

## BRIEFING INVITATION

### Business Development Tactics to Win New Business

- Date:** Wednesday 9th June, 2010
- Time:** 4:45pm for a 5:00pm start. Finishing 7:30pm  
*This briefing will run for one hour after which refreshments will be served.*
- Venue:** WHK Horwath  
Level 12, 309 Kent Street, Sydney
- Cost:** No charge for this session
- Facilitator:** Sue-Ella Prodonovich  
Principal - Business Development Services, WHK Horwath

Business development (or sales) is not a process that comes naturally for a lot of people in professional services. Generating new business leads and winning work can be easier when the process behind it is client focused, simple, repeatable and able to fit with other the demands and constraints in your business.

Sue-Ella Prodonovich has recently returned from the annual Legal Marketing Conference in the US. In this briefing she will share the Top 5 Business Development tactics for small to medium sized law firms. She will also provide some templates and tools so you can take these ideas back to the office and start using them the next day.

**MCLE Points:** 1 MCLE point can be claimed for attendance at this session.

*Sponsored by WHK Horwath*



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#### Registration

The following delegate will be attending (if more than one, please copy this form):

NAME \_\_\_\_\_

TITLE \_\_\_\_\_

ORGANISATION \_\_\_\_\_

PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_

#### RSVP

By Friday 4th June to Lisa O'Connor

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