

Fee Earner Engagement

Fee earner engagement is a necessary strategy for law firms that want to succeed in a crowded marketplace. Fee earner engagement is not an HR initiative that managers are reminded to do once a year. It is a key strategic driver of employee performance, accomplishment and continuous improvement all year long. It is the outcome of how your organisation interacts with people to drive business results.

This training course will help you, as a partner, highlight the requirements necessary to help improve the engagement of fee earners, while giving you key tools and supporting content to ensure you are prepared to deliver on fee earner engagement within your firm.

Course objectives:

- ✓ Understand how to define and recognise fee earner engagement
- ✓ Learn how to design roles to motivate and engage fee earners
- ✓ Recognise how to create an engaging work environment
- ✓ Learn how to retain your talented fee earners
- ✓ Practice using fee earner engagement strategies
- ✓ Learn how to prevent disengagement within your team