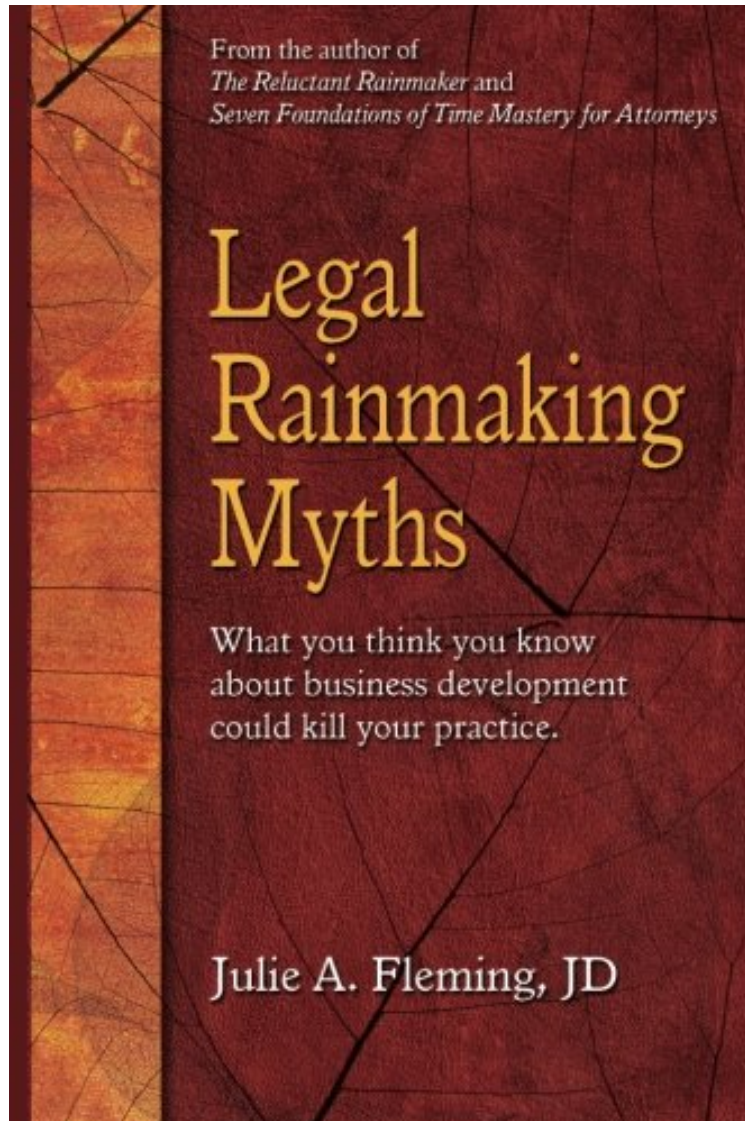


[Mobile book] Legal Rainmaking Myths: What You Think You Know About Business Development Can Kill Your Practice

Legal Rainmaking Myths: What You Think You Know About Business Development Can Kill Your Practice

Julie A. Fleming JD

*Download PDF / ePub / DOC / audiobook / ebooks



 Download

 Read Online

#3617414 in Books 2014-05-28 9.00 x .37 x 6.00l, #File Name: 0991125126162 pages | File size: 35.Mb

Julie A. Fleming JD : Legal Rainmaking Myths: What You Think You Know About Business Development Can Kill Your Practice before purchasing it in order to gage whether or not it would be worth my time, and all praised Legal Rainmaking Myths: What You Think You Know About Business Development Can Kill Your Practice:

The days of having a practice supported by being a great lawyer are gone forever. In today's economy, every successful private practice lawyer is a rainmaker who has created an effective plan for building a consistent pipeline of new business. Rainmakers harness their unique strengths and perspectives to create a cohesive, strategic, simple-to-implement plan and they take consistent, focused action on that plan. However, too many would-be rainmakers fall victim to myths about when, whether, and how they should engage in business development activity. Inside, you will discover the myths that capture aspiring rainmakers and the reality that will unleash your ability to build a profitable book of business.

From the Author Julie A Fleming, JD