

Courses for lawyers. Delivered by lawyers.

Professional
TRAINING

Training and Coaching Solutions

for the Legal Industry.



Not all training is equal.



**Empower
your legal and
business services
professionals
with the skills
they need to
excel in today's
complex and
competitive
legal landscape.**

Why us?

Professional Training delivers essential skills training, leadership development and coaching **for lawyers, by lawyers.**

We understand the unique challenges faced by lawyers and business services professionals because we have been there.

We offer in-house courses and programmes, and public instructor-led training in small cohorts, designed to be engaging, impactful and time-efficient, recognising the need to minimise time away from fee earning and busy work schedules. Our trainers are located worldwide, allowing us to deliver sessions both in-person and virtually, taking into regional variations and cultural nuances.

Our in-house solutions are either 'off-the-shelf' materials specific for a legal audience customised to align with our clients' messaging, strategy and values, or bespoke solutions designed by our content designers, all with a legal background.

We understand that while technical legal knowledge forms the foundation of legal practice, it is the **essential skills that often differentiate successful employees and firms** in the following areas:

- ✓ Enhancing client relationships
- ✓ Improving team collaboration
- ✓ Enhancing negotiation and persuasion
- ✓ Managing stress and enhancing wellbeing
- ✓ Adapting to change
- ✓ Building leadership capabilities
- ✓ Enhancing professional reputation
- ✓ Increasing client retention and referral

Our portfolio of courses covers the key areas of:

- 🎓 Client Relations and Business Development
- 🎓 Communication and Interpersonal Skills
- 🎓 Diversity and Inclusion
- 🎓 Leadership and Management
- 🎓 Personal Development and Self-Management
- 🎓 Productivity and Efficiency
- 🎓 Strategic and Analytical Skills



A structured path to legal excellence

Our four programmes guide lawyers through every stage of their career, from their first day as a trainee to achieving partnership. With small cohorts and modules delivered every six to eight weeks, delegates receive personal input from our trainers and have time for practical application and skill development in the workplace.

THRIVE - Supporting junior lawyers to navigate the critical early years.

Law is a people business. Your staff are your greatest asset. Boost the wellbeing, happiness and productivity of trainees and NQs to keep your team ahead, fostering resilience, engagement and long-term success.

3Cs - Empowering your NQs as they transition into associates.

Bridging key skill gaps, building creativity, analytical thinking and confidence, providing the skills to win work, influence decisions and stand out in a competitive market.

CENTRAL - Equipping your associates with the leadership, communication and business skills needed to excel beyond legal expertise.

Build the confidence, interpersonal skills and strategic acumen essential for managing clients, mentoring colleagues and positioning themselves for future leadership.

PLATFORM - Preparing new and aspiring partners for leadership success.

Develop the leadership and business skills of lawyers on the partnership path and empower them to excel.



Open courses

Public open courses

Public instructor-led 'open courses' enable firms to target specific employee training needs and allow individuals to access affordable training.

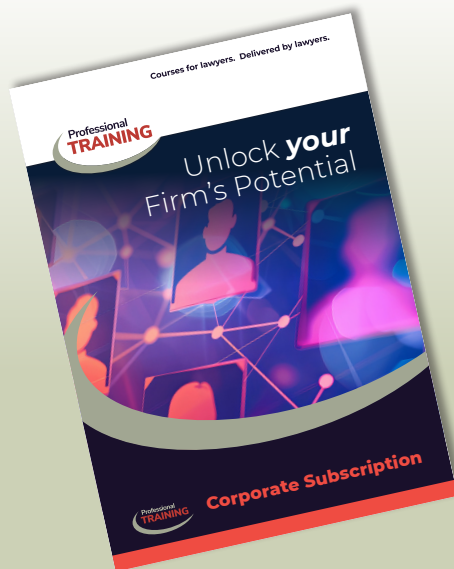
These interactive sessions create a safe space for all legal and business services professionals, providing the opportunity to share experiences and focus on the essential skills crucial to personal development.



Corporate subscription

Empower your legal and business services professionals with the skills they need to excel in today's complex and competitive legal landscape.

Our corporate subscription to our essential skills open courses offers a comprehensive programme designed to enhance productivity, foster innovation and drive growth within your firm. This is aimed at firms who appreciate the need to develop their teams in these important skills while receiving excellent value.



Coaching

Sometimes it is better to coach than to train.

Coaching empowers individuals to achieve their potential by providing space for reflection, new thinking and positive change.

Our executive coaching is highly regarded within the legal industry because we understand the pressures of chargeable hours, firm culture and client demands, allowing us to deliver bespoke, focused feedback. With this insider knowledge, our coaching enhances self-awareness, aligns individuals with business goals and helps them play to their strengths, ultimately driving performance and delivering long-term value to firms. While coachees take ownership of their development, our support accelerates progress, helping them achieve results more effectively than they would alone.



Law is the background.
Training is the passion.



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

info@professional-training.co.uk

professional-training.co.uk