

Momentum coaching for Partners and Directors by deWinton-Williams



As the new arm of deWinton-Williams Consulting, Momentum Coaching has been created in response to a growing client demand for high-impact coaching which supports individuals as they face business challenges. In essence, we have formalised what we have been doing for years in order to practise what we preach – define the need, create a commercial solution, monitor and support actions, thus delivering to the bottom line.

Our ethos

Our general ethos is covered in the PDF on Momentum coaching. For partners and directors of law firms we add another dimension by having deep knowledge of their world. deWinton-Williams research into leadership in the law, the legal personality, pressure factors in the law and client expectations informs all our coaches and ensures we deliver support and advice which is both strong and relevant. We understand the pressure of recording billable time, managing ever-more demanding clients, facing the competition and managing a generation of young lawyers who appear to have different perspectives on the work-place. We understand lawyers.

Momentum coaching

We focus on three areas of coaching for partners and directors in law firms:

- **Transition coaching** To assist moving to a new or more challenging role, being made up to partner, taking on head of practice, moving to a new firm.
- **Personal management** To support partners and directors in addressing specific challenges which are preventing them from being the best they can be
- **Practice development** To help partners build their practice through effective targeting, BD and client management

Partners and directors can expect the following from deWinton-Williams Momentum Coaching:

- Focussed questions to fully understand the firm and their practice
- A pragmatic approach – often lawyers like straight talking and advice rather than a non-directive approach
- Coaching sessions which suit their hours, their diary and their time pressures
- TrackMomentum software which makes goal setting and progress monitoring quick, easy and supported
- A helpline facility which means that quick advice can be sought between coaching session
- Firm contracting so the partner and the firm knows exactly what to expect and the fee
- Additional specialist support. E.g. we can bring in a pitch trainer to assist with BD or actors to help practise difficult conversations
- Fair fees – we do not charge you to travel-time to your offices!

Our coaches

Our coaching panel is made up of fully qualified coaches with varying background including consultancy, private practice and in-house law, psychologists and commercial directors. All work according to the deWinton-Williams values of being commercial, pragmatic and inspiring. More than that, they understand lawyers, the law firm environment and the pressures on today's partners and directors in an ever more competitive market.

Contact us through the contact page on our website or call us on +44 (0) 207 372 4997