

Globalaw

Leadership Programme



Professional Leadership &
Business Development Training



The practice of law is one of the most competitive occupations in the world. Your professional growth and success are predicated on your commitment to continuous learning and improvement, a desire to seek and unlock opportunities, and the relentless pursuit of client satisfaction.

Globalaw created the Globalaw Leadership Programme to help you build a strong foundation for enduring success no matter where your career trajectory takes you.

The programme is carefully curated to guide your transition into a confident, resilient and recognized leader at your organisation. You will engage with attorneys across the Globalaw network as you explore, acquire and enhance the attributes, skills and techniques of personal and professional leadership.

We look forward to welcoming you on this journey of enrichment and helping you achieve your professional and organisational goals.

Peter J. Brown
Globalaw President

The GLP Experience

Acquiring business development and leadership skills is essential to professional growth and success in the field of law.

Globalaw's Leadership Programme prepares you to lead in your practice area and at your firm by helping you develop a collaborative, cross-functional and multi-jurisdictional perspective.

Our unique learning experience instils leadership confidence by teaching you how to effectively build relationships, collaborate outside your firm and, deliver high-quality client service.



Programme Benefits

The Globalaw Leadership Programme (GLP) is uniquely designed to help senior associates and junior partners acquire and enhance key leadership skills.

Advance Your Professional Trajectory

The GLP is designed to motivate individuals to ascend to leadership roles by

- Revealing insights and knowledge about the core operations of the Globalaw network.
- Equipping you with actionable knowledge and instruments to refine your business development acumen.
- Embedding the principles of accountable and principled leadership.
- Complementing and advancing your legal and professional education.

Expand Your Professional Connections

Expanding your professional circle is instrumental in delivering superior value to your clients and legal practice. The GLP is strategically structured to broaden your professional relationships by:

- Fostering connections and cooperative efforts among your peers.
- Facilitating encounters with CPAs, insurance intermediaries, financial experts, service providers, and other potential referral sources.
- Integrating into the newly formed GLP alumni community.



Elevate Your Legal Practice

Advancing your legal practice is predicated on addressing the needs of your clients at both the local and international levels.

By spearheading business development ventures both within your own firm and through Globalaw, you can more effectively position your firm for such advancement. The GLP is committed to:

- Illustrating the utilization of the Globalaw network to foster the growth of your firm's business.
- Establishing a platform for the exchange of knowledge, industry best practices, and specialized expertise.
- Creating opportunities for connection with fellow participants to widen your global professional network.
- Offering perspectives on the cultural nuances associated with conducting business on an international scale.

“Globalaw is an invaluable resource to its member firms. The Leadership Programme introduced me to the Globalaw network, improved my business development skills, and allowed me to visit new places and bond with a distinguished group of lawyers. I strongly recommend the programme to any young lawyer interested in expanding his or her practice into the global business environment.”

Clayton Hix
Hill Farrer & Burrill LLP
Los Angeles, USA



Sample Curriculum

Programme sessions are delivered through an integrated virtual and in-person experience supported by peer and leadership connectivity.

Session 1: Practical Collaboration

Meet fellow GLP members and kick-start a collaborative group project.

Explore how to work effectively across jurisdictions, including how to communicate, coordinate and resolve conflicts. This project is designed to foster active participation and strengthen your ability to build relationships and influence with other members.

Session 2: Broadening Business Development Skills

Learn how to identify client needs and develop collaborative solutions within the network, including strategies for strengthening client relationships and cross-selling.

Understand how to manage client relationships, generate work, maintain legal expertise, and handle firm leadership logistics.

Session 3: Business Development in Your Network

Explore the network's unique expertise and learn how to leverage business initiatives for growth, focusing on sustained opportunities beyond singular referrals.

Address practical aspects, such as referrals, billing, and coordination among member firms, drawing on participants' experiences from previous referrals or the in-person session exercises.

Session 4: Leadership & Ownership Mindset

Examine the multifaceted role of law firm partners, including jurisdiction-specific marketing strategies.

Learn how to balance leadership and practice, including managing client relationships, generating work, maintaining legal expertise and handling leadership logistics.

Sessions 5-6: GLAMM Prep & Presentation

The conclusion of the programme coincides with Globalaw's Annual Members Meeting (GLAMM) where participants introduce themselves and present their project to the membership.

This presentation provides GLP members with the essential understanding and self-assurance that will enable them to rise as influential figures within the network.

They will also meet with GLP leadership and available officers for a facilitated discussion on participants' future investment in the network, potential roles, and strategies for maximizing the benefits of their programme involvement for themselves and their firms.

“I feel extremely privileged to have participated in the GLP. Not only have I blossomed in my role at my firm, OLN, but it has also opened up opportunities within the Globalaw network for me. As a result, I am now on the Globalaw Leadership Committee and have been elected to be the first Advisory Board Member of Globalaw. I am honoured to be part of a network of highly professional, enthusiastic and committed lawyers based all over the world and am grateful to have learned so much from their vast amounts of experience.”

Scherzade Burden

Oldham, Li & Nie
Hong Kong

Eligibility

Participants are junior leaders in their member firms, with at least 6 years of practice experience, who have shown a proactive approach to business development and have taken on significant responsibilities in managing client relationships.

The programme has an interactive curriculum of online and in-person events.

The first physical meeting is typically held at the Globalaw Americas Regional Meeting (GLARM). The last session and class project presentation take place at the Globalaw Annual Members Meeting (GLAMM).

Attendance at GLAMM is mandatory for GLP completion.

Programme Overview

Objective:	One-year business development and leadership programme to identify and train future leaders in their member firms and the network.
Programme Frequency:	Bi-Annual
Session Frequency:	6 sessions, approximately once every 4-5 weeks.
Eligibility:	Participants are junior leaders in their member firms, with at least 6 years of practice experience, preferably 8-10 years with demonstrated business development and client management acumen.
Class Size:	Maximum of 12 participants in each class, limited to one per firm.
In-Person Sessions:	2
Remote Sessions:	4
Scheduling:	Single remote sessions typically last one hour. Meeting times will be determined by the class composition.
Communication:	Remote sessions will take place with all participants connected at the same time via online video, unless a particular session requires an alternative arrangement.
Attendance Requirements:	Attendance at 4 out of 6 sessions, including GLAMM, is required.

FAQs

What is the programme fee?

The Globalaw Leadership Programme participation fee is \$3,500 USD, which covers reduced registration costs for attending two Globalaw meetings.

Can I receive CLE credits?

Globalaw does not submit for CLE approval, but your home jurisdiction’s governing law society may provide approval for some or all of the sessions. Globalaw can provide materials to support a participant’s individual CLE application.

How do I apply?

Programme participants are selected through an application process.

How can I get more information?

Consult your firm’s contact partner or a member of Globalaw’s Leadership Committee or email your interest to secretariat@globalaw.net.

Continued Leadership

The GLP is designed to springboard your career journey with Globalaw. During the programme, we will provide you with details on joining Globalaw business initiatives and becoming an active leader in the Globalaw network.

Once you have completed the course, we encourage you to join the GLP alumni group to continue building your professional network and business development opportunities.





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