



Hillsborough County Bar Association Presents:

## **Generating New Business Now!**

This two-hour session focuses on the "highest-and-best-use" of lawyer client development time. The information to be presented is based on Mr. Sabol's 20 years of working for law firms in the US and his 16 years of working for law firms in the UK and Europe.

**Thursday, January 14, 2010**

**1:00pm-3:00pm**

**2.0 CLE Credits\***

Chester H. Ferguson Law Center  
1610 N. Tampa Street  
Tampa FL 33602

**Byron G. Sabol**, is an international client generation consultant, trainer, and author based in Orlando. He has provided marketing services to law firms in ten countries. He has presented to audiences in three continents. As one of the first senior level law firm client development executives in North America (Paul, Hastings, Janofsky, & Walker, LLP 1986-1994), Byron and his staff pioneered business generation and client service methodologies currently utilized by lawyers and professional service firms in the US, the UK, and Central Europe.

**Register by visiting [www.hillsbar.com](http://www.hillsbar.com) or calling 813.221.7777**

**\$50 HCBA Members/ \$75 Non-Members/ \$25 HCBA Government Attorney, Student and Paralegal Members. Walk-Ins will be charged an additional fee.**

\*Applied For