

FROM CHALLENGE TO OPPORTUNITY: CHARTING CAREER SUCCESS AS A DIVERSE LAWYER

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Program Description:

As diverse lawyers advance in their careers, knowing how to create opportunity within and outside one's organization becomes increasingly important. Creating opportunities affords diverse lawyers more relationship capital, additional avenues for advancement, and more overall security in their careers.

This program will equip participants to:

- Identify their most important stakeholders
- Talk about what they do in an engaging manner
- Build relationships that create opportunities over time

Program Outline:

1. Introduction and objectives
 - a. The unique experience of diverse lawyers
 - b. Four common challenges for diverse lawyers
2. Four common challenges and opportunities for diverse lawyers
 - a. Challenge 1 – access to opportunities and networks
 - i. Identify your key stakeholders
 - ii. Get organized
 - b. Challenge 2 – “proving yourself”
 - i. Your personal brand
 - ii. Communicating your brand
 - c. Challenge 3 – finding common ground
 - i. The Platinum Rule and discovery questions
 - ii. Relationship building best practices
 - d. Challenge 4 – asking for opportunities
 - i. Self-advocacy vs. self-promotion
 - ii. Creating opportunity
3. Conclusion and action plan
 - a. Summary
 - b. Key takeaways