

What Lawyers Say About Julie Savarino's "Perfect Your Pitch™" Workshops:

"Perfect Your Patent Litigation Pitch™" Workshop - December 5, 2014, New York

"As a litigator with 25 years' experience pitching cases, I was skeptical about attending the *Perfect Your Patent Litigation Pitch* workshop. I am very glad I did. Julie Savarino reinforced certain strategies and helped me develop others. I wish I had taken this class 25 years ago! Hearing specifically what in-house want and prefer when being 'pitched' was incredibly helpful and provided me with many useful tools and techniques. The chance to make actual pitches to corporate counsel and get their feedback was invaluable. I strongly recommend this workshop!" [Jay R. Campbell](#), Partner, [Tucker Ellis LLP](#)

"Two of our firm's Partners attended the workshop *Perfect Your Patent Litigation Pitch* held December 5, 2014 in New York City. They both said participating in the program was a great use of their time and they gave it glowing reviews. They were especially appreciative of meeting the two, in-house patent counsel whose feedback and suggestions were invaluable." [Michael D. Loughnane](#), Managing Partner, [Kenyon & Kenyon LLP](#)

"I attended the workshop *Perfect Your Patent Litigation Pitch* and found it to be an excellent program, full of useful and valuable information, tools, insights and suggestions. I highly recommend this workshop for any lawyer interested in ensuring their pitch and pitch process is as strong and competitive as it can be." [Samantha C. Kernahan](#), Partner, [McLennan Ross LLP](#)

"Perfect Your Pitch™ for Privacy, Data Security & Data Breach-Related Cases & Matters" Workshop **Conducted for Bloomberg Law on November 6, 2015 - San Francisco, CA**

Julie - I wanted to thank you for the outstanding work you did in organizing and leading the Bloomberg "pitch" seminar last Friday. I have both attended and organized many seminars. So I can honestly say that your level of preparation was stellar. I not only learned from the "core" content, but I was also impressed by your mastery of the presentation software and your outstanding materials.

[Steven Brower](#), Shareholder, [BuchalterNemer](#)

Hi Julie. I wanted to thank you for the incredible program on Friday and for the amazing information and insights. You are a fantastic presenter and I so appreciated your skill and modeling of effective communication strategies. [Tamsen Leachman](#), Shareholder, [Littler Mendelson](#)

Hi Julie, Thank you so much for presenting today at the Bloomberg Law's Perfecting Your Pitch. I learned so much from your program and feel much more informed about how to prepare for pitches to potential clients in the future. [Nora E. Wetzel](#), Attorney, [Sedgwick](#)

“Perfect Your AFA Pitch for Employment Litigation & Wage and Hour Cases™” Workshop
April 10, 2015 - San Diego, California

"The 'Perfect Your AFA Pitch for Employment Litigation and Wage and Hour Cases' workshop I attended was a whole day and the registration fee was high, so I was hoping it was it was a good investment and use of time and it was! It is a great workshop." [Ron Wisniewski, Partner, Swanson, Martin & Bell LLP](#)

'Perfect Your Pitch for AFA Pitch for Employment Litigation & Wage and Hour Cases' is one of the best continuing legal education programs I have attended in my 25 years of practice. The opportunity to receive direct feedback from actual general counsel on my pitch was invaluable. Plus, I gained numerous tips on ways to enhance the pitch process." [David Hagopian, Partner, Carothers DiSante & Freudenberger LLP](#)

"The 'Perfect Your Pitch for AFA Pitch for Employment Litigation & Wage and Hour Cases' workshop is outstanding! Participating is well worth the time." [Trish Higgins, Of Counsel, Orrick](#)

"I strongly recommend the 'Perfect Your AFA Pitch for Employment Litigation & Wage and Hour Cases' workshop. The amount of practical and useful takeaways I gained from participating made it an excellent use of time." [Marie Burke Kenny, Partner, Partner, Procopio, Cory, Hargreaves & Savitch LLP](#)

"I can recommend the 'Perfect Your AFA Pitch for Employment Litigation and Wage and Hour Cases' workshop. My focus was how to better communicate my firm's value proposition, and I left with a number of concrete tools and ideas to achieve that goal. I also gained useful insights from in-house counsel who participated. Attending was a day well spent." [Kathleen Anderson, Partner, Barnes & Thornburg, LLP](#)



