

What Clients Say About Julie Savarino's Webinars

"Several members of our management team have viewed many of Julie Savarino's webinars and have been impressed with the quality of the information and the relevance of the topics. These webinars are helpful for anyone who has responsibilities for managing within the structure of today's law firm. I strongly recommend these webinars to law firm management, as a cost-effective way to stay abreast of key marketing and business development topics and issues." [Julie Pritchard-Hedtke](#), Chief Practice Management Officer, [Robins Kaplan LLP](#)

"Any law firm or law firm that thinks webinars are not valuable or useful has never viewed one of Julie Savarino's webinars. They are outstanding!" [Cynthia Tonet-Stewart](#), Former Senior Director of Business Development, [Clark Hill | Thorp Reed](#)

"The lawyers in our firm who have viewed Julie Savarino's webinars found them to be top-notch and full of practical and valuable content. The tips and techniques presented can be easily adapted to suit each lawyer's personal style." [Stephanie Watts](#), Director of Client Services, [Underberg Kessler](#)

"Our lawyers viewed Julie Savarino's "*Key Sales Tools Every Lawyer Needs in 2016*" webinar in several of our offices and we received lots of positive feedback! The webinar was well worth the investment." [Becky S. Jackson](#), Chief Client Services Officer, [Thompson & Knight LLP](#)

"Our firm attended two of Julie Savarino's webinars and found them both to be excellent." [Richard W. Smith](#), Managing Shareholder, [Fisher Rushmer](#)

"I have been in professional services marketing and business development for over 20 years and find that Julie Savarino's webinars are excellent! The "*Law Firms Use of 'Sales' Functions*" webinar we attended was very useful and well-presented." [Tammy Mangan](#), Former Director of Marketing, [Sterne Kessler Goldstein & Fox](#), Washington D.C.

"Members of our firm attended Julie Savarino's webinar entitled "*Sales Pipelines & Sales Models Used By Lawyers, Law Firms & Other Professional Services Firms – What Works?*" It was excellent, and very well-done. We gained tons of useful insights and information based on Julie's many years of working with lawyers and law firms, along with several templates and forms ready to use right now." [James T. Price](#), Attorney at Law and member of firm's Executive Committee from 1997 to 2009, [Spencer Fane Britt & Browne LLP](#), Kansas City

"We attended the "*How to Create and Use a 'Sales' Pipeline for Lawyers*" webinar organized and presented by Julie Savarino and found it very useful." [Debra Woods](#), Manager Business Development, [McCarthy Tetrault](#), Toronto

"We registered six of our firm's offices for Julie Savarino's webinar entitled "*How to Maximize Use of LinkedIn for Lawyers and Law Firms*" held November 13, 2013 on WebEx. A number of attorneys, at various stages of practice attended, as did two members of our firm's marketing team. After the webinar, we received great feedback from all who participated about the practical tips covered in the presentation. We especially appreciated the quality and utility of the handout. The webinar was excellent." [Karen R. Glickstein](#), Partner, [Polsinelli](#), Kansas City

"Members of our firm attended the webinars entitled "*Law Firms Use of 'Sales' Functions, Models and Pipelines - What Works, What Doesn't*" and "*Law Firms Use of Apps*" and found them to be useful, practical and very well-presented." [Jeanne Hammerstrom](#), Chief Marketing and Recruiting Officer, [Benesch, Friedlander, Coplan & Aronoff LLP](#), Cleveland

"I just viewed the webinar titled "*Keys to Mastering the Sales Process for Lawyers*". I am a lawyer in Puerto Rico at Fiddler, Gonzalez & Rodriguez. More than 20 lawyers from our firm attended the webinar and spoke very highly of it and how valuable it will be for our firm. I just wanted to thank you for such excellent ideas, and let you know that we are eager to implement the methods we learned." [Luz C. Molinelli](#), Associate, [Fiddler, Gonzalez & Rodriguez](#)

"I attended Business Development Inc.'s "*Law Firms Use of Apps*" webinar and found it to be dynamic and informative. The information I learned from this webinar will be helpful as we explore digital opportunities." [Kathy Gutierrez](#), Director of Marketing Communications, [Haynes and Boone, LLP](#)

