



Monday, March 30, 2020

6:00 PM – 8:00 PM

Brooklyn Bar Association

123 Remsen Street
Brooklyn, NY 11201
1st Floor Auditorium

\$40 – Members

\$80 – Non-members

\$50 – Government Attorneys

\$30 – Non-attorneys

\$10 – Student Members

Catering Sponsored by:



The Brooklyn Bar Association Proudly Presents:

Origination and Network Building



Presented by:

Stephen Giglio

&

Maria Ficalora, Esq.



2 Law Practice Management CLE Credits

Origination is about first, organically determining how to make a difference with someone. It requires an ever-present awareness of who you are speaking with, and the desire to know what's important to them.

Second, it's essential to have a systemized way to originate business. Succeeding at this requires an understanding of how to comport yourself with a level of presence that signifies confidence and surety along with the unique ability to synthesize what you hear into a compelling recommendation. Whether your recommendation is chosen or not, you've credentialed yourself as a professional who's desirous of helping.

We will focus on these behavioral and commercial skills throughout our program.

Online registration is easy!

<https://brooklynbar.org/events>

or call 718-624-0675 ext. 209