

Key business development principles

Tuesday 19 March 2019 | 12.30-1.30pm
Online

Overview

Professionalism is key to generating value for your clients and your organisation. Join industry expert Matthew Turnour for a look at client service excellence and the role it plays in making you a better practitioner and generating more business. Take away practical tips you can start incorporating into your work style every day.

1 CPD Point



12.20pm **Registration**

12.30pm **Key business development principles and practical tips**



This presentation will address the nature of professionalism which underpins the business of practicing law. Matthew Turnour's session will cover:

- The importance of business development for practitioners at all stages of their careers
- Fundamentals of building positive and profitable client relationships

How to differentiate your professional expertise to drive business success.

Presenter: **Matthew Turnour**, Partner, Neumann & Turnour Lawyers

Chair: **Eleanor Sondergeld**, Junior Legal Professional Development Executive, Queensland Law Society

1.30pm **Close**