



## LEADERS AT LAW™

Leadership Development for Legal Professionals  
only from Executive Core.



Law schools are excellent at developing lawyers, but do not develop LEADERS. With LEADERS at LAW, Executive Core helps law firms looking to help their attorneys in any of the following areas:

- Leading and growing client relationships
- Achieving “trusted advisor” status with clients and prospects
- Developing external networks and rainmaking mindset

Supporting attorneys can also benefit the firm through:

- Retaining high potential associates and seasoned attorneys
- Strengthening relationships and communication among attorneys within the firm

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After working with one fast-growing law firm based in the Midwest, 100% of lawyers who participated (both seasoned and associate) would recommend this experience to others.

Here's what one participant had to say:

*“Having the time to reflect on my leadership style and skills and apply the Language of Influence to my personal interactions really made a difference on my practice and how I feel about my role in the firm.”*

### Why Does Leadership Matter?

Most law firms hire and advance attorneys solely on the basis of their legal acumen. But the success of the firm relies on the attorneys' abilities to recruit, nurture and manage clients and collaborate internally. Keeping quality attorneys requires fulfilling the attorney's individual needs for personal growth, development of skills and standing within the firm.

Executive Core can help.

### Let Executive Core Build a Program for You

LEADERS at LAW is a structured yet flexible approach to leadership development designed by Executive Core specifically for law firms. Executive Core's acclaimed leadership coaches will customize the program to your firm's needs, schedule and preferences. We will work with your attorneys in the following areas:

- **Leadership Assessment** to evaluate how your attorneys are viewed among their peers, superiors and clients – and how they view themselves – in terms of skills, strengths and leadership.
- **Language of Influence**, an approach to creating new methods of communicating, both internally and externally, for greater influence and more positive relationships.
- **Proactive Leadership** skill development, to move attorneys from “taking orders” to LEADING clients, so they are viewed as *trusted advisors* who are stewards of clients' legal affairs.

### Why Executive Core?

With more than 150 renowned talent management professionals around the world, Executive Core is a leader in transforming organizations with unique and proven methodologies and tools. We work with you to develop a program to meet your firm's needs and preferences. A program can be completed in as little as 3 days...or invest in a more extensive program to address a greater breadth of issues, a deeper dive into specific ones, or periodic tune-up or refresher training.

### Leadership for Results

While enhanced leadership, communication and collaborative skills are important ends to themselves, they are also significant contributing factors to the health of the firm. Investing in your attorneys' development contributes directly to the bottom line:

- Longer lasting and more profitable client relationships
- Improved internal workflow and efficiency
- Greater attorney job satisfaction and retention
- Reduced recruitment and transition/departure costs

As a result, LEADERS at LAW is not just a good idea, it's a smart business investment for your firm.

Ready to find out how Executive Core can help your firm?

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Executive CORE

Set the learning free.™