

Training Programs

Customized, in-firm training is often the perfect choice for busy attorneys. Altman Weil has developed a number of seminars and training programs, each of which can be customized to address your law firm's unique issues. By bringing such a program in-house, your firm can bring together entire groups or committees for shared training, develop a common understanding and vocabulary, and jump start the entire organization's strategic goals.

Each program is led by a team of Altman Weil consultants who bring an exceptional level of insight and experience to law firm leadership challenges. With decades of experience advising hundreds of law firms, they have seen effective leadership in action and know the common denominators of success.

Our in-house training programs include:

- **Practice Group Leadership:** A good practice group leader can drive new business to the firm, increase profitability, develop lasting client relationships and bring coherence and purpose to a diverse team of lawyers. Altman Weil has designed a one-day program to help practice group leaders be more effective in strategic and profitability planning, marketing and business development efforts and leadership techniques.
- **Group Leader Strategic Planning:** Each practice or department in your firm should have a strategic plan that is consistent with the realities of its internal and external environments. This training program begins with a one-day session to delineate the planning process, identify potential hurdles and how to meet them, and provide practical tools and advice group leaders will need. In the next 30-60 days, group leaders work directly with their groups to develop a strategic plan, while an Altman Weil consultant remains on call for help or guidance. Finally draft plans are submitted to Altman Weil for review and comment.
- **Legal Project Management:** Sweeping changes in today's legal marketplace have created powerful incentives for law firms to manage legal matters more efficiently and effectively. Project Management — a disciplined, systematic, task-based approach to work process — can provide law firms with some key tools to respond to the challenge. Altman Weil conducts hands-on Legal Project Management workshops that are fully customized to reflect each organization's unique characteristics and address the perspectives of a spectrum of stakeholders from partners to associates to non-lawyer staff.

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- **Becoming a Successful New Partner:** Senior associates and new partners represent the future of a law firm. But often the firm doesn't have the time or resources to train them in the critical areas of leadership, management and the business of law. This one-day development program covers key financial issues law firm partners should understand, new business generation, leadership skill building and the obligations of partners, both tangible and intangible.
- **Business Development for Lawyers:** What really works in law firm business development? For lawyers with limited time and less inclination, it's critical to concentrate on marketing strategies with a measurable bottom line payoff. This one-day seminar covers: establishing appropriate priorities and roles, understanding what clients really want, motivating lawyers to market, and developing practical marketing tools and techniques that will get results. The program can be customized for practice group leaders, senior lawyers, associates, and/or marketing personnel.
- **Performance Leadership:** Lawyers can't be managed, they must be led to a higher level of performance and contribution. This one-day program outlines practical methods to improve performance and increase productivity of your firm's lawyers. Topics covered include: aligning individual goals with firm strategy; collaboration; appraisal and accountability; linking rewards to performance; and, coaching and feedback.
- **Custom Programs:** Altman Weil will work with you to design a custom program to fit your organization's unique profile and requirements.
- **Public Seminars:** Many of these topics, as well as others, are offered in our public educational programs. For more information go to: www.altmanweil.com/seminars.

See why Altman Weil is the leader in legal consulting. Visit www.altmanweil.com or call (610) 886-2000 to learn more about our services.