

HOW TO GET A CLIENT



2 July 2014, Thursday

Maiano Pisano & Partners

Morning session (9.45-13.00)

Social lunch

Afternoon session (14.15 - 18.00)

Studio Legale

Law Firm Maiano Pisano & Partners

Piazza Duomo 20 - Milan

The EFLIT mini-group is an exciting day in which you will be competing in small teams to win over American clients who are about to move to Italy and need a team of Italian legal and business consultants.

How good are you at getting clients? Can you...

- **describe** your qualifications, experience and professional skills to a foreign client and colleague?
- **extract relevant information** in an interview with a foreign client who needs your advice?
- produce a **detailed estimate of costs** for your services?
- find a **simple and cost effective solution** to a legal problem?
- **organise** your resources and people efficiently?
- **offer advice on a legal / business matter** in a short time?
- make an effective presentation in English to **win your client**?

These are the extremely useful skills that you will learn in a **mini-group program** designed exclusively for EFLIT alumni.

Teachers: Stefano Maffei, Claudia Ricci, Stuart Beaumont, Anila Scott-Monkhouse.

Clients: a number of American experts will serve as clients and will evaluate your team performance

Program fee: € 95,00 (+VAT)

SURPRISE AWARDS FOR THE WINNERS,
and consolation prizes for everybody else!