

WOMEN RAINMAKER INTERVIEW FORM

Name:

Firm Name:

Address:

Phone:

Nominated by

Practice area:

Most successful/Favorite Rainmaking tip:

Biggest influence on career/best career advice:

Percentage of time devoted to marketing:

Proudest accomplishment:

Knowing what you know now, if you were starting out as a lawyer today, what would you do differently?

Tell me about one rainmaking strategy or tactic that you initially thought would work, but it failed. Why did it fail.

Tell me about one rainmaking strategy or tactic that you initially thought would fail, but it was a great success. Why was it successful?

What has been your greatest frustration about trying to get new business or new clients?

If you were mentoring a young woman lawyer, what advice would you give her regarding rainmaking?

Would you say you ever had a mentor that made a genuine difference in how your career turned out? If yes, please describe.

Think about when you started out as a lawyer. Now think about the new female lawyers just starting out. What is different now compared to when you started?

List words that best describe you: