

WEBINARS - Julie Savarino, the Rainmaker Coach has created and delivered:

Selling, Sales & Sales Coaching and Training Topics

"Sales", Business & Client Development Productivity Tools All Lawyers Need to Stay Competitive©
Key "Sales" Tools All Lawyers Need in Their Toolkits to Develop New Business©
How to Optimize Your "Sales" Conversations & Follow-Up Habits to Develop New Business©
New Partner Business Development: Best Practices©
Keys to Mastering the "Sales" Process for Law Firms and Lawyers©
Master-Level "Sales" Coaching Tools and Techniques to Help Lawyers Develop New Legal Work©
Advanced "Sales" Coaching Skills to Help Partners Develop New Business©
Top Coaching Skills to Help Lawyers Develop Business©
Getting Business in a Down Economy - Keys to the "Sales" Process for Litigators©
Best Practices to Efficiently Stay Abreast of Your Clients' & Prospects' Business & Industry©
Apps for Law Firm Business/Client Development©

Sales Models, Pipelines & Programs Topics

How to Make and Use "Sales" Pipelines to Generate New Work for Lawyers and Law Firms©
Optimize Your Law Firm's "Sales" Model, Program, Team and Pipeline - Keys to Success, What Works and What Doesn't©
"Sales" Pipelines & "Sales" Models Used By Lawyers, Law Firms & Other Professional Services Firms©
How to Create and Use a "Sales" Pipeline for Lawyers©
Use of "Sales" Pipelines and "Sales" Models in Law Firms - What Works, What Doesn't ©

Requests for Proposals (RFPs), Proposals and Tendering Topics

Mastering the RFP (Request for Proposal Process) for Lawyers' Mastering the Pitch & RFP Process for Lawyers: Best Practices©
Keys to Winning RFPs for Lawyers©
How to Get on "Short Lists" for Outside Legal Work: Using Science and Best Practices©

Profitability, Pricing, Value & Clients Topics

Ways to Guarantee Your Law Firm Will Develop Significant Profitable and Measurable New Business©
Simplified Best Practices for Process & Project Management for Lawyers and Law Firms©
Law Firm Marketing & BusDev Departments: Ways to Save Costs, Generate Revenue© and/or Become a Net Profit Center©
New Business Development for Law Firms: How to Do More With Less©
How to Control Law Firm Business Development and Marketing Costs & Expenses©
How to Turn Collections Meetings Into New Business©
How to Avoid Competing for Outside Legal Work on Price©
How Companies Are Changing the Way They Buy & Use Outside Counsel©

LinkedIn Topics

How to Optimize Your Use of LinkedIn to Develop New Business for Lawyers and Law Firms©
How To Make the Most of LinkedIn to Build Your Law Practice & Get on More "Short Lists"©
Maximize Your LinkedIn Account to Develop Business©

Legal Ethics re "Sales" and New Business Development Topics

Key Ethical Issues re: Business, Client Development and "Sales" for Lawyers When Communicating With Potential Clients and People Other Than Clients©
Avoiding Potential Legal & Business Conflicts of Interest©

Client Service Topics

Innovative Client Service: How-To's for Lawyers & Law Firms©
How to Be a Client Service Super Star©