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## DAVID H. FREEMAN

[info@altmanweil.com](mailto:info@altmanweil.com)

Phone: 610.886.2000

**David H. Freeman** is an adjunct consultant with Altman Weil, Inc., specializing in helping law firms create more robust business development cultures. Over more than twenty years, he has helped thousands of Managing Partners, group and department leaders, partners, counsel, laterals and associates become better leaders and rainmakers. He has worked with hundreds of law firms worldwide, including over one third of the AmLaw 200.

David takes a whole-firm approach that dramatically increases client and revenue focused activity throughout a firm. Key practice areas include: business development training and coaching; leadership training and coaching; accelerated cross-selling; client service training and planning; retreat design, presentation and facilitation; and, business development culture assessments.

He has been voted “Top Business Development Coach and Consultant” in nationwide *National Law Journal* surveys for three consecutive years, most recently in 2014. He is the exclusive business development coach for the Women in Law Empowerment Forum (WILEF).

David is a highly rated speaker who presents at law firm retreats, law firm networks, bar associations, law schools, and international, national, and regional law firm leadership conferences. He was Co-Chair of the 2010 Legal Marketing Association Annual Conference, and is a former member of the LMA Education Committee.

He is a best-selling author of three books: *The Law Firm Leader’s Reference Guide for Creating a Business Development Culture*; *Secrets of the Masters: The Business Development Guide for Lawyers*; and *Weekly Reminders for Revenue-Focused Leaders*. David has written extensively on management, leadership, strategy, and business development in legal industry publications.

Mr. Freeman is a graduate of the State University of New York at Binghamton where he received his B.A. in Economics. He has a law degree from Fordham University School of Law.