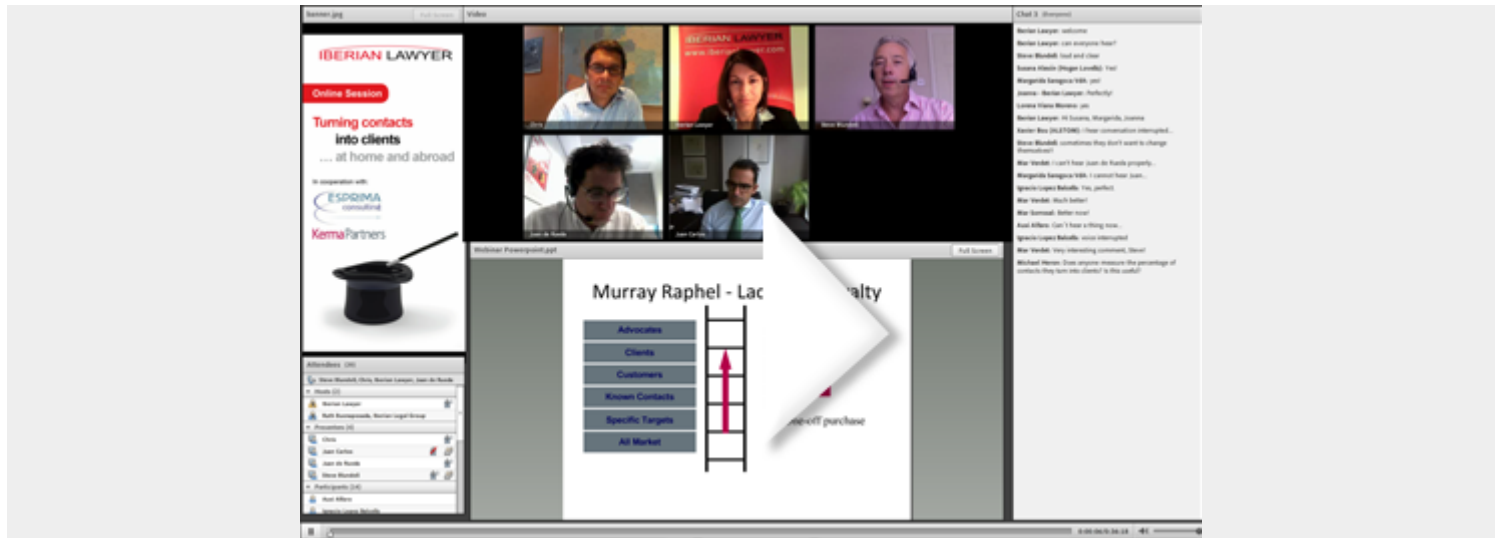


TURNING CONTACTS INTO CLIENTS ... AT HOME AND ABROAD

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In these current tough economic lawyers are continually looking to source more business for themselves in order to maintain and increase income levels. This requires business development and communication activities to identify and make connection with target clients. This webinar covers the 'do's' and 'don'ts' of overcoming the various challenges that a lawyer might face.