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**Julie Savarino**  
**Attorney and Managing Director**  
**Business Development Inc.**

+1 734 668 7008  
[Julie@BusDevInc.com](mailto:Julie@BusDevInc.com)  
[@JulieSavarino](#)

With over twenty-eight years' experience and results, Julie Savarino is an internationally recognized, award-winning expert in client and business development for lawyers, law firms, professional service entities and providers. She coaches, trains and works with lawyers, accountants, experts and other professionals, and with many of the world's leading law firms and other professional services firms to generate significant and measurable new business by providing strategic, time-saving, effective and [widely acclaimed](#) business and client development advice, counsel, services, programs, introductions and referrals.

Julie Savarino is an attorney who holds an MBA in finance and marketing. She has served in-house as one of the first professional business developers for a major accounting firm and as a business development director for a regional law firm. Julie designed and taught one of the [first law school courses on client relations and development](#).

[Julie's clients rave about the quality and utility of her services and programs](#) because she makes business and client development easier and more streamlined, and works hard to get things done. Her clients say she is a strategic consultant and coach of the highest integrity, and a trusted advisor, idea generator, innovator, outstanding speaker, process improver, problem solver, collaborator and communicator. Julie develops and maintains relationships with hundreds of general and in-house counsel, and other buyers of outside legal and other professional services.

**Julie Savarino is a Top Rated Speaker, Trainer & Presenter** - Julie Savarino is consistently one of the [highest-rated speakers](#) at retreats, seminars conferences and other programs for: numerous firms, American Bar Association (ABA), Association of Legal Administrators (ALA), American Corporate Counsel Association (ACC), Australia's Law Practice Management Association (ALPMA), Australasia Law Firm Marketing Association (ALFMA), Bloomberg Law, Commercial Law Affiliates, Institute of Continuing Legal Education (ICLE), Institute on Law Firm Management (ILFM), International Bar Association, Legal Marketing Association (formerly NALFMA), Lex Mundi ,Lexis-Nexis, Marketing Partner Forum, National Association of Law Placement (NALP), Professional Development Consortium (PDC), State and City Bar Associations – Chicago, Detroit, Orange County, Michigan, Thomson Reuters, Women Lawyers Association, among many others.

**Julie Savarino is a Leader & Innovator** – In 2015, Julie created the [raved-about “Perfect Your Pitch” series of workshops](#); 2014 – Created the time-efficient [Rainmaking Express™ eLearning video series](#) and the popular and award-nominated [Rainmaker Coach™ app](#), a first-of-its-kind app in the legal industry; 2006-2008 – Created one of the most useful, content-filled websites available for business and client development information at [www.BusDevInc.com](http://www.BusDevInc.com); 1993-2000 – Inventor, creator and founder of the nationally acclaimed Marketing Partner Forum™ now owned by Thomson Reuters; 1999 – Helped invent *InsideCounsel’s* annual SuperConference held for 17 years; 1992 – [Adjunct professor at the University of Detroit Mercy Law School, where she designed and taught one of the country’s first law school courses on client relations and development.](#)

**Julie Savarino’s Awards & Recognitions** – In 2013 through 2016, Julie was nominated by The National Law Journal in the “Best in Lawyer/Law Firm Business Development Coaching” category; 2013 – Nominated for a “Your Honor” award from the Legal Marketing Association for the first-of-its-kind Rainmaker Coach™ app; 2007 – Won a “Your Honor” award from Legal Marketing Association; 2002 – Recognized as “Top 100 Law Firm Consultants You Need to Know” by Law Dragon; 2000 – Won an “Excellence in Continuing Legal Education” award from Thomson Reuters; 1993 – Won a “Dignity in Law Firm Advertising” award from The American Bar Association; 1988 and 1989 – Won an “American Jurisprudence” award for outstanding student performance in trial practice and “Best Brief and Oral Advocate” award for moot court while attending the University of Detroit Mercy Law School.

### **Books, Publications & Articles Written By Julie Savarino -**

**App** – Julie created the first of its kind, award-nominated [Rainmaker Coach™](#) app available on iTunes®

**Articles** – Julie has written more than [100 articles. She has had articles published in and/or been quoted in:](#) *American Lawyer, Australia’s Financial Times, Bloomberg, Lawyers Weekly, London, England’s Legal Business, The National Law Journal, Wall Street Journal*

**Books** – *Client Development & Relationship Management: Getting New Business in the Door*® Studies – Benchmarking “Best Practices” in Client Development©

**Blog** - located at [www.BusDevInc.com](http://www.BusDevInc.com)

### **Select Bibliography**

**Julie Savarino’s Key Skills & Capabilities** - Assesses, benchmarks, audits, updates and improves marketing and business development departments and functions for professional services firms; Business and client development strategist and coach; Creates and implements sales-, business, and client development-related process maps and upgrades; Designs and implements award-winning, revenue-generating programs; Develops, expands and upgrades business development departments, programs, processes and procedures using process mapping and other LEAN project management techniques; Process creator and advisor; Producer, planner and/or professional business developer; Provides cost-effective, outsourced business development services for firms; Outsourced chief business development officer and manager services; Retreat and conference presenter; Trains, coaches, consults and advises lawyers and other professionals.

**Julie Savarino’s Education & Certifications** - BS in political science from the University of Michigan; MBA in finance and marketing from Michigan State University; JD from the University of Detroit Mercy Law School; Licensed lawyer in the State of Michigan; Licensed lawyer – Supreme Court of the United States of America (SCOTUS); White Belt Certification – Legal Lean Six Sigma & Lean Six Sigma Project Management; Founder and owner of Business Development, Inc., a certified woman-owned business by the Women’s Business Enterprise National Council.

**Giving Back & Pro Bono** – Julie Savarino and her company, Business Development Inc. [regularly donate to and support numerous charitable and community entities and efforts](#). In addition, from 2008 to 2013, Julie served as pro bono communication strategist for the case [Snyder v. Phelps](#) heard in 2010 by the Supreme Court of the United States (SCOTUS). The case culminated on August 6, 2012, when President Barack Obama signed a new law containing a provision that limits all military funeral protests nationwide to two hours before and two hours after any such service.

### **Representative Clients -**

**Associations** - Australian Law Practice Management Association (ALPMA), Commercial Law Affiliates, International Bar Association (IBA), Lex Mundi, International Society of Primerus Law Firms

**Law Firms** - Alston & Bird LLP, Barley Snyder, Bowman and Brooke LLP, Briggs and Morgan, Curtis, Mallet-Prevost, Colt & Mosle LLP, Dorsey & Whitney LLP, Finers Stephens Innocent LLP, Katten Muchin Rosenman LLP, Kenyon & Kenyon LLP, Kramer Levin Naftalis & Frankel LLP, Michael Best & Friedrich LLP, Orrick Herrington & Sutcliffe LLP, Schwabe Williamson & Wyatt, Stoel Rives LLP, Weil, Gotshal & Manges LLP

**Professional Services Firms** - AlixPartners LLP, Ernst & Young, Milliman, Spherion Staffing LLC

**Corporations** - Bloomberg Law, C.F.I. Group USA, LLC, Lexis-Nexis, Thomson Reuters

**Among many others**



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