



English Law &
Compliance

Networking for Lawyers

Building strategies to succeed in the legal world

B2 ENGLISH LESSON • 20 MINUTES



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Welcome. Today, we turn conversations into strategy.

By the end of this lesson, you can:

**Explain why
networking
matters**

**Use essential
legal vocabulary**

**Plan an ethical
networking
strategy**

**Speak and write
with confidence**

TIP • Listen for useful phrases you can reuse in your own professional context.

How to Build Strategies to Succeed in the Legal World

Hello, everyone! Today we are going to read a short essay about networking in the legal profession. listen to each paragraph, then answer the three questions. Pay attention to the bold words: they are useful legal vocabulary for your daily work.

B2 ENGLISH LESSON

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Vocabulary

- Knowledge
- Rarely
- Because of
- Credentials
- Therefore



**Write an example sentence
using each word**



- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Introduction

In today's competitive legal market, technical knowledge alone is no longer enough. Clients rarely choose a lawyer only because of their credentials; they choose someone they trust.

Networking, therefore, is not a luxury but a core professional skill. This essay explores why relationships matter and how a lawyer can build a strategy to succeed.

TRUST > CREDENTIALS

Introduction

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TRUST > CREDENTIALS

CHECK YOUR UNDERSTANDING

- 1 Is technical knowledge enough to succeed today?
- 2 Why do clients choose a lawyer?
- 3 What is the purpose of this essay?

Vocabulary

- Referral
- Colleagues
- Advertisement
- Moreover
- Co-counsel



**Write an example
sentence using each word**



- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Why Networking Matters

A referral is still the main source of new clients for most law firms. When colleagues from other practice areas recommend you, your reputation grows faster than any advertisement could achieve. Moreover, a strong network offers mentorship, market insight, and opportunities to work as co-counsel on complex cases. In short, relationships turn expertise into visibility.

EXPERTISE → VISIBILITY

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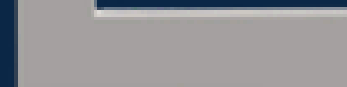
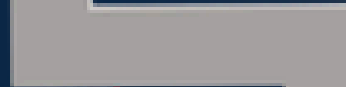
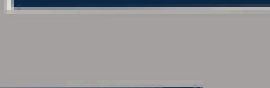
EXPERTISE → VISIBILITY

CHECK YOUR UNDERSTANDING

- 1 What is the main source of new clients for law firms?
- 2 What can a strong network offer a lawyer?
- 3 What do relationships turn into visibility?

Vocabulary

- **Alumni**
- **Peers**
- **Instead of**
- **Aim**
- **Follow up**



Write an example sentence using each word



- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Where to Build Your Network

A smart strategy begins with choosing the right spaces. Bar associations, legal conferences, alumni groups, and industry seminars let you meet peers and potential clients. Quality matters more than quantity. Instead of collecting business cards, aim for a few meaningful conversations, and always follow up within forty-eight hours with a personalized message.

QUALITY > QUANTITY

BAR ASSOCIATION • CONFERENCE • ALUMNI • SEMINAR

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CHECK YOUR UNDERSTANDING

- 1 Name two places to meet other legal professionals.
- 2 What is more important: quality or quantity?
- 3 When should you follow up after meeting someone?

Vocabulary

- Thoughtful
- Legislation
- Webinars
- Compliance
- Trust



Write an example sentence using each word



- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Your Digital Presence

Today, your online presence works as your digital business card.

A complete LinkedIn profile, thoughtful articles on recent legislation, and webinars about compliance topics show authority without sounding promotional. Consistency is essential: sharing valuable content regularly keeps you visible and positions you as a trusted voice in your field.

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VISIBLE. USEFUL. TRUSTED.

CHECK YOUR UNDERSTANDING

1. What works as a lawyer's digital business card?
2. Name two types of content a lawyer can share online.
3. Why is consistency important?

Vocabulary

- **However**
- **Conflicts**
- **Solicitation**
- **Strengthens**
- **Whereas**



Write an example sentence using each word



- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Ethics First

However, networking must always respect professional ethics. Lawyers must protect client confidentiality, avoid conflicts of interest, and follow the rules on solicitation and advertising.

VALUE FIRST

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VALUE FIRST

CHECK YOUR UNDERSTANDING

1. What must lawyers protect when they network?
2. What can damage a lawyer's credibility?
3. What should you offer first, according to the essay?

Vocabulary

- **Networking**
- **Investment**
- **Channels**
- **Nurture**
- **Generous**



Write an example sentence using each word



- 1) _____
- 2) _____
- 3) _____
- 4) _____
- 5) _____

Conclusion

In conclusion, successful lawyers treat networking as a long-term investment. Set clear goals, choose your channels, nurture your contacts, and review your results every quarter. Be generous with your knowledge, and opportunities will follow.

RELATIONSHIPS COMPOUND

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Remember: a strong reputation is built case by case, conversation by conversation, and relationship by relationship.

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RELATIONSHIPS COMPOUND

CHECK YOUR UNDERSTANDING

1. How do successful lawyers see networking?
2. How often should you review your results?
3. How is a strong reputation built?

Legal Vocabulary Bank

referral

a recommendation that sends a client to a lawyer

co-counsel

a lawyer who works jointly on the same case

compliance

following laws, rules, and standards

solicitation

actively seeking professional business

credentials

qualifications and professional experience

legislation

laws made by a governing body

confidentiality

the duty to keep client information private

follow up

contact someone after an initial meeting

Exercise 1 • Match the Words

Connect each word (A–F) to the correct definition (1–6).

A referral

B confidentiality

C compliance

D co-counsel

E legislation

F solicitation

1 laws made by a governing body

2 a recommendation to a client

3 keeping client information private

4 following rules and standards

5 a lawyer working jointly on a case

6 actively seeking professional business

Exercise 2 • Fill in the Blanks

referral • confidentiality • follow up • compliance • co-counsel • legislation

- 1 A client came to the firm through a _____ from another lawyer.
- 2 We must protect client _____ at all times.
- 3 Please _____ within forty-eight hours of the conference.
- 4 The company needs advice on regulatory _____.
- 5 She acted as _____ on the cross-border case.
- 6 The article explains recent environmental _____.

Exercise 3 • True or False?

Write T or F. Correct the false statements.

- 1 Technical knowledge alone guarantees success. T / F
- 2 Referrals are a major source of new clients. T / F
- 3 Quantity matters more than quality in networking. T / F
- 4 Lawyers should follow up within forty-eight hours. T / F
- 5 Aggressive self-promotion strengthens credibility. T / F
- 6 Networking should be treated as a long-term investment. T / F

Thank you!.

Build trust. Offer value. Follow up.



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