



## Spring Programs for Law Firm Professionals Offered by LawVision Group

By on January 25, 2018

LawVision offers many programs that will directly benefit your law firm. All of the programs, facilitated by our Principal Consultants and industry experts, will offer skills and strategies to help your lawyers and other law firm professionals to be more efficient and effective in this highly competitive industry.

Please refer to our [Client Resources](#) page for more information.

LawVision INSIGHTS  
Blog

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### ***Legal Project Management Roundtable February 21, 2018***

Legal project management is becoming a key tool for law firms who are aggressively responding to client requests for more efficient legal services. As a result, a growing number of firms are adding professionals as full-time project managers. In fact, this may be the fastest growing professional management position in law firms today (not unlike what happened with the practice management roles a few years ago). And, like any new role, being a project manager in a law firm is fraught with challenges. With few precedents, many legal project managers are searching for resources and peers to help them thrive in this new and emerging role.

The goal of the Legal Project Management Roundtable is to bring together individuals in similar roles to share ideas and experiences in their positions; participate in interactive presentations led by guest speakers; and, to discuss the “best practices” that their firms are implementing. All discussions are confidential to the Roundtable members.

**Date:** February 21, 2018

**Location:** New York City

Please contact Eva Booth ([eva.booth@lawvisiongroup.com](mailto:eva.booth@lawvisiongroup.com)) for more information.

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### ***Legal Pricing Roundtable February 22, 2018***

The goal of our Legal Pricing Roundtable is to bring together individuals responsible for pricing, to share ideas and experiences; participate in interactive presentations led by guest speakers; and to discuss the “best practices” that their firms are implementing. The Roundtable aims to develop leaders in this emerging market and to assist participants in delivering value to their firms. All discussions are confidential to the Roundtable members.

**Date:** February 22, 2018

**Location:** New York City

Please contact Eva Booth ([eva.booth@lawvisiongroup.com](mailto:eva.booth@lawvisiongroup.com)) for more information.

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### ***Practice Group Professionals' Roundtable March 6 & 7, 2018***

The LawVision Practice Group Professionals Roundtable (formerly managed by The Hildebrandt

Institute) is designed to provide individuals who work closely with department heads, practice group leaders and other law firm partners in practice management positions with a forum for energetic and strategic discussion. All discussions are confidential to the Roundtable members.

Members have the opportunity to come together and share with individuals in similar positions from other firms about what's working and not working in practice group management, ranging from financial reports to business planning techniques, to workload management software. Between meetings, members communicate using our private LinkedIn page. Members also select the topics for guest speakers and content is tailored to the Practice Group Management Professionals' needs. Further, members have the opportunity to gain insight from LawVision consultants who specialize in practice management and have experience with hundreds of firms on their practice management issues.

**Date:** March 6 & 7, 2018

**Location:** Washington, DC

Please contact Eva Booth ([eva.booth@lawvisiongroup.com](mailto:eva.booth@lawvisiongroup.com)) for more information.

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***Chief Sales Officer Boardroom***  
***March 6 & 7, 2018***

The CSO Boardroom is designed to provide senior level law firm and professional services firm executives a forum for energetic and strategic discussion. All discussions are Boardroom confidential.

All meetings will be designed to include facilitated conversations based on topics identified in pre-meeting interviews to be conducted by phone. The in-person meetings will include a professional development segment to be presented by a well-known authority in the field of sales, service or sales management with an expertise in the professional services field. Time will be built in for three roundtable breakouts on issues identified to be of specific interest by Boardroom members. Two plenary sessions will focus on topics of specific interest to the group.

**Date:** March 6 & 7, 2018

**Location:** Washington, DC

Please contact [Silvia Coulter](#) or [Jim Cranston](#) for more information.

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***Coaching Advantage Certification Program***  
***March 8 & 9, 2018***

Become a Master Coach with our Coaching Advantage Certification Program.

Coaching is becoming a profession within the legal profession. Learning to become a business development coach or to refine your coaching skills to help lawyers reach their full potential for developing business is a great career opportunity. Through Legal Sales and Service Organization's (LSSO) partnership with LawVision, we bring our attendees and members unparalleled opportunity for advancing their careers as business development coaches. Our coaching certification will provide you with the training, tools, and credentials to coach lawyers at all skill levels.

**Date:** March 8 & 9, 2018

**Location:** Washington, DC

Please contact [Silvia Coulter](#) for more information.

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***LPM Training Certification Workshop***  
***April 11 & 12, 2018***

Legal Project Management (LPM) is an essential skill for lawyers and other legal professionals. It can

help ensure greater client satisfaction, more profitable matters and more satisfying work.

The LPM Training Certification Workshop provides a simple, yet powerful framework for applying LPM techniques and approaches to your legal matters immediately. The workshop is highly interactive. You learn from the instructors and the others in the workshop using a case study based on actual legal matters.

**Date:** April 11 & 12, 2018

**Location:** Washington, DC

For more information, please download the [LPM Training Certification Workshop](#) brochure.

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***Marketing & Business Development Leaders Boardroom  
May 10 & 11, 2018***

The LawVision Marketing and Business Development Leaders' Boardroom is designed to provide a forum for senior-level professionals with both Marketing and Business Development responsibilities in law firms. The Boardroom's goal is to facilitate innovative, strategic, and confidential discussions in topics of importance to the legal profession and marketing and business development professionals.

**Date:** May 10 & 11, 2018

**Location:** Orlando, FL

Please contact [Bruce Alltop](#) or [Craig Brown](#) for more information.

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***Business Development Directors Roundtable  
May 15 & 16, 2018***

The LawVision Business Development Directors Roundtable is designed to provide a forum in a confidential setting, for large law firm Directors of Business Development to share best practices, discuss challenges and opportunities, and brainstorm about new and innovative solutions and other topics of importance to the legal profession.

**Date:** May 15 & 16, 2018

**Location:** Washington, DC

Please contact [Bruce Alltop](#) or [Craig Brown](#) for more information.

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