Presentation Topics

Transformation of the Legal Industry

- Market Forces, Trends and Opportunities: Fundamental Changes in the Competitive Landscape

- Short-Term and Long-Term Changes in the Structure and Operation of Law Firms

- Innovation and Collaboration: Keys to Future Success

Strategic Planning

- Fundamentals of Strategic Planning in Law Firms

- Ownership of Strategic Plan by All Attorneys and Staff

- Development of the Strategic Plan (including facilitation and guidance)

- Execution of the Strategic Plan: Action Steps, Responsible Persons, Deadlines, Accountability and Metrics

Leadership Training

- Leading Firms in an Era of Transformational Change

- Leadership Training for Managing Partners/Firm Leaders

- Leadership Training for Team Leaders

- Fundamentals of Leadership for Future Firm Leaders

Expansion

- Mergers: Planning, Selecting the Right Partner(s), Creating the New Firm, Execution for Maximum Impact
- Lateral Movement: Selection, Recruiting, Ascertaining "Fit," Building the Business Plan, Integration, Retention

Business Development

- Cost-Effective Business Development Programs for the Firm
- Business Development Plans for Attorneys, Teams and Practice Groups
- Piecing Together the Firm's Branding Puzzle
- Brands That Differentiate the Firm from Competitors
- Utilizing On-line Tools for Successful Marketing
- Importance of Personal Lead Generation
- Developing Formal Presentations to Secure New Engagements
- Strengthening and Expanding Existing Client Relationships
- Designing and Implementing Effective Client Review Programs

High Performance Teams

- Creating and Sustaining a High Performance Culture
- Creating and Sustaining High Performance Teams

Technology

- Automation through Software Integrations

- Building an Effective Technology Platform for Client Service
- Building an Effective Technology Platform for Business Development
- Building an Effective Technology Platform for Firm Operations
- New Technologies for Client Service, Business Development and Firm Operations
- Selecting the "Right" Technologies
- Information Technology as a Competitive Advantage
- Effective Use of Artificial Intelligence
- Utilizing eLearning Platforms to Assist with Efficient Onboarding
- Optimizing the Features of Office 365 and G Suite

Law Firm Management

- Fundamentals of Effective Law Firm Management
- Senior Partner Transitions: Helping Senior Partners Prepare for Retirement, Managing the Retirement Process and Client Responsibilities
- Leadership Succession: Selecting New Leaders, Seamless Transitions
- Talent Retention
- Motivating and Managing Different Generations
- Delivering Extraordinary Client Service
- Budgeting for Priorities
- Aligning Compensation with Firm Goals and Needs

Notes

- Although the topics can be presented in general terms (as the titles suggest), Firm Transactions' practice is to gather relevant audience information and customize the presentations accordingly.

- All topics can be formatted to fit the time and structure of the event, including keynote presentations, breakout sessions, retreats, workshops and webinars.

- The topics are listed individually, but two or more can be presented in combination when appropriate.

- All presentation slides and deliverables will be prepared in accordance with the requirements of the event planner.