

TRAINING

COACHING

SOLUTIONS



INTERNATIONAL LAWYER COACH

WELCOME TO
INTERNATIONAL LAWYER COACH, INC.

At International Lawyer Coach, we train and coach lawyers to thrive in our global economy. Through highly customized and highly interactive training sessions, we give lawyers practical client development, communication, and leadership tools—the tools they need to succeed in a global market. Optional follow-on coaching personalizes and heightens the training to fit each attorney's individual needs.

WHAT PEOPLE SAY...

*"Your two programs in London on cross-cultural client development and global rainmaking had **standing room only** and got **rave reviews!** The audience loved your energetic, informative and interactive style. I hope that you will speak for us again."*

Mary Jordan Mullinax, Meetings Coordinator, ABA,
Section of International Law, Washington, DC

*"A highlight of our annual gathering came this morning when Janet Moore visited with us about Rainmaking Basics in a Global Economy...**Our uniformly hard graders raved about her presentation.**"*

Barry Barnett, Partner, Susman Godfrey LLP, Dallas

*"Janet's insightful cross-cultural communication tips really **engaged and motivated the whole audience.**"*

Holly Nielsen, General Counsel and Partner,
Bering Vostok Capital Partners, Moscow



HELPING
LAWYERS **THRIVE**
IN OUR
GLOBAL ECONOMY

WHY JANET?



As an experienced international lawyer, Janet truly understands the unique challenges faced by lawyers working in our global economy. She combines fifteen years of law firm and in-house legal experience, and professional coaching certification, to create insightful, motivating, and highly customized training and executive coaching.

Credibility Janet graduated with honors from both Georgetown University's School of Foreign Service and the University of Texas School of Law, where she was an Associate Editor of the *Texas International Law Journal*. Before becoming a professional international trainer and executive coach, Janet practiced law for fifteen years at an international mega-firm, Fortune 100 international company, and a premier Mexico City firm. Janet is also an experienced author who has written for publications like the *Asian Wall Street Journal*. She speaks and writes extensively on cross-cultural client development, including in the *International Lawyer Coach Blog*, and recently contributed to the new edition of the ABA's bestselling *Careers in International Law*.

Content Janet trains lawyers in what she knows best: how to thrive in our global economy. As a professional trainer and certified executive coach, she has helped countless lawyers improve their global business relationships with clients, colleagues and co-counsel. Her highly customized programs teach lawyers practical client development, communication, leadership and time management techniques that can make an immediate impact.

Connection Janet connects with her clients through her friendly, approachable and highly interactive style. Her practical advice and positive, proactive approach have motivated thousands of lawyers across the globe.

HIGHLY INTERACTIVE, CUSTOMIZED TRAINING

Our uniquely interactive training programs teach practical skills that lawyers need to succeed in our global economy. These energetic sessions actively involve program participants to maximize their learning.

We highly customize each program to meet the client's unique requirements, and to consider the participants' practice area(s), experience, law firm or corporate culture, and similar factors. Training sessions range from one half day to several days, and may include CLE credit.

MOST REQUESTED PROGRAMS

Develop More Clients across Cultures:

Is your law practice global—or gradually going global? This interactive training teaches lawyers specific skills for succeeding at cross-cultural client development. Traditional American-style rainmaking techniques do not work well abroad. Lawyers learn how to develop non-US clients effectively and creatively with customized, culturally-sensitive rainmaking strategies.

Cultivate Client Loyalty and Satisfaction across the Globe:

A successful law practice needs satisfied and loyal clients—a challenge across the globe. This training teaches lawyers specific strategies for cultivating and keeping clients loyal and satisfied, despite geographic and cultural distance.

Working with American Clients, Colleagues and Co-Counsel – A Program for Non-US Attorneys:

Working with Americans can be difficult. Their communication style, work habits and personalities can be overwhelming, off-putting and overbearing. This program takes the mystery out of working with Americans. Non-US attorneys will learn specific strategies for developing American clients, keeping them satisfied and loyal, and working well with American colleagues and co-counsel.

EXECUTIVE COACHING FOR SUCCESS IN OUR GLOBAL ECONOMY

Each training session may be followed by optional follow-on coaching (individual or group). Coaching personalizes and imprints the techniques learned, helping individual lawyers to integrate new skills. During this process, a lawyer works with a coach on particular areas of concern. We often incorporate tools like individual diagnostic assessment tests and videotaped role-playing into the coaching process.

Group and individual coaching are also available without training programs.



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