

Business Developments for Litigators

Civil Litigation



Webcast



Date: Wednesday, October 26, 2022 | 12:00 pm to 1:30 pm

Location: Webinar Only

Agenda: 12:00 pm Program Commences
1:30 pm Program Concludes

This program contains:

1hr 30m of Substantive Content

In 2022 there are many high-calibre litigators. How do you differentiate yourself from the rest? What are the best strategies for developing clients and client referral sources? When do you decide whether to be a generalist, a specialist or something in between? How do you develop a reach-out strategy? Ask for work? Maintain the pipeline? How do you make time for business development while also practicing law? If you have asked yourself these questions or are grappling with finding the answers, this panel is for you.

In this 90 minute seminar our experts in business development will speak to a number of unique and authentic business development strategies which they employ to grow their business.

Program Chairs: **Samantha Green**, Fogler, Rubinoff LLP
Andrew Max, Polley Faith LLP

Speakers: **Nina Perfetto**, Fogler, Rubinoff LLP
David Milosevic, Milosevic Fiske LLP
Shane D'Souza, McCarthy Tétrault LLP

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