

# Mastering the Art of Developing Rainmakers

## “Working With Your Lawyers” Guide

### Welcome!

The following are some tips to help you maximize your experience working with your lawyers during our program.

### Utilize the Return on Potential Calculator:

- Encourage your lawyers to use the **Return on Potential Calculator** to pinpoint their highest-value growth opportunities. This will help them focus and bring key initiatives to your attention.

### (Optional) Share your access to the Lawyer BookBuilder program with your attorneys and guide them to view the videos assigned for each session:

- While optional, giving lawyers access to the videos in the assigned modules can deepen their understanding of your coaching goals and lead to more productive sessions.
- If they're interested, share the email address and password you used to log in.
- Suggest they download the Revenue Roadmap worksheet to capture their action steps, in addition to any “homework” you will assign to them.

### Your initial coaching session with your lawyers, prior to our first Mastermind session:

- If they've agreed to watch the videos, give them your log-in credentials and share which modules to view.
- Share the “homework assignments” they are to complete in advance of meeting with them.
- Meet with your lawyers prior to the first Mastermind session:
  - Ask what they learned from the assigned videos/module (if they watched them).
  - Discuss their “homework” - what they've done, and what they still plan to do (get commitments and deadlines).
  - Take notes for future follow-up with them and reporting during our Mastermind sessions.

### Coaching sessions in advance of Mastermind sessions 2 – 4:

- Share the new “homework assignments” they are to complete in advance of meeting with them.
- Meet with your lawyers prior to the next Mastermind session:
  - Start with a check-in on their progress from their prior commitments.
  - Ask what they learned from the newly assigned videos/module (if they watched them).
  - Discuss their newly assigned “homework” - what they've done, and what they still plan to do (get commitments and deadlines).
  - Continue taking notes for future follow-up with them and reporting during our Mastermind sessions.

### Note:

- Your lawyers are **not** invited to join the Mastermind and Office Hours sessions; these sessions are only for you and your peers from other firms.

