

Courses for lawyers. Delivered by lawyers.

Professional
TRAINING



SPECTRUM

The Complete Law Firm Programme

The Complete Lawyer

**Training at every stage of the legal career
from new fee earner to partner.**



It takes
sunshine
and
rain to
make a
rainbow. 

Our SPECTRUM flagship programme is designed specifically to give all lawyers the essential skills they need, at the stage where they will benefit from them the most.

Professional Training understand that the layer of skills needed to become the **complete lawyer** are complex yet and infinitely trainable. Having the IQ to study the law is a given, but where Professional Training see the marginal gains to be made, is in the EQ sphere. We understand that EQ, unlike IQ, is a skill that can be developed incrementally and training for this, at the right time, can give the lawyers in your firm the competitive edge.

We want lawyers that train with us to be memorable for all the right reasons:

- Lawyers with the finessed communication skills to go the extra mile
- Lawyers that interpret body language correctly for the edge in a negotiation
- Lawyers that bill more as they have streamlined time management
- Lawyers that listen well and find the next deal in the pipeline
- Lawyers that understand the power of networking and use it to optimum effect
- Lawyers that build great rapport for increased perceived value and referral rates
- Lawyers that truly understand that the client's legal problem becomes their problem and then owns it from end-to-end



Essential Skills Training

There are thousands of lawyers who are good at **some** of these skills but it's rare to find lawyers who have the edge on the competition in **all** of these skills. Where there are special developmental interventions needed, we can supplement this programme with discreet one-to-one executive coaching.

We want your training budget to be a spend that ultimately increases your law firms fee income and reduces your law firm's recruitment spend. We train your lawyers so that they feel inducted enough to want to stay and flourish with your law firm.

Professional Training are confident that this programme represents an overall saving to your law firm and we regularly seek to benchmark margins on productivity, both before and after the training.

We have your training needs covered so that it's off your agenda - let us help with your training as it's what we do all day every day.

We've got it covered so you don't have to worry.

Why not contact Professional Training to help your lawyers with their essential skills?

We understand lawyers, because we are lawyers.

SPECTRUM

Programme Overview

The Complete Lawyer in 24 courses



SPECTRUM Case Studies

We interviewed some participants from the SPECTRUM programme recently and here is what they had to say:

As the managing partner of our firm, we were looking for a training provider that had a real insight into the essential skills our lawyers required to keep abreast of the competition. When we first met Professional Training, we quickly realised they clearly understood the stages of being a lawyer and the skills to give value-add client service. We selected Professional Training two years ago and have not looked back since. Professional Training now work in tandem with the partners to encourage, motivate and develop the whole team. The training we have received ourselves has been refreshing and simulates many of the strategic challenges we currently face as partners. There has been a huge return on our investment, and we have seen our rankings both in Chambers and Legal 500 significantly improve.

Managing Partner

I am a 4 years PQE lawyer, I was recruited as a lateral hire by my law firm from a competitor last year. One of the compelling reasons for choosing my current firm is the level of input and support this firm prioritises and invests in lawyers at every stage of their legal career. The firm use Professional Training, a training firm that use presenters, exclusively lawyers themselves, and so they implicitly understand our pressures and issues. The training I have received, so far, has been timely, practical and enjoyable.

4 Yrs PQE Lawyer

As an NQ I do feel fortunate that our firm use Professional Training for their outsourced training because you get to ask the sort of questions you can't always ask busy partners and senior associates! The trainers give us practical and commercial answers, this empowers us to solve our own issues with more confidence, when we return to the office. The move from trainee to NQ is quite daunting and the trainers have all understood this transition and have given invaluable tips for surviving and thriving in the first couple of years PQE.

Newly Qualified Lawyer

As a Global L&D Specialist, I was keen to partner with a training provider that understood the legal framework and how to upskill our lawyers in this service industry. Thankfully Professional Training have been with us to provide realistic training solutions to all our fee earners. The uptake and engagement have improved measurably, and the feedback has been phenomenal. There seems to be more of a buzz around some of our departments and since working with Professional Training it has certainly made my life easier.

L&D Specialist

Designed specifically for training at every stage of the legal career, from new fee earner to partner.

To start **your** SPECTRUM programme, get in touch:

info@professional-training.co.uk

Tel: 01663 611171



professional-training.co.uk