

Creating Great Practice Groups **An Altman Weil Online Training Series** **— now available on-demand —**

Altman Weil's ***Creating Great Practice Groups*** is the definitive training program for practice group leaders. The program is available online and on-demand in four-week increments. Each law firm can choose the program dates that work best for them.

The series includes 4.5 hours of content, delivered in three convenient sessions that can be accessed on your timetable. Registrants receive worksheets, checklists, templates and analytical tools to supplement training sessions.

Program Sessions:

Session 1. Being a Highly-Effective Practice Group Leader

This session will discuss how to operate consistently at a strategic level, lead effectively and build a high-performance group.

- Clarifying objectives and priorities: Getting the right things done
- Key competencies for group leadership
- Investing your 'people' time for the greatest return
- Motivating independent and skeptical lawyers
- Creating a culture of accountability
- Keeping a strategic focus: Leadership vs. management
- Looking forward on your group's behalf

Session 2. Fast-Tracking Practice Group Planning and Execution

This session will set forth best practices for an effective, results-driven planning process and the key elements of a clear, achievable group plan.

- Planning in a dynamic market: A 90-day scenario
- Nuts and bolts of a realistic and effective planning process
- Avoiding seven planning pitfalls
- Candidly assessing your competitive capabilities
- Incorporating activities clients care about
- Planning for partner and client succession
- Getting specific about tactics and implementation

Contact:
Altman Weil, Inc.
610.886.2008
seminars@altmanweil.com

Session 3. Putting Clients at the Center of Your Strategy

This session will outline a strategic approach to acquisition, retention and growth of client work – at a profit – through the pursuit of ‘client lock-in.’

- Locking in clients by aligning with their goals
- Building collaborative, knowledge-based relationships
- Market segmentation: Not all clients are equal
- Talking with clients about pricing and value
- Protecting profitability in a client-centric system
- Taking a leadership role with your clients
- Locking out competitors: Your differentiation strategy

Four Weeks of Unlimited, All-Firm Access

Registrants receive 4 weeks of unlimited access to all series content for the entire firm. Your subscription period will begin the day you register.

On-Demand pricing:

\$1,995 for 4 weeks of unlimited, all-firm access to all sessions of the three-part series (4.5 hours of content).

On-Demand registrations include:

- 24/7 online access to the complete series for 4 weeks
- Unlimited views during your subscription period
- All-firm viewing rights during your subscription period
- Supplementary written materials, with permission to distribute to all program participants

Lawyer attendance tracking:

Track the attendance of individual participants for a nominal per-lawyer fee. Contact us for details.

Refunds are not available for on-demand registrations.

Who should attend:

- Practice Group Leaders
- Practice Group professionals and staff
- Managing Partners and other firm leaders
- Senior Administrators
- Anyone who directs or supports your firm's practice groups

Program Presenter:

Thomas S. Clay, Principal, Altman Weil, Inc.

Tom Clay is a principal of Altman Weil and a thought-leader on the critical issue of law firm practice group strategy and leadership. With 30 years of experience consulting to the legal profession, he is an acknowledged expert on law firm management principles and is a trusted advisor to law firms throughout the United States and Canada.

To Register:

Online: www.altmanweil.com/PGOnline

Email: seminars@altmanweil.com

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