a program the firm offers to young associates is instrumental to both the success of individual lawyers and the firm. This segment covers the basics of one-on-one mentoring, including each participant's duties, responsibilities, expectations and anticipated results.
Exercise:
 - ◇ The Planned Protégé
 - *Practice Management: The new horizon of partnership.*
The nature of the work load shifts from doing assigned tasks to managing entire projects, not to mention doing your own client's work. This final section looks at two principle practice management issues at this stage: Delegation and balance.
Exercise:
 - ◇ What's for Dinner (Or the Intersection of delegation and balance)
- ▶ **Materials:** A workbook, including substantive content and exercises, PowerPoint presentation materials and additional incentives.
- ▶ **CLE Credit:** Available via submission to your accrediting body.
- ▶ **Cost:** \$299 per attendee.
- ▶ **Follow-up Coaching:** To maximize the course's effectiveness, two post-training coaching sessions are included **Free of Charge**.