



SALES & SERVICE TEAM OF THE YEAR AWARD APPLICATION
16th Annual RainDance Conference June 5 - 6, 2019 in Chicago, IL

Team Member Names and Role at the Firm:

Nominated by (name, title, email and direct phone):

Firm Name and Address:

Size of Firm: AmLaw 100 AmLaw 200 Smaller Firm

Award Criteria:

- 1) Please describe a situation that defines a specific sales achievement accomplished during January 1, 2018 – December 31, 2018 when the sales/business development team played a crucial role to help retain or grow firm revenue. Specific examples include:
 - Retaining an “in jeopardy” client.
 - Growing a client by introducing other firm members to the client who represent another practice area of the firm.
 - Successfully leading a client team and creating a sustainable model for the firm team program and growing either:
 - Relationships at the client and/or
 - Revenue opportunities from the client.
 - Developing a substantive new client relationship from contact with the prospect through client acquisition.
 - Innovative use of social media, website, blogs, videos, emails, collateral materials, public relations, etc.
 - Execution of an event, seminar, reception, sponsorship, etc.
 - Utilization of technology, project management, lean sigma, etc.
- 2) Briefly describe the Goals and Objectives.
- 3) What role did the Sales/BD Team play?
- 4) What were the quantifiable outcomes?
- 5) Other comments regarding your submission. You may attach visual charts, spreadsheets or supporting documentation.

Nomination Requirements:

Nominations must be submitted in writing -- 1,000 words or less.

Nominees must be an in-house law firm professional(s).

Submission Deadline: On or before February 28, 2019.

Please submit your application submission to Kirsten Lovett (klovett@legalsales.org) or mail to the address below.

Submission Fee: \$99.00 - Please pay with credit card or send your check to:

Legal Sales and Service Organization
P.O. Box 1572
Manchester, MA 01944

Winning Team will receive one free registration to RainDance 2019; all team members will receive a one-year membership to LSSO, an award to display at your firm, and a badge for digital/print use. Winners will be announced at LSSO's 16th Annual RainDance Conference June 5 - 6, 2019 in Chicago, IL. A representative from the winning team maybe asked to participate in a Q&A discussion about their achievement.

Questions: Please Contact

Kirsten Lovett
klovett@legalsales.org
617-755-6764

Thank you to our 2019 partner

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