

CLIENT STRATEGY COACHING

... ORIGINATION IS POWER

WHY INVEST IN COACHING?

Because you recognize how critical a book of business is to your continued success. My coaching is about giving you the tools and strategies to focus your client development efforts, provide momentum and help you to develop your personal comfort level with the sales process.

FOCUSING YOUR EFFORTS ... determining your needs

- Client specific planning ... expanding business with existing clients
- Prospect planning ... identifying and creating strategies to close new clients
- Cross selling ... identifying ways to leverage your firms' clients and attorneys
- New practice development ideas and planning ... being creative about your practice

DEVELOPING YOUR PLAN ... what it includes

- Creating a client development action plan that is right for YOU
- Providing you with the framework for the sales process
- Identifying strategies and timelines that will help you to implement your plan

WORKING TOGETHER ... structure and agreements

- Initial two hour facilitated planning session – in person or by phone
- Scheduled telephone or in person meetings
- Eight session minimum
- Update of actions and timelines from each meeting for follow up
- Availability between sessions

ABOUT YOUR COACH ... Hollis R. Chase

- Increased revenues for over 150 law firms and their attorneys over sixteen years
- Specializes in attorney client development
- Expert facilitator and business development specialist
- Over twenty five years of law firm and corporate business experience

WHAT HER CLIENTS SAY...

Hollis not only understands the business world but also is able to take client information and translate it to a strategy that has resulted in my book of business growing from \$300,000 to over \$1,000,000.

Managing Partner, Environmental Litigation Boutique, Boston, Massachusetts

Hollis has really helped me to look at my institutional clients and determine ways to expand the business with them. Her insight understanding and creative approaches to client development has been a terrific resource for me. I have doubled my origination.

Senior Partner, General Practice Firm, New York, New York

CHASE
&
ASSOCIATES