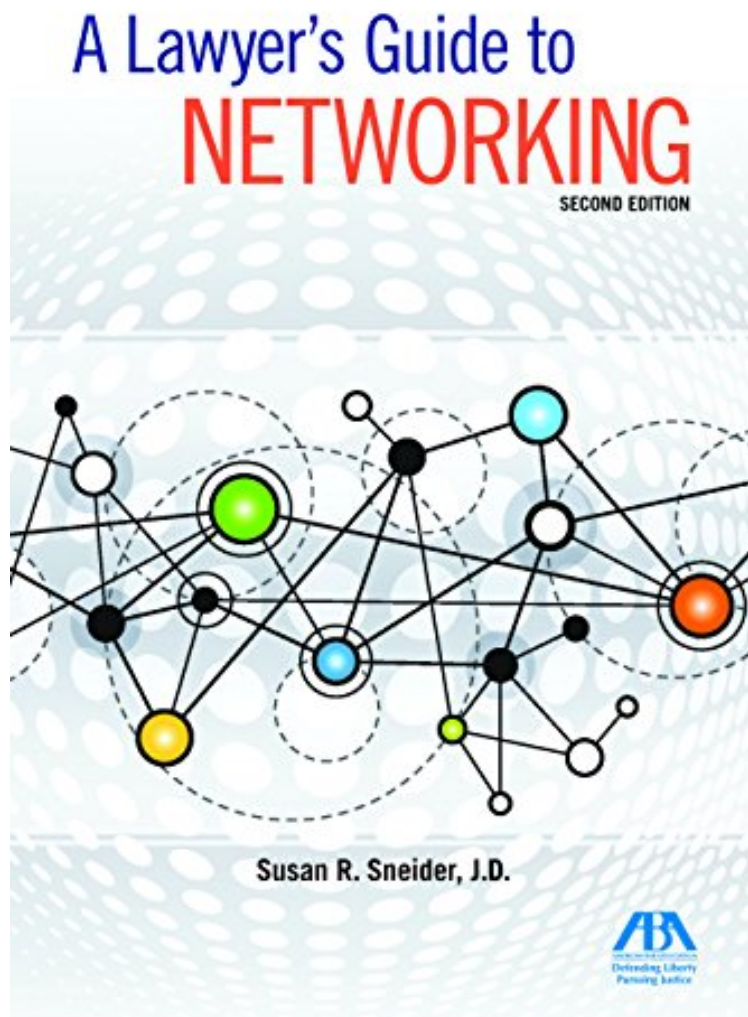


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A Lawyer's Guide to Networking

Susan Sneider

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Susan Sneider : A Lawyer's Guide to Networking before purchasing it in order to gauge whether or not it would be worth my time, and all praised A Lawyer's Guide to Networking:

This book contains a compilation of quotes about networking from 60 individuals, most of whom are lawyers or judges. The book contains worksheets and exercises designed to help the readers build their own career networks. The result is a career-development guidebook for younger lawyers or those wishing to build out a new practice area.

About the Author New Vistas Consulting is a management consulting firm specializing in the legal and financial services industries. Its founder, Susan Sneider, is an internationally recognized management expert and the well-known author of the American Bar Association's best-seller, "A Lawyer's Guide to Networking." Susan is also one of the authors of the seminal West/ACC 4-Volume Treatise, "Partnering Between Inside and Outside Counsel." Ms. Sneider's clients include Fortune 500 companies, AmLaw100 firms, top-tier United Kingdom firms, government agencies, trade associations, not-for-profit organizations, law schools and legal vendors. She coaches and consults to CEOs, General Counsel, Managing Partners, Executive Directors, Marketing Business Development Professionals and Deans. Susan was the Director of Client Business Development for the Chicago-based law firm of Freeborn Peters LLP. Previously she was a management consultant at Hildebrandt International and served as a faculty member for the Hildebrandt Institute. Susan also served as General Counsel of Turtle Wax, Inc. Prior to her tenure at Turtle Wax she practiced complex civil litigation and transactional law. Ms. Sneider has taught legal and technical writing at the graduate and undergraduate levels. For over twenty years, Susan has presented domestically for the ABA, ACC, TMA, NAWL and ALA conferences on management, business development, leadership and networking. Her international presentations include The Lawyer's Conferences and European Legal Summits from 1999-2009 in Monte Carlo, Barcelona, Lisbon and Rome where she spoke on becoming a more trusted advisor, elevating the role of the legal department, network training and strategic planning. Susan has also been featured in The Lawyer's Masterclass series in London as well as the LexisNexis UK Professional Education series of Profitable Business Strategies for Law Firms. In January, 2015 in Dublin Ms. Sneider served as the group coach on issues of leadership and teamwork for 150 international law and business students who developed projects of worth for the innovative LawWithoutWalls ConPosium.