

IN THE NEWS

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April 09, 2010



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BY ALLAN COLMAN

August 2010



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BY DAVID GROSSBAUM
AND ALLAN COLMAN

July 14, 2010



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Firms: Are You Up to
the Challenge?

BY ALLAN COLMAN

August 2010

Bloomberg Law Reports®

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How They Support
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BY ALLAN COLMAN

June 29, 2009

THE NATIONAL
LAW JOURNAL

In this Economy, the Old
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BY EMILY HELLER

October 2010



Rules of the Game:
Business Development
for Lawyers

BY DAVID R. MYLREA
AND ALLAN COLMAN

QUOTES

"Your job in selling is to ensure that...what you are selling is a need-to-have, not a nice-to-have, and that by partnering with you (not just buying from you) they are investing in their own success."

— SELLING SERVICES TO LAW FIRMS: ARE YOU UP TO THE CHALLENGE?
BY ALLAN COLMAN.

"Competition for business is intense, time is short, and there's no time like the present to hone your business development skills and develop your personal book of business."

— RULES OF THE GAME: BUSINESS DEVELOPMENT FOR LAWYERS.
BY DAVID R. MYLREA AND ALLAN COLMAN.

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