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Associate Advantage™

FOR ASSOCIATES

Helping associates become confident business developers and future leaders of the firm.

THE CHALLENGE

Law firms invest years developing exceptional lawyers, but rarely teach them how to build relationships or business. By the time it's expected, many associates are starting from scratch.

Associate Advantage™ helps associates:

- Build a sustainable referral network early
- Develop confidence in client conversations
- Increase visibility across the firm
- Develop a personal business development plan

PROGRAM OPTIONS

A 6-session business development pathway, structured across three program tiers — Foundations, Accelerate, and Advance — so firms can match investment to need.

PROGRAM COMPARISON

PROGRAM FEATURES	Foundations	Accelerate ★	Advance
BD Curriculum (6 Sessions)	✓	✓	✓
Peer Breakout Groups	✓	✓	✓
Live Virtual Sessions	✓	✓	✓
Time & Stress Management	✓	✓	✓
Book Package(OYT & Sell without being Salesy)	—	✓	✓
Personal BD Plan	—	✓	✓
Individual Lawyer Coaching	—	**2**	4
Networking Assessment	—	—	✓
Senior Mentor Match	—	—	✓

WHY FIRMS CHOOSE STEPHANIE

20+ Years
Executive teams & law firms

23 Countries
Firms across the globe

15 Years
Legal leadership development

Author
Published author

TRUSTED BY

Steptoe · Polsinelli · Cozen O'Connor · Ally Law · Colorado Bar Association · Moye White · Torkin Manes

WHAT PARTICIPANTS LEARN

Manage Yourself
Time, energy & productive habits

Communicate with Confidence
Meetings, presence & clients

Build Relationships
Internal networks & follow-up

Navigate the Network
Alumni, mentors & AI meeting prep

Grow Your Practice
Niche, LinkedIn & thought leadership

Build for the Future
BD plan, reputation & consistency

Associates who begin building relationships and BD habits early become stronger contributors today and better partners tomorrow.

Let's discuss which program is the right fit for your associates.

CLE accreditation available upon request.

SCHEDULE A CALL →

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