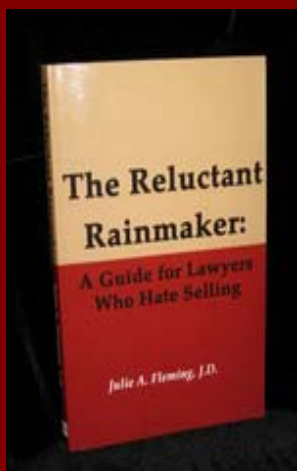


# JULIE A. FLEMING, JD



## Author, speaker, consultant

JULIE A. FLEMING, JD

Julie is the author of **The Reluctant Rainmaker: A Guide for Lawyers Who Hate Selling.**

She has spoken nationwide to thousands of lawyers and numerous law firms and bar associations on topics such as *Strategies for Business Development Success, Five Foundations of Time Mastery for Attorneys*, and *Rethinking Work/Life Balance*, among many others.

Julie practiced law (specializing in patent litigation) for over a decade before founding Life at the Bar LLC in 2005. She now provides attorney development consulting to an international clientele, focusing on topics such as rainmaking, career strategy, work/life integration, and leadership development.

A fellow of the American Bar Foundation, Julie is currently co-Editor-in-Chief of *The SciTech*

*Lawyer* (the quarterly publication of the American Bar Association Section of Science and Technology Law).

Julie's full CV is available online at <http://www.lifeatthebar.com/CV2009.pdf>

<http://www.TheReluctantRainmaker.com>

<http://www.LifeAtTheBar.com>

## Selected Speaking Engagements

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American Bar Association  
Annual Meeting  
Presidential Showcase Program

Los Angeles County Bar Association

Emory University School of Law

Georgia Association of Women Lawyers  
Leadership Academy

International Law Firm  
Chicago, Illinois

International Law Firm  
Washington, DC

Ohio State Bar Association

South Dakota Bar Association

## Selected Published Articles

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*Aspiring Rainmaker: You Can't Go it Alone* (The Complete Lawyer, 2009)

*Mentor by Example With Excellent Delegation* (The Complete Lawyer, 2009)

*Cultivate Your Rainmaking Skills By Becoming Active* (The Complete Lawyer, 2009)

*Rethinking Balance, Reinventing Yourself* (Trial Magazine, Vol. 44, No. 12, 2008)

*Job #1 For Every Beginning Associate: Marry Legal Expertise with Client Service Skill to Enjoy a Successful Career* (The Complete Lawyer, 2008)

*The Whole Enchilada: Women Want the Freedom to Have a Stellar Career and to Meet Family Demands as They Choose* (The Complete Lawyer, 2008)

*How to Spot and Deal with Jerks: Learn When and How to Confront, Disengage, and Manage the Jerks in Your Life.* (The Complete Lawyer, 2008)

# What Clients Are Saying About Julie Fleming And The Reluctant Rainmaker

"Fleming has written a definitive guide for lawyers who understand the importance of rainmaking but would prefer to focus their time on performing legal work. Indeed, I think the book goes to the 'reluctant rainmaker' that is in all of us to some degree. The Reluctant Rainmaker illuminates the connection between practicing law and growing a book of business. With easy-to-apply recommendations for how to get the most benefit from business building activity, Fleming has offered a guide that every lawyer will be able to use with confidence."

~John L. North, Sutherland LLP

"The Reluctant Rainmaker will unleash the potential every lawyer has to bring in new business without fear of appearing pushy or desperate."

~Monica R. Parker, J.D.

Author of *The Unhappy Lawyer: A Roadmap for Finding Meaningful Work Outside of the Law*

"The Reluctant Rainmaker is a practical guide for aspiring rainmakers at any stage of a legal career. Through illustrative stories and clear 'how to' directions, Fleming offers a guide that will take the pain out of business development and replace it with success."

~Don Hutcheson

Editor and Publisher of *The Complete Lawyer*

"The Reluctant Rainmaker will teach you the "how" of business development - and you'll like it! Having seen so many people conclude that only extroverts can succeed in landing clients, I especially liked Fleming's tips for introverts. I've passed on what I learned in that chapter to some introverted friends, and it's changed their attitude right away. Better yet, they started to see results! This book is a must-read for anyone who'd like to bring in more business.

So glad this book was recommended to me!"

~Christopher Duggan

Threshold Visions, New York, NY (as reviewed on Amazon.com)



**Contact Julie A. Fleming, JD**

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