



Do you wonder what the secrets are to turn prospects into clients? Do you know what to say and what not to say when you pitch for new work? Do you want to know more about how to successfully “close the deal” and get retained?

Please join us at the upcoming ABA Women Rainmakers Fall 2015 workshop:

## **How to Ask for New Business and Seal the Deal**

**Friday, October 9, 2015**

**3:00 p.m. – 4:30 p.m.**

**(followed by appetizers and beverages)**

Hosted by:



**Summit Law Group, PLLC  
315 5<sup>th</sup> Avenue S, Suite 1000  
Seattle, WA 98104  
(206) 676-7000**

**[www.summitlaw.com](http://www.summitlaw.com)**

This interactive, moderated program is based on the new ABA book [Marketing Success: How Did She Do That?](#), which features interviews with 46 successful business developers, who just happen to be women lawyers. The program will discuss how to ask for new business and get the work, turn prospects into clients, and what to say and do when you pitch for new work and successfully close the deal. You will walk away with time-tested ideas that can be put into action immediately.

**Attendance is complimentary for everyone.** ABA and non-ABA Members are invited to attend, and registrants will receive a code to use to purchase [Marketing Success: How Did She Do That?](#) at a discount.

Registration is required. Space is limited, so please reserve your place and

**[REGISTER NOW!](#)**

Visit the [ABA Women Rainmakers](#) online for more information on this event and upcoming events.

