

Business Development for Litigators: Best Practices and Innovative Techniques

Practical Law will present a free **75-minute webinar** involving a Q&A discussion on tips and techniques for litigators wanting to build their book of business. The event will be Thursday, Oct. 27, at 1 p.m. EDT.

The webinar will include discussions on:

- Winning business from new clients and maximizing existing client relationships.
- Best practices for client pitches.
- Creative approaches to business development, including technological and practice management solutions.
- Key takeaways when developing a personal business plan.

A short Q&A will follow.

PANELISTS:

- James Lee, Managing Partner, LTL Attorneys LLP
- Frederic Mauhs, General Counsel, BBVA S.A., New York Branch
- Katherine Perrelli, Chair of the Litigation Department, Seyfarth Shaw LLP

The moderator will be Meagan Crowley-Hsu, Deputy Editor, Practical Law The Journal: Litigation, Practical Law

Register for the webinar.