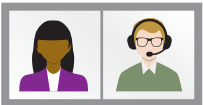


WE HELP LAWYERS AND OTHER PROFESSIONALS ACQUIRE NEW CLIENTS

We help the entire spectrum of professionals - from skilled rainmakers to recalcitrant holdouts. We help people in every size firm from mega firms to regional firms and small and solo practitioners.

We help firms that have no marketing staff and we strengthen the efforts of existing marketing departments. We've been helping lawyers and other professionals acquire new clients since 1983. We've helped lawyers in over 1,000 firms.

OUR SERVICES



We provide one-on-coaching

Our approach is to provide new ideas and to teach a system that helps people generate a steady stream of new ideas. The meetings are confidential, practical and motivational. As a group, we have conducted over 100,000 individual consultations.



We facilitate group biz dev meetings

Up to ten people participate. Everyone contributes. Group meetings create an inventory of new ideas and create a biz dev culture. We help sharpen strategies and help turn ideas into action.



We advise management

We help firm leaders develop practical strategies to motivate everyone in the firm.

OUR TOOLS



BizDevCoach

We've created a web app that helps everyone plan and implement. This is unlike any other product in the market. It is a blend of tutorial and technology.



Our website is a meaningful resource

It has over 100 articles, dozens of free podcasts and a variety of helpful forms. Check it out at www.kohncommunications.com