

Cole Silver, Chief Client Officer, Blank Rome

Biography

Cole Silver serves as the Chief Client Officer for Blank Rome. In this role, Cole provides consultative client relationship support to the Firm and its clients, helping to identify and implement strategies and tactics to improve client satisfaction, expand into new areas of service, and ensure an outstanding client experience. With over 25 years of experience as a General Counsel to several high growth companies, Cole brings an insider's view of clients' key legal concerns and what they want and expect from their outside counsel. He has authored books and trained numerous professionals in the areas of client development and service.

Summary of Presentation

Nothing in this world happens without someone's help. And as we go through life we're supposed to know how to cultivate relationships that help us flourish, both personally and professionally. As a business owner looking for more revenue, a sales rep seeking new leads, or an employee looking for your next career move, the most important thing you can do is create and exploit contacts. Cole will provide some tips on how to do just that using strategic and tactical moves to advance your cause.