

Becoming a Trusted Advisor to your Clients

All clients have advisors, those that they use regularly and those that they use on an ad hoc basis, but how do you move from being 'just another advisor' to a 'Trusted Advisor', someone who sits at the client's table when the strategic decisions are being made?

This training course will help you to identify whether you are already a 'Trusted Advisor' to your clients and if not, how you can become one. It will look at the benefits to you and your law firm for developing these relationships and the obstacles that may stand in the way.

Course objectives:

- ✓ Recognise the role and practices of a 'Trusted Advisor' and identify whether you may be one
- ✓ Learn the benefits that being a 'Trusted Advisor' can bring to yourself and to your law firm
- ✓ Identify the obstacles to gaining trusted advisory status and how to alleviate them
- ✓ Create a path to becoming a 'Trusted Advisor'