

Advanced Pricing Class – Early Bird Rate Ends 9/8/16

By [Susan Raridon Lambreth](#) on September 6, 2016

Law firms of all sizes are facing pricing pressures like never before. There is a tendency for many partners to simply agree to the discounts requested by clients – even for high value legal matters, rather than push to show the value their firm provides or to negotiate for a fair rate for the value of the legal work.

For the first time in the US, two leading international consultants will present at the workshop [Successful Premium Pricing](#). This course is designed for senior practitioners involved in leading sales and pricing within their firms and will assist participants to:

- Identify opportunities for premium pricing within their markets
- Develop processes for realizing these premium pricing opportunities, and
- Improve their ability to sell these opportunities at the desired price.

Workshop Information:

Presenters: Colin Jasper, Jasper Consulting & Wayne Stewart, Monte Rosa

Host: Shearman & Sterling LLP, New York, NY

When: October 5th from 8:30 am – 5 pm

[Click here to register.](#)