

SELECT BIBLIOGRAPHY©

Julie Savarino is an internationally known subject matter expert and thought leader in the discipline of business development for law firms, lawyers, and other professional services firms. Each handbook, program, workshop, webinar, app, and publication created, delivered, and/or authored by Julie Savarino of Business Development Inc. is based on her disciplined study of many resources (a selection appears below) and her 30 years' experience working with thousands of lawyers, accountants, experts, other professional service providers, leading law and accounting firms, and numerous other professional services firms around the world.

*Julie regularly upgrades her knowledge and handout materials by engaging in focused study, research and analysis which includes reading, research and applying her over 30 years of professional experience creating, leading and participating in thousands of new business development situations, proposals, client interviews, meetings, events, surveys, and studies. She has read and studied thousands of books and other materials and regularly reads, analyzes, and assimilates updated, new information into her consulting practice and materials from numerous sources. Below are select bibliographical sources (listed alphabetically by category) that Julie has studied and continues to study and stay abreast of. ** indicates Julie Savarino's recommendations of some of the best reading material on each subject.*

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AUTHOR: JULIE SAVARINO, ATTORNEY & RAINMAKER COACH
BUSINESS DEVELOPMENT INC.
Julie@BusDevInc.com, +1 (734) 668-7008
More resources can be found at www.BusDevInc.com

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