

Primerus Webinar: “Effective Networking For Lawyers”

Sponsored by the Primerus Young Lawyers Section (YLS)

Tuesday, June 11th 2013, at 1:30 pm US Eastern

Presented by

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England



When Marketing/Networking:

- Do you find that you forget people's names as soon as you are introduced?
- Do you find it quite daunting to enter a room full of people you do not know and introduce yourself?
- Do you find that sometimes it is difficult to know what to say, after "Hello"?
- Do you find that you get stuck with a boring person and do not know how to get away?
- Do you find it challenging to follow-up all the networking you do?

If you answer "Yes" to any of the questions above, or you would like to have additional ideas on how to make your networking more enjoyable and productive, then do join us, on the Webinar on Tuesday June 11th 2013, at 1:30 pm US Eastern.

We will find solutions to all the challenges above and any others that you raise, as well as give tips and techniques on productive marketing through networking.

About the Presenter:

Pippa Blakemore is a leading international expert in business development and marketing for lawyers and attorneys and is in demand to speak on these topics all over the world.

Pippa has worked for more than 70 law firms over 28 years and has helped them to market and sell their services locally, regionally, nationally and globally.

Pippa has worked extensively with young lawyers through workshops, seminars, training, coaching and mentoring. She understands and helps provide solutions to the particular challenges they face.

Pippa has first-hand experience of the challenges that law firms face in developing their business, so her advice is practical and relevant. Pippa has also worked with government bodies, global corporates, not-for-profit organizations and charities which means that she has an excellent understanding of the client perspective.

Pippa's "Networking for Lawyers: the pocket guide to building business relationships" was published in October 2011.

Pippa's background is as a mathematician, with a degree in Political Science and a Post-Graduate Certificate in Education.