**BUSINESS
DEVELOPMENT
INC.**

**The Ultimate
Business
Development** **Tool Kit™**

At www.BusDevInc.com

“Perfect Your Pitch for Lawyers™ and Law Firm Marketers”
For Legal Marketing Association, Ohio Chapter & Columbus Bar Association
October 27, 2015 - Columbus, Ohio

Julie, I thoroughly enjoyed participating today and learned at least as much (if not more!) than I shared with the audience. My panel colleagues were stellar in their range and depth of experience. I have several take-aways for adjusting relationships with my outside counsel based on the ideas generated in our discussions. Thank you for including me! Best regards,

Ria Farrell Schalnat | General Counsel & Director of Intellectual Property, Vora Group - *Ascendum* | *Vora Technology Park* | *AssureCare* | *CenterGrid* | *Koncert* | *OpenCommerce* | *Vinimaya* | *Zakta* | *Bluespring*

 **Columbus Bar**
@ColumbusBar

.@juliesavarino @LMAOhio Thank you for a fantastic program!



Jeff Dennis
@JeffDennisMKT

Many thanks to @juliesavarino for putting together an exceptional GC panel for today's of 2015 @LMAOhio PDI at the @ColumbusBar.

Subject: Perfect Your Pitch for Lawyers and Law Firm Marketers - Columbus, Ohio - October 27, 2015
From: Shankleton, Jennifer L. [<mailto:JShankleton@brouse.com>]
Sent: Tuesday, October 27, 2015 9:19 PM

The program was excellent. Many great comments from guests. Kudos! Jen

From: Gurney, Julie [<mailto:jgurney@beneschlaw.com>]
Sent: Tuesday, October 27, 2015 8:24 PM
To: 'Julie Savarino'

Fabulous conference today. Thank you so much for everything! Julie Gurney, Benesch

From: Valerio, Marcie [<mailto:mvalerio@bakerlaw.com>]
Sent: Wednesday, October 28, 2015 10:39 AM
To: Julie Savarino

I loved every second of the program! Thank you so much for your professionalism, candor, enthusiasm and, of course, for sharing your mind-blowing expertise!

Marcie Valerio, BakerHostetler

“Perfect Your Pitch™
for Privacy, Data Security & Data Breach-Related Cases & Matters”
Workshops

Held in Los Angeles and Chicago

Conducted for clients of:
**Bloomberg
Law®**

Although attending the *“Perfecting Your Pitch™ - Keys to Winning Privacy & Data Breach Clients”* workshop takes almost an entire day, it is well worth the time. It was a great workshop!

[Michael G. Morgan](#), Of Counsel, [Jones Day](#)

Bloomberg Law invited me to attend their workshop titled *“Perfecting Your Pitch™ - Keys to Winning Privacy & Data Breach Clients”* held in LA, December 2015. I attended to learn more about the pitch and client development process, and left the workshop with a myriad of useful information, techniques, and tools to use in the future and made several new contacts. I highly recommend this workshop to any lawyer!

[Mark Mermelstein](#), Partner, Co-Chair, Cybersecurity & Data Privacy Group, [Orrick](#)

“Perfect Your Pitch for Winning Privacy & Data Breach Clients” - I cannot recommend this workshop highly enough!

[Elaine F. Harwell](#), Of Counsel, [Selman Breitman LLP](#)

My colleague who attended the *“Perfect Your Privacy Pitch”* program in Chicago said it was awesome!

[James Giszczak](#), Member, [McDonald Hopkins](#)

I attended the Bloomberg program *“Perfecting Your Pitch™ - Keys to Winning Privacy & Data Breach Clients”* held in Chicago which was led and facilitated by Julie Savarino. At the end of the program, on the evaluation, I rated the program “excellent” and “very useful”.

[John Kloecker](#), Of Counsel, [Locke Lord](#)



BUSINESS
DEVELOPMENT
INC.

The Ultimate
Business
Development **Tool Kit™**

At www.BusDevInc.com