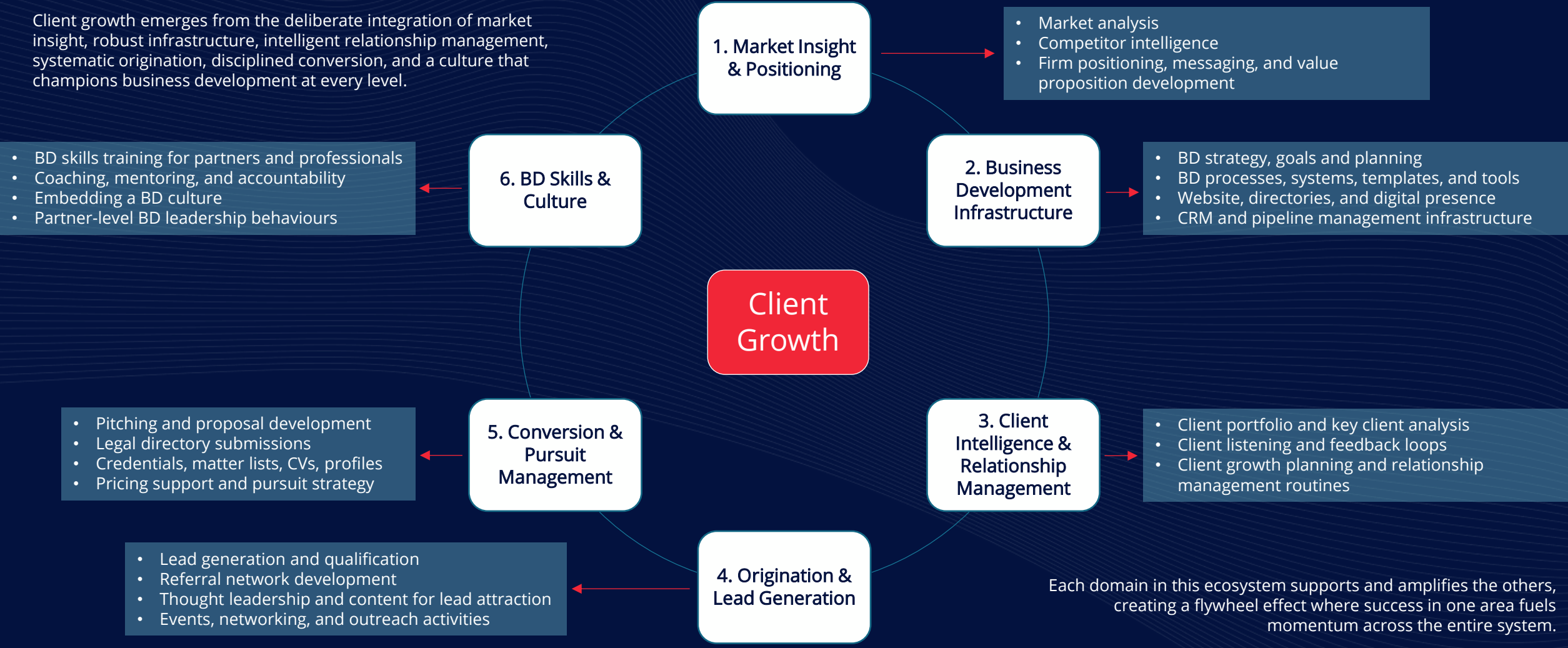


The Echo Client Growth Law Firm BD Ecosystem

Client growth emerges from the deliberate integration of market insight, robust infrastructure, intelligent relationship management, systematic origination, disciplined conversion, and a culture that champions business development at every level.



Each domain in this ecosystem supports and amplifies the others, creating a flywheel effect where success in one area fuels momentum across the entire system.



The Echo Client Growth Law Firm BD Ecosystem



In markets characterised by stiff competition, commoditisation, disruption and disintermediation, African law firms are looking for sustainable, profitable growth. Expanding 'share of wallet', acquiring new clients, and deepening existing client relationships are critical to ensure ongoing success and profitability.



We offer a systematic approach to help you:

- Identify your key clients
- Engage with your clients to understand their needs
- Draft concrete, implementable client plans to grow 'share of wallet'
- Develop actionable client acquisition plans
- Provide practical implementation support, including project management, template design, and applying proven business development best practices to your business

You will get:

- A competitive edge
- Increased client 'share of wallet'
- Increased revenue and profit
- Improved client satisfaction
- Hands-on business development support
- Increased fee earner productivity and effectiveness

Why work with us?

- Legal sector expertise
- A deep understanding of B2B
- A proven process
- A partnership approach
- Responsive and efficient

Our law firm clients Include:

Across Europe, Africa and the Middle East (EMEA)

