



**Harrogate & District Law Society and Yorkshire
Courses for Lawyers present**

Connecting with Clients easily

19th November 12.30 pm to 2.00pm via Zoom



During my business development workshops, I am often asked **how to deliver a 60-second intro with impact**. The pressure is on to **be interesting and stand out from the crowd**.

A lot to ask for in 60 seconds!

Other critical questions I am asked is how do you **engage potential clients on the telephone to build trust and credibility**

What lawyers find they do is mumble or waffle instead of confidently introducing themselves or engaging clients.

Is this you?



Outline of Session

1. Interactive workshop includes how to memorably introduce yourself at networking events and how to manage new clients calls to build trust and credibility.
2. Discussion of this and any other concerns or challenges in communicating with clients
3. General networking

This is what other young lawyers have said:

'not something you get told about at work, college or uni.'

'Very interesting and will benefit me in the future'

'very engaging and everything discussed is relevant'

Booking Details:

Please email ann@yorkshirecoursesforlawyers.co.uk