

Presentation at the C&I Group London Region Conference

Kate Fleming of Huthwaite Fleming, the legal sector consultancy and training specialists, is presenting an interactive session on **Increasing the influence of In-House Counsel** to over 70 in-house counsel members on Thursday 21st May 2009.

The event is being held at **Norton Rose's** London office and is being hosted by **Mike Reibero** who heads Norton Rose's communication, media and technology international business group specialising in IT projects.

The demands on in-house counsel to deliver greater value to their businesses are greater than ever. Their ability to exercise influence throughout their business plays a crucial role in their contribution to business success.

Kate Fleming has worked with in-house and private practice lawyers for over 14 years and brings her experience to bear on helping lawyers increase their personal effectiveness.

The 45 minutes session addresses the:

Challenges for In-House Counsel

- Involved too late and left to "sweep up"
- Lack of co-operation
- Lack of understanding by other managers
- Seen as a hindrance
- Current economic environment means all departments are under scrutiny

With practical tips on how to:

- Enhance the perception others have of you in your role
- Sell yourselves more effectively to internal clients
- Increase your influence
- Share ideas and good practice with others

The session follows a similar event held earlier in the year for C&I Group's south east region, for which demand outstripped available places.

For further information regarding the event contact Christine Smith at C&I Group who is the event organiser:

Christine@cigroup.org.uk

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