

# Winning Business Strategies For Women Lawyers



## Exclusive 2010 Workshop Series



**Location:** 501 W. Schrock Rd., Suite 107  
Westerville, OH 43081

[Click here](#) for full workshop schedule.

**Registration:** [Click here](#) to register. Call Nancy at (614) 326-1236 or M.J. at (614) 214-7062 with any questions. Limit of only 12 attorneys for this series, so register early!

### Friday, March 5, 2010

(1:00 p.m. - 4:00 p.m.)

#### Understanding Your Leadership Style

Learn more about your leadership style through discussion of assertiveness, fear vs. confidence, balancing work/life demands, and your inner critic.

### Friday, March 19, 2010

(1:00 p.m. - 4:00 p.m.)

#### Building Your Business

Learn the eight habits of successful attorneys and how you can more effectively build relationships with existing clients, invest time where it matters most, and ask the right questions of potential clients.

### Friday, April 9, 2010

(1:00 p.m. - 4:00 p.m.)

#### Implementing Your Plan

Know what the firm expects of you, how to create your own opportunities, what systems you can put in place, and how to maintain momentum.

### Friday, April 16, 2010

(1:00 p.m. - 4:00 p.m.)

#### Understanding Your Strengths and Opportunities

Through a powerful 360 degree assessment tool developed by The Leadership Circle, participants will come to understand the relationship between patterns of action and the internal assumptions that drive behavior. For more information about this instrument, click [here](#).

Integrated Leadership Systems 501 W. Schrock Rd., Suite 107, Westerville, OH 43081

[www.integratedleader.com](http://www.integratedleader.com)

## Winning Business Strategies for Women Lawyers

Join us for a series of four workshops plus two one-on-one coaching sessions to address the specific challenges that women lawyers face in building their legal book of business. This series is limited to 12 women lawyers, so register early!

**Goal:** To help women lawyers move forward in 2010 to greater success in business development with much more confidence and great action plans. This is your chance to transform your practice!

**Format:** Our unique format combines teaching, interactive roundtables, facilitated conversation, and one-on-one executive coaching. This allows a small, select group to learn together and individually in order to develop a very effective business development plan.

We collaborate in four live workshops on Fridays, 1:00-4:00 p.m., **March 5, March 19, April 9, and April 16, 2010**. Then, in individual, one-on-one coaching sessions, we support each participant in developing best practices for business development.

Sessions will be videotaped, and the DVD will be provided with the session workbook to those who must miss a session.

**Presenters:** M.J. Clark, M.A., APR, and Nancy Rummel, ACC – both leadership consultants with Integrated Leadership Systems and executive coaches for successful women lawyers.

### Key elements of this program include:

- Vision clarity through the Leadership Circle 360 degree assessment to determine strengths and opportunities. With the results of this powerful, confidential assessment tool, each participant learns how they are perceived by others in order to identify realistic business goals and effective ways to attract new clients.
- Learn the eight habits of successful attorneys and action plans you can use to develop your practice. Key strategies include how to attract mentors, focus on high payoff activities, and implement business development action steps. We will help by holding you accountable for completing those steps for greater success in 2010.

**Special Offer:** Additional one-on-one discount coaching packages will be offered to those who complete the workshop series. These sessions will help you achieve marketing goals based on your strengths and opportunities as identified by your 360 degree profile feedback.

**BONUS:** One copy of “Embracing Rebellion: If you can raise teenagers, you can lead anyone!” by Steven L. Anderson, Ph.D., MBA, founder and president of Integrated Leadership Systems, will be provided to all series participants.

## **What you will receive:**

- Four 3-hour workshops on business development and leadership. For an outline of workshop sessions, [click here](#).
- Two coaching sessions, plus ongoing coaching available at a discount
- A 360 degree online assessment, live de-briefing, and binder of detailed information to formulate a comprehensive, customized development plan
- One copy of “Embracing Rebellion: If you can raise teenagers, you can lead anyone!” by Steven L. Anderson, Ph.D., MBA, founder and president of Integrated Leadership Systems

**Program fee: \$1,995** (registration form and payment due Feb. 26)

**Early bird 10% discount** – cost is \$1,795.50 if registered and paid by Feb. 12

Additional coaching sessions provide invaluable one-on-one support to implement your plan – discounted to \$995 for eight additional sessions (a \$2,400 value), if registered during workshops.

**Prerequisite:** Women attorneys with at least five years experience practicing law.

## **Why should I register for this program?**

**FAST** – No wasted time. Workshops easily fit into your busy schedule. Executive coaching sessions are scheduled at your convenience.

**EFFECTIVE** – The women lawyers we have coached have developed much more effective business development plans – faster and more confidently than they would on their own.

**SUPPORT** – You will finally have the mentoring and support needed to make a breakthrough in your practice in 2010. Building a law practice is largely an individual effort, and now you can collaborate to achieve much more than is realistic when working alone.

**[Click here](#) to register today!**

If you have questions, call Nancy at (614) 326-1236 or M.J. at (614) 214-7062.

## These exclusive workshops will be facilitated by:



**Nancy Rummel** is a nationally-known executive coach and leadership consultant with over 20 years successful experience in business and association management. She is engaged by leaders who want to realize their potential faster and more strategically, and grow their organizations with less stress and more passion.

Nancy is a graduate of the University of Rhode Island and Coach University, is a certified association executive, and is credentialed by the International Coach Federation (ICF) as an Associate Certified Coach (ACC). She is a past president of the Central Ohio Chapter of the ICF, the Ohio Society of Association Executives, and the American Society of Constituent Dental Executives. She provides assessment and executive coaching to corporations, small businesses, and professional associations. As a business coach, Nancy has helped several women attorneys achieve significant practice growth with less stress.

**M.J. Clark** has worked in the communication field for more than 20 years, spending most of that time either as an in-house legal marketer or as a marketing consultant for several law firms. She has presented at national and local conferences on public relations, marketing, communication and leadership topics.

M.J. has a master's degree in organizational communication from The Ohio State University and a bachelor's degree in public relations from Ohio University. She is Accredited in Public Relations and was the 2005 president of the Central Ohio Public Relations Society of America, an organization of nearly 400 communication professionals.



M.J. has been an executive coach to several business owners and senior level directors/managers, as well as individuals who seek coaching to help them succeed professionally and personally. She has conducted leadership and team building training for leaders at corporations, law firms, CPA conferences, the Columbus Bar Association, eWomenNetwork, and non-profit organizations, among others.

*"Your seminar was fantastic, M.J.! I took away so much from it. In fact, I came back and one of the first things I did was order three of the books that you recommended. I have taken other leadership seminars, and I do not feel that I got much out of them. Yours however, made me walk away with an entirely different outlook on my career, my boss, and my personal goals. Thank you very much for the insight!" -- Cortnie Redington, Developers Diversified Realty (leadership workshop participant)*

*"I am so thankful for the coaching I received from Nancy Rummel in taking my practice to the next level. She definitely supported me in developing and implementing much better action plans that are bringing me success."*  
-- Brigid Heid, Esq.