

# PERFECTING YOUR PITCH

Pre-Conference Workshop



**Date:**

March 22, 2018

**Time:**

2:00 – 5:00 PM

**Location:**

State Bar of Arizona  
4201 N. 24th Street  
Suite #100  
Phoenix, AZ 85016

Space Limited to 24 attorneys

Learn more and register at:  
<http://bit.ly/div-and-inc-pitch>

## ARE YOU READY TO DELIVER A PITCH THAT WILL IMPRESS AND PERSUADE POTENTIAL CLIENTS?

Everywhere you look there are potential clients ready to hear about your law practice. If you want to develop or polish your client development and pitch skills this program is just for you. A nationally recognized business development consultant will talk about the Verbal Business Card and other business development good habits. Attendees will then have the opportunity to practice their “pitches” with local in house lawyers and receive feedback. Lawyers in firms of all sizes and sole practitioners will find this program beneficial to their careers.

**Please Note:**

Attendees are required to prepare in advance a 5 minute “pitch” presentation.

\* There is no expectation that business will result from this exercise \*