



## 2023 Future Leaders Seminar

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### Litigation Skills to Let the Good Times Roll and Achieve Client Goals

*Skills Necessary for Young Lawyers to Build Client Relationships*

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## Litigation Skills to Let the Good Times Roll and Achieve Client Goals

### Skills Necessary for Young Lawyers to Build Client Relationships

#### Skill No. 1 - Reporting

It is very important for lawyers to effectively communicate with their clients to ensure transparency, trust, and client satisfaction. Timely reporting is essential to showing the lawyer's commitment to the case and ensures that the client is informed about developments within a timely manner to help make impactful decisions. Lawyers must convey necessary details in order to give the client the complete picture to make an informed decision by using the lawyer's advice. Lawyers can avoid confusion and build stronger relationships with their clients by managing expectations. This provides predictability and streamlines the process. These steps will make sure that the client is properly informed and will not only fulfill ethical duties but will build strong, lasting attorney-client relationships.

#### *Skill No. 2- Investigation*

The discovery and investigation process are key tasks for attorneys to inform their clients. Through proper investigation, the lawyer can gather important details to give their clients an edge to successfully litigate the matter or make settlement decisions. These investigatory items include: discovery, surveillance, social media searches, and subpoenas, among other things. The details gathered through successful investigation are often the key to achieving the best result in a case.

#### Skill No. 3 - Budgeting

One of the most crucial factors for a client to consider for legal representation is the cost of litigation. We have to remember that our clients are running a business and we are an expense item in that business. Effective budgeting provides transparency and allows the client to have a clear picture of the financial burdens and risks in moving forward. It is often a key consideration in resolving lawsuits and evaluating exposure. Effective budgeting must be constantly evolving and quickly updated when new developments arise.

#### *Skill No. 4- Communication*

Communication is the overarching linchpin of a strong lawyer-client relationship. The frequency of communication is pivotal and should be planned with the client to determine what best fits the client's needs. It is essential to seek client approval before any major decisions, expenses, or legal proceedings. Everyone loves to share good news with a client, but as we know all lawyers have to have tough conversations with their clients from time to time. These conversations are essential for managing expectations and developing strategies to successfully litigate the case. When lawyers effectively communicate, they can develop mutual respect and ensure teamwork with their clients to build lasting relationships.

#### Skill No. 5 - Evaluation

Lawyers must learn to turn legal advice and legal concepts into digestible information for their clients to make informed decisions. Successful evaluations are succinct and demonstrate the lawyer's ability to provide complex information into clear insight. While the lawyer should always welcome client input and important decisions belong to the client, the lawyer should be decisive in evaluations. Lawyers are paid for a professional opinion and to guide the client into an informed decision, while soliciting client input. Meaningful evaluation allows the client to quickly take in the pertinent facts and the lawyer's advice to make pivotal choices in the matter.

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