

## Rainmaking & Business Development for Women: First Hand Advice & Success Stories

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January 14, 2009

Teleconference Logistics

Wednesday, January 14, 2009

11:00am-12:40pm PT / 12:00am-1:40pm MT / 1:00pm-2:40pm CT / 2:00pm-3:40pm ET

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Teleconference Agenda Highlights

2:00 pm (Eastern)

Rainmaking & Business Development for Women: First-Hand Advice and Success Stories

Dissecting rainmaking- illustrating the distinction  
of marketing and selling

What are the tools of successful female rainmakers?

Defining a rainmaking style that is authentic to you

Building an effective professional network

Leveraging strengths to create leadership and networking opportunities

Overcoming traditional pitfalls

Making your financial contribution and ensuring it is valued and compensated

Moderator: Wendy Beetlestone, Esq., Hanglely Aronchick Segal & Pudlin, Philadelphia

Jane Leslie Dalton, Esq., Duane Morris LLP, Philadelphia

Abbe Fletman, Esq., Flaster Greenberg, Philadelphia

*Continued*

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Sandra Girifalco, Esq., Stradley Ronon Stevens & Young, LLP, Philadelphia  
William Sasso, Esq., Stradley Ronon Stevens & Young, LLP, Philadelphia

3:30pm  
Q & A

3:45pm  
Adjourn