



WWW.WISNIK.COM



CUSTOMIZED LATERAL PARTNER INTERVIEWER TRAINING

In this competitive hiring market where many firms are competing for lateral Partners, training your Partners to assess and sell effectively is critical. This program will provide your attorneys with the skills and firm-specific information necessary to ensure the best hiring decisions are made and that the candidates you want accept your offer .



This customized Interviewer Training workshop will provide your Partners with:

- Understanding of your "Firm Profile" that defines characteristics, track record and professional values of Partners who have the highest probability of succeeding at your Firm;
- Customized interview questions that are substantive and solicit key information from the candidate;
- Methods for marketing to target candidates with clear and concise selling messages that are unique to your Firm.

FOR A CUSTOMIZED PROPOSAL, PLEASE E-MAIL US AT EWISNIK@WISNIK.COM AND VISIT WWW.WISNIK.COM

Each Partner will leave with firm-specific materials including:

- List of the key characteristics identified in the Firm Profile of successful hires;
- Questioning techniques that will enable the interviewer to delve into the candidate's resume and obtain critical information;
- Strategies for surfacing key issues during the interview process to ensure good decision-making;
- Comments from your recent lateral Partners on why they chose your Firm;
- Tips for preparing for the interview and using the time strategically;
- Key selling messages to communicate to candidates in this competitive market;
- Tactics for closing the deal by implementing effective follow-up for target Partners.



Eva Wisnik
President

C R E D E N T I A L S

Eva Wisnik is the former Director of Recruitment and Training for Schulte Roth & Zabel, and Cadwalader, Wickersham & Taft. After 10 years as a recruitment professional, Eva founded a training and placement firm for the legal community. Since starting her business in 1996, she has conducted Advanced Interviewer Training programs for more than 50 firms. Nationally, Eva's business and professional development insights have been sought by journalists at *The New York Times*, *The Wall Street Journal*, and *Business Week*. Over the past decade, she has offered her training expertise to law firms nationwide including 74 of the Amlaw 100 firms.

R E P R E S E N T A T I V E C L I E N T S

Akin Gump Strauss Hauer & Feld LLP · Allen & Overy LLP · Arent Fox LLP · Arnold & Porter LLP · Blank Rome LLP · Brinks Hofer Gilson & Lione · Buchanan Ingersoll & Rooney PC · Chadbourne & Parke LLP · Cozen O'Connor · Darby & Darby P.C. · Dechert LLP · Dewey & LeBoeuf LLP · Dykema Gossett PLLC · Epstein Becker & Green, P.C. · Fenwick & West LLP · Fish & Richardson P.C. · Ford & Harrison LLP · Freshfields Bruckhaus Deringer · Fried, Frank, Harris, Shriver & Jacobson LLP · Fulbright & Jaworski L.L.P. · Gardere Wynne Sewell LLP · Heller Ehrman LLP · Helms Mulliss Wicker · Herrick, Feinstein LLP · Hogan & Hartson LLP · Holland & Knight LLP · Hughes Hubbard & Reed LLP · Kelley Drye & Warren LLP · Kennedy Covington Lobdell & Hickman, L.L.P. · Kilpatrick Stockton LLP · Kirkland & Ellis LLP · Kramer Levin Naftalis & Frankel LLP · Mayer Brown LLP · McDermott Will & Emery · McDonnell Boehnen Hulbert & Berghoff LLP · McKee Nelson LLP · McKenna Long & Aldridge LLP · Moore & Van Allen PLLC · Morgan, Lewis & Bockius LLP · Morrison & Foerster LLP · Neal, Gerber & Eisenberg LLP · Orrick, Herrington & Sutcliffe LLP · Paul, Hastings, Janofsky, & Walker LLP · Riker Danzig Scherer Hyland & Perretti LLP · Ropes & Gray LLP · Schiff Hardin LLP · Schulte Roth & Zabel LLP · Sills Cummis & Gross P.C. · Skadden, Arps, Slate, Meagher & Flom LLP · Sonnenschein Nath & Rosenthal LLP · Steptoe & Johnson LLP · Sutherland Asbill & Brennan LLP · Thacher Proffitt & Wood LLP · Troutman Sanders LLP · Winston & Strawn LLP



EVA WISNIK
WISNIK CAREER ENTERPRISES, INC.
E: EWISNIK@WISNIK.COM
WWW.WISNIK.COM