



Book Study Series

Communication ♦ Enrollment ♦ Be a Rainmaker
Led by Coach and Author Cami McLaren

- *Do your staff and clients follow through with what you ask of them?*
- *Are you comfortable dealing with upset clients and employees?*
- *How is your conversion rate when you talk to potential clients?*
- *Do your clients take ownership for their part in their cases and listen when you offer advice?*
- *Are you clear in your requests and instructions to staff, clients, co-counsel?*
- *Do you want to be a better rainmaker?*

Join Cami McLaren's next book series from *Coaching for Attorneys: Improving Productivity and Achieving Balance*, ABA, 2014.

- This class series will provide study on Chapter 8: *Communication Skills for Lawyers* and Chapter 10: *The Art of Enrollment*
- 12-week series of bi-weekly 2 hour meetings (6 meetings total)
- Starting April 28, 2015, alternating Tuesdays; 6-8pm
- July 7 will feature guest speaker **Pat Gillette** from Orrick Law Firm in San Francisco; A discussion on successful use of book skills to "make it rain"
- Location: Sacramento (exact location TBD)
- Cost: \$300 (plus cost of book if you don't already have one); \$100 deposit reserves your chair.

Contact Cami for more information and to register
~ Seating is limited ~

To learn more about the book *Coaching for Attorneys*, go to McLarenCoaching.com/Coaching-for-Attorneys

"As an attorney, it's imperative...to listen carefully and fully understand what my client is telling me. In Cami's trainings, I have learned to be aware of my client's point of view and what motivates her.... I have also learned specific ways to establish rapport and trust with my clients so that they feel heard and I can be more effective on their behalf. I would recommend Cami's workshops to anyone who wants to communicate better in any area of their practice."

~Ilene Block, shareholder Kronick, Sacramento

