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Rainmaker Q&A: Chamberlain Hrdlicka's Scot Kirkpatrick

Law360

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In an article published by Law360 on September 14, Scot Kirkpatrick discusses his success as a rainmaker. Besides providing guidance to aspiring rainmakers, Kirkpatrick explores the challenges of the position and the skills necessary to succeed in the legal business. He also explains his technique when preparing a pitch for a potential client, as well as sharing an example of a difficult pitch he has previously worked on. "When I'm going to meet a new client, I ask for as much information as possible from the referral source beforehand – including an understanding of the client's goals and objectives." For the full article, subscribers may [click here](#).