

**GOING THE
DISTANCE**
#nalpANNUAL



Building Effective Programs for Lawyers *It Takes a Village*

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LEARNING OUTCOMES

The Golden Rule Of Program Development

How To Get Program Input From Lawyers

Types Of Programs That Benefit Most From
Collaboration

How To Plan Collaborative Programs

THE GOLDEN RULE

YOU DON'T HAVE TO DO THIS ON YOUR OWN



BUILDING A COLLABORATIVE PROGRAM

- Identify Internal & External Groups To Tap [COLLABORATIVE GROUPS](#)
- Lay Out Program Plan [PROGRAM PLANNING](#)
- Select Group(s) To Participate In Program(s)
- Engage Selected Group For Assistance [ENGAGING GROUP](#)

COLLABORATIVE GROUPS

INTERNAL

BD and/or Marketing
Lawyers
Firm Committees
Human Resources
Diversity Officer
Alumni Engagement Officer
IT Group
???

EXTERNAL

Clients
Bar Associations
Consultants
Law Schools
Business Schools
Alumni
NALP
???

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COLLABORATIVE
PROGRAM](#)

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PROGRAM PLANNING

Pre-Program Questionnaires For Lawyers

Following Trends Affecting The Practice Of Law

Review Programs Offered By The Firm Over The
Past Three Years

NALP!

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BEST PRACTICES FOR ENGAGING GROUP FOR ASSISTANCE

Leverage Results From Lawyers Questionnaire

Get Buy In From Managing Partner Or Other
Powers That Be

Share Credit With Participating Groups

Emphasize How Collaborating Will Benefit The
Participating Group

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PROGRAMS & COLLABORATION

(Polling)

Business Development For Lawyers

Project Management

Using Technology To Enhance
Efficiency & Business Development

Legal Competencies-based Training

Cross-selling w/in The Firm

Enhancing Client Service

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