



PROFESSIONAL DEVELOPMENT

For Summer Associates & New Attorneys



THE TRAINING YOU NEED, HOW YOU NEED IT

Whether you want to **fully outsource associate professional development programming** or **augment existing programming** with specific training topics, we can help.

Workshops are available on-demand or in a live, virtual setting, and may be supplemented with small group coaching sessions or dedicated virtual office hours.

DELIVERED BY EXPERIENCED LAWYERS & EXECUTIVE COACHES

Delivered by licensed attorneys who bring the client in-house and corporate perspective, Mountaintop's workshops equip summer associates and new attorneys with the knowledge and tools they need for both individual success and firm profitability.

POPULAR TRAININGS

***The Business Of Law**

***Thinking Like An Owner (From Day One)**

[Personal Branding & Executive Presence](#)

[Communication Skills In A Virtual World](#)

[Building & Maintaining Your Professional Network](#)

[Productivity & Time Management](#)

[Strategic Career Management](#)

**must have course for new attorneys*



PROFESSIONAL DEVELOPMENT

For Summer Associates & New Attorneys



MUST-HAVE COURSES FOR NEW ATTORNEYS

We work with lawyers and those who train and develop them every day. Over years of law firm training, one-on-one and group coaching sessions, and regular conversations with law firm professional development professionals and leaders, two areas key to attorney success and law firm profitability consistently come to the forefront - and are also consistently overlooked:

1. Understanding **how law firms make money and why it matters** as an individual attorney
2. Understanding what it means to **think like an owner of your career and an owner of the firm**

THE BUSINESS OF LAW

How Law Firms Make Money & Why You Should Care

To be successful, attorneys must master not only the practice of law, but also the business of law. Considered best-in-class nationally, Mountaintop's Business of Law workshop offers an introduction to the factors that impact profitability for law firms.

Participants will learn:

- How to assess the profitability of their work
- Practical strategies for contributing to their firm's profitability and long-term sustainability
- How to speak more intelligently about the law firm market, business market, and firm profitability

THINKING LIKE AN OWNER (FROM DAY ONE)

Engaging Fully In Your Work & Your Career

In this workshop, attorneys will learn the written and unwritten rules of the workplace and professional life, so they can confidently own their career progress and deliver value right away.

The workshop will encompass key success factors:

- Becoming a go-to person
- Your professional, authentic self
- Realistic feedback expectations
- Cultivating relationships
- Mentors & sponsors
- Demonstrating reliability & credibility
- Adding value every day



FEATURED PACKAGES

	BASECAMP	SUMMIT	PINNACLE
	\$3,500 <i>For 10 Participants</i>	\$8,500 <i>For 10 Participants</i>	\$14,500+ <i>For 10 Participants</i>
2 On-Demand Courses	✓	✓	✓
2 Office Hour Sessions		✓	✓
1 Live, Virtual Workshop			✓

A LA CARTE OFFERINGS



ON-DEMAND COURSE

\$179
per course per individual license

CONTACT US FOR
VOLUME DISCOUNTS



LIVE, VIRTUAL WORKSHOP

\$6,000-10,000
for 60 to 90-minute session

CONTACT US TO
SECURE YOUR DATE

“ Mountaintop has been a reliable, long-term partner for me. **They truly understand the business of law.** And I can always count on them to deliver memorable, practical guidance that attorneys across tenures can use right away.

*Kenya Woodruff, Partner
Deputy General Counsel & Chair of the Women’s Leadership Forum, Katten*



MOUNTAIN TOP GUIDES

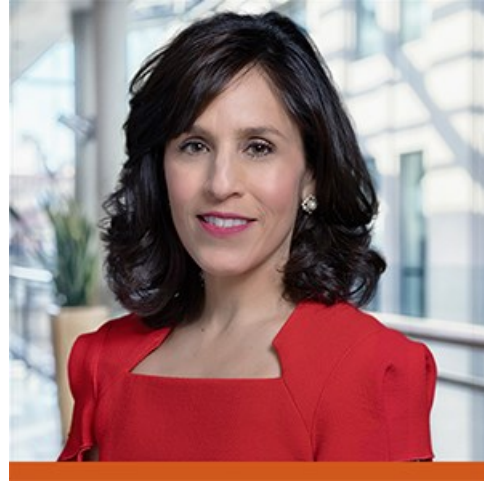


**Precious Williams
Owodunni, JD**

CEO & Founder

Yale/Yale Law School
Goldman Sachs Vice President
Investment Banking &
Private Equity
Corporate Board Member

MEET PRECIOUS



**Rosa Maria
Villagomez, JD**

Coach & Strategy Consultant

Stanford/St. Mary's Law School
Senior Litigation Counsel, Shell Oil
Company
Head of Litigation, Eaton & Cooper
Industries

MEET ROSA MARIA

[MEET OUR CLIENTS](#)

[VIEW CLIENT TESTIMONIALS](#)

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WHAT OUR CLIENTS THINK

“Precious’ legal industry expertise is invaluable to attorneys throughout the lifecycle of their careers. **My firm engaged Precious twice to speak to law students on “The Business of Law.”** The audience raved that her presentation was ‘great overall,’ ‘had great pace and interaction,’ and was **‘very informative and enlightening,’ featuring ‘brutal honesty which was super useful.’** Precious delivers the engaging style and practical information you want from a keynote speaker.”

— Amy Sladczyk Hancock, Director of Legal Talent and HR, McDowell Hetherington

“Our firm engaged Mountaintop for an unprecedented virtual group coaching experience. **They were able to get the group talking and sharing while also maintaining the balance of ‘educating’ in a virtual setting.** They were wonderful to work with and brought a lot of value to the firm.”

— National Director of Talent Development, Am Law 50 Law Firm

“Mountaintop Consulting has been a true change agent for our business. **They have a unique way of delivering a message that opens doors and motivates successful behaviors.**”

— Doris Bobadilla, Director, Galloway, Johnson, Tompkins, Burr & Smith

“**Mountaintop brought our entire firm from twelve offices together for an interactive, energetic virtual workshop that had 100% engagement.** The training came at just the right time as travel and in-person contact were limited, and **their experience providing virtual sessions made the process easy and straightforward.** Highly recommend!”

— Morgan Horvitz, Chief Client Relations and Business Development Officer, Galloway, Johnson, Tompkins, Burr & Smith