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| **[Essential](http://cpd.hk/evt000000060/)**  **[Networking Skills](http://cpd.hk/evt000000060/)**  **[for Lawyers:](http://cpd.hk/evt000000060/)**  **[How to Become](http://cpd.hk/evt000000060/)**  **[a Rainmaker](http://cpd.hk/evt000000060/)**  ***[(What They Don’t Teach](http://cpd.hk/evt000000060/)***  ***[You in Law School)](http://cpd.hk/evt000000060/)***  *by*  [Mr. Christopher Southam](http://www.profectional.com/presenters/idl000012418/),  Author, Trainer, Lawyer,  Former University Lecturer |  |

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|  | Christopher was a partner with a law firm in London for many years. With a keen interest in business development and networking, Christopher soon developed sophisticated networking skills resulting in a rapid increase in his client base. A former university lecturer and presenter at countless legal and management seminars, Christopher has taught these skills to both lawyers and managers over many years. |

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| Any lawyer with career aspirations needs to acquire sophisticated networking skills. That said, to some, that might be anathema. Perhaps they are shy or lack confidence or just don’t know how to go about bringing in business. But they need to know that: that is, if they want to get ahead in their career. There are those lawyers who are content just to sit in the office and churn out the billable hours. But there will be no billable hours unless there are talented networkers who bring in the work to bill. Those are the rainmakers: the lawyers who become invaluable, the target of headhunters, and who are running in the fast track to partnership.  Good networking skills are not that hard to acquire: it’s just a case of knowing how to do it. Some will become craftsmen at it and some will become true artists. Either way, no lawyer with any ambition can afford not to get out there, network and bring in the business. |

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| **The course will cover the followings:** |
| * What is 'networking'? * Internal and external networking * What makes a rainmaker? * What is 'connecting'? * The principle of reciprocity * How to brand yourself * How to build your own reputation * How to focus on your target market * Ascertaining whom to target and how to do so * How to 'work a room' * How to know which room to 'work' * How to develop the confidence and social skills to 'mingle' with purpose and success * How to build and nurture a good relationship * How to make yourself invaluable * Why presentation skills are essential for rainmaking |

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| Code: | **EVT000000060** | | Level: | **Standard** | |
| Date: | **15 April 2015 (Wednesday)** | | Language: | **English** | |
| Time: | **09:30 - 12:45**  (Reception starts at 09:00) | | Accreditation(s): | **LSHK 1.5 CPD Point**  (LSHK Allocated Number: 20150357) | |
| Venue: | **[Kornerstone Institute](http://goo.gl/maps/DKYQ1)**  [15/F, Hip Shing Hong Centre](http://goo.gl/maps/DKYQ1)  [55 Des Voeux Road Central](http://goo.gl/maps/DKYQ1)  [Central, Hong Kong](http://goo.gl/maps/DKYQ1) |  | Request for  Rerun: | **Please** [**Contact Us**](mailto:marketing@profectional.com)  **for Details** |  |