



SALES & SERVICE TEAM OF THE YEAR AWARD APPLICATION

17th Annual RainDance Conference June 3 - 4, 2020 in Chicago, IL

Team Member Names and Role at the Firm:

Firm Name and Address:

Size of Firm: _____AmLaw 100 _____AmLaw 200 _____Smaller Firm

Nominated By (name, title, firm name, email and direct phone):

Award Criteria:

1. Please describe, in 1000 words or less, a situation that defines a specific achievement accomplished during January 1, 2019 – December 31, 2019 when the sales/business development/client service/marketing teams played a crucial leadership role in retaining or growing firm revenue.

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 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 10, 2020.

Please submit your application submission to Kirsten Lovett (klovett@legalsales.org)

Winning Team will receive one free registration* to RainDance 2020; all team members will receive a one-year membership to LSSO, an award to display at your firm, and badge for digital/print use. Winners will be announced at LSSO's 17th Annual RainDance Conference June 3 - 4, 2020 in Chicago, IL. The winning executive may be asked to participate in a Q&A discussion about their achievement.

Questions: Please Contact

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

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