



Strategies to Secure the Future of Your Practice

Are you ready to take your career to the next level?
Looking for ways build your profile and become the “go-to” lawyer?
Do you want proven methods to increase your client base?

Learn how to become a Rainmaker by attending three Webinars that will provide you with practical skills and strategies to:

- build the career you envision
- take advantage of your unique talents
- develop a strategic plan that is tailored to your individual practice and needs
- enhance your professional image with clients
- answer the critical questions clients want to know: “What differentiates you from other attorneys? Why should I hire you?”
- develop your client base
- implement specific techniques for developing trust with clients

PROGRAM SPEAKER

Cordell Parvin, a practicing attorney and career development coach, has been a Rainmaker for more than 34 years and has taught many others the principles necessary to become a Rainmaker. Cordell will share proven techniques based on real world experience.



WEBINAR INFORMATION

“A webinar is an online seminar or presentation with interactive elements.” It is as simple as making a telephone call. Grab your lunch and call in from the convenience of you own office to learn how you too can be a Rainmaker.

Rainmaking 101: Keys to Effective Business Plans and Goals Setting

Time is your most important and limited resource. Learn the keys to using your billable and non-billable time more effectively. Create and learn how to implement a strategic business plan that is tailored to your unique practice and needs.

Date: January 11, 2006 and January 16, 2006

Time: 12:00 noon – 12:50 pm EST and CST

Rainmaking 102: Keys to Developing Business and Building Your Profile

You have to build your profile to be considered by clients. Explore ways to build your profile and become the “go to” lawyer in your field. Gain the tools and insights necessary to develop your reputation in a fast-paced changing competitive market.

Date: January 18, 2006 and January 23, 2006

Time: 12:00 noon – 12:50 pm EST and CST

Rainmaking 103: Keys to Developing Client Relationships

Successful careers are based on building trust and rapport with clients and finding ways to provide extraordinary service. This interactive workshop will highlight the client mindset and how you can build strong connections that become a healthy foundation for a long-term successful business.

Date: January 25, 2006 and January 30, 2006

Time: 12:00 noon – 12:50 pm EST and CST

TESTIMONIALS

“I was impressed with your enthusiasm. I am an . . . attorney in a seven-attorney firm, and because of my area of practice I need large numbers of new clients each year. I need to always remember that both my clients and my referral sources are essential to my well-being. Thank you for helping me to find more ways to let them know that I appreciate them.”

“Thank you again for the wonderful presentation at the recent ABA Midyear meeting. I came away with lots of new ideas for creating and growing my practice.”

REGISTRATION: Individual webinar only \$195 or \$495 for all three – to register on-line click <http://www.cordellparvin.com/store/cart.php?browseCategory=2>