



Inspiring Lawyers to Make *Rain Out of Mist* While Living the Life of Their Dreams!

Barbara Mencer – Professional Speaker, Peak Performance Strategist, Business Development Coach

Rainmaker STRATEGIES, INC.

ABOUT BARBARA

Specializing in helping lawyers grow their client base, Barbara helps new attorneys and veterans alike step beyond their comfort zone to create the practice of their dreams. Through her keynote presentations, customized trainings and retreats, as well as individual and group coaching, she connects with people and inspires them.

She's spoken to legal groups of all sizes, all across the country. Bar associations, law schools and private law firms have all been able to reap the benefits of Barbara's unique blend of motivation and practical application.

It's not just the passion and energy Barbara brings to her speaking that wins people over. It's the focus on results. And because she tailors her material to each individual audience, participants leave with concrete ideas they can implement immediately to help them grow their practices and create and live their personal Peak Performance Lifestyles.

Barbara holds several coaching credentials and is a certified Holistic Health Practitioner. She has over 28 years experience working in marketing and business development, which includes serving as strategic director of business development and marketing in professional service firms, in addition to her own consulting, training and coaching business.

BARBARA'S MOST REQUESTED TOPICS INCLUDE:

Making Rain Out of Mist:

3 Steps to Building the Practice of Your Dreams

With well over a million lawyers in the United States how do you cut through the clutter, outshine the competition and build a practice? This program explores the 3 steps to making rain.

In this program, attendees will:

-  Learn the specific marketing strategies that are guaranteed to produce the greatest results, so they stop wasting time and start generating more clients.
-  Define who their clients are and what type of law they practice, so their marketing will be focused and successful.
-  Learn the key concepts for developing and implementing their personalized marketing system.

The Peak Performance Lifestyle – 3 Secrets to Breaking Through Plateaus and Accelerating Results in Your Business, Health & Life!

Do you have goals or dreams you'd really like to achieve but feel like it takes so much energy to reach them that you're not sure you'll ever get there?

Do you feel dissatisfied with the status quo but don't know how to break through the plateau without sacrificing yourself, your relationships or your career?

Do you want to create and live your personal Peak Performance Lifestyle?

Then, this is the program for you. Attendees will:

-  Identify the critical elements that must be in harmony in order to create and live their personal Peak Performance Lifestyle.
-  Learn how to reach their goals without pushing harder.
-  Discover how to breakthrough plateaus and accelerate results.

TO BOOK BARBARA NOW >>
858-566-5585 • Barbara@Rainmaker-Strategies.com
www.Rainmaker-Strategies.com



Rainmaking FOR SOLOS



Rainmaking FOR FIRMS

BARBARA IS AVAILABLE FOR: KEYNOTES, BREAKOUT SESSIONS, STAFF TRAINING & RETREATS

PARTIAL CLIENT LIST

Association of Legal Administrators
Butz Dunn & DeSantis, APC
Glendale Bar Association
Higgs Fletcher & Mack, LLP
Kirby Noonan Lance & Hoge, LLP
Korean American Bar Association
Lawyers Club of Los Angeles County
Lawyers Club of San Diego
Lee Hecht Harrison
Legal Marketing Association
Neil, Dymott, Frank, McFall & Trexler, APC
New York State Bar Association
Oregon State Bar
San Diego County Bar Association
San Diego Tax & Accounting Institute
Santa Monica Bar Association
Seltzer Caplan McMahon Vitek, a law corporation
Solomon, Grindle, Silverman & Spinella, APC
Solomon Ward Seidenwurm & Smith, LLP
Sullivan Hill Lewin Rez & Engel, APC
Thomas Jefferson School of Law
Tredway Lumsdaine & Doyle, LLP
University of California, San Diego CONNECT
University of California, San Diego Extension
Women's Business Center of California
Woods Fuller Shultz & Smith P.C.
Balestreri Potocki & Holmes, ALC
Call & Jensen, APC
Finch, Thornton & Baird, LLP
Legal Staffing Group
Swartz Semerdjian Cauley & Moot, LLP
Swenson Advisors
The Mueller Law Office

“ Barbara spoke at our firm retreat and subsequently conducted a follow-up training program for our attorneys. The results have been nothing short of fantastic! The renewed energy she evoked at our retreat turned into action under her tutelage. If you want a motivational speaker who incorporates practical training - turning theory into action - you can't go wrong by hiring Barbara to work with your firm.

— Steven J. Cologne, Esq.
Higgs, Fletcher & Mack

“ Barbara has the experience to provide training to the most seasoned professional while including the information pivotal to those who are new to marketing their services. Her facilitation of our retreat gave everyone nuggets of gold for their future business development.

— Judith Hissong, CLM
Chief Operating Officer, Solomon, Grindle, Silverman & Spinella, APC

“ Barbara has conducted a number of training programs for our attorneys. She works with me prior to each program to determine if there are any areas within the program on which she should focus more attention. Because the programs are well thought out and customized for our group, they are always well received.

Barbara is a very natural speaker who is obviously comfortable in her knowledge of the topics she addresses, making her very enjoyable to listen to. In addition to the group programs, Barbara works individually with attorneys to assist them in further developing their skills.

— Patricia L. Groff, CLM
Firm Administrator, Butz Dunn & DeSantis

“ Barbara has spoken to our clients on a number of occasions. She always consults with me before the event to shape her presentation to the needs and interests of the group. She actively engaged our clients and created a very positive atmosphere. Her delivery was excellent. Our group has had many speakers over the years, but she is definitely one of the best. Our hope is she'll continue to join us to share her helpful insights.

— Fred Dawn
Lee Hecht Harrison

“ I've heard Barbara speak to audiences of few, and of very many. She provides excellent information tailored to the audience, with content-rich stories and experience. If you are looking for someone to bring energy and passion in their presentation, Barbara is the right choice!

— Judy Hissong, President
Association of Legal Administrators, San Diego Chapter

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