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By Vickie K.
Sullivan

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The Law Firm Associate's Guide to Personal Marketing and Selling Skills Catherine Alman MacDonagh,Beth Marie Cuzzone,2007 This first volume in the Law Firm Associates Development Series focuses on personal marketing and sales skills and will cover these topics building a practice how to create a personal marketing plan how to find people within a target market how to prepare for a prospective client meeting strategies when meeting with clients how to ask for business how to use the end of a matter as a marketing opportunity how to retain clients and how to effectively network inside and outside the firm Both authors currently work as Directors of Business Development in law firms where their responsibilities include extensive in house coaching and training of attorneys at all levels In this

guidebook they share their best advice and instruction compiled from their own experience as well as from that of many industry thought leaders **How to Market Your Way to a Million Dollar Professional Service Practice** Bob Serling, 2006-05 This is a collection of four works by Bob Serling on how to build your Professional Service oriented business into a million dollar powerhouse Practical advice and sample marketing information are provided In addition purchasing this book entitles to reader to download four pre recorded QA sessions with the author Consultant - Market Yourself Robert Gentle, 2002 Maintaining that most consultants waste their energy chasing new business instead of building a market profile which would encourage new business to come to them the author of Consultant Market Yourself offers expert advice on how to bring in new business through sound marketing and PR strategies **Marketing Techniques for Physical Therapists** Kathryn Schaefer, 1991 If you re in private practice or just starting as a physical therapist Marketing Techniques for Physical Therapists is the book to have as a guide It shows you step by step how to market and maintain a succes sful practice

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