

David King Keller, PhD

Testimonials

“You were fabulous, of course. Thank you so much for speaking last night, and special thanks for the materials, which I am emailing to people today. I truly appreciate the effort you put into making last night’s event a success—and it was!”

- Annabrooke Temple, Esq.
Associate Director for Career Development
UC Hastings College of the Law
Office of Career & Professional Development
www.uchastings.edu

“Once again, I wanted to thank you for your participation, enthusiasm, and terrific presentation. I sure did get a ton of extremely positive comments after you spoke. Thanks again.”

- Marilyn Klinger, Esq.
Co-Chair, ABA Forum On The Construction Industry
2013 Annual Conference
Chair Emeritus - Construction Practices Group,
Sedgwick, Los Angeles, Ca
Following keynote to a 2 ½ hour ethics CLE workshop (which Dr. Keller helped design) at the annual conference of the ABA Forum on The Construction Industry.

“That was the best twenty-minute presentation I have ever attended. I particularly enjoyed the way you introduced the practical “how to” part of the presentation with the science behind what you need to accomplish. I also consider myself well-versed in social media etc. and you gave me a long list of new tools to use in that area.”

- Cathy Lilford Altman,
Partner
Carrington, Coleman, Sloman & Blumenthal, LLP
Dallas, TX

Following “*Marketing For Lawyers*” presentation:

“David, Thank you! Great presentation. People were genuinely impressed, as was I.”

- Kiana Moradi -
Co-Chair, Barristers Club Family Law Division
Bar Association of San Francisco
Moradi Saslaw LLP
www.moradisaslaw.com

Thanks again for speaking to us yesterday. I really enjoyed the event and was surprised by all that I learned in such a short amount of time. The interactive exercises really drove home the information on a visceral level. My "elevator speech"/"magic statement" is "I help internet startups protect their cool ideas and turn them into profits."

- Justin Michael Stringer
Attorney-at-Law

“By the way, you were great at the event and I took away some valuable ideas. Thanks again!”

-Michael Bodnyk, CFA-
Managing Director
Stallia Capital Management
www.StalliaCapital.com

Following “Marketing For Lawyers” presentation, in answer to question: “Did you report to Kiana on your Quadrant 2 being accomplished by Friday close of business / or not?”

“Yes I did. Thanks, David!”

- Erik W. Newton -
Co-Chair, Barristers Club Family Law Division
Bar Association of San Francisco
Heath-Newton LLP
p 415-398-1290
f 415-291-3514
erik@HeathNewton.com
<http://HeathNewton.com>

“Thank you for your wonderful presentation. I am going to review the materials and work on my "elevator pitch" this weekend. I have also added

a "take micro-breaks" post-it to my computer screen. I will keep your lecture [notes] as I continue to build my career and may contact you in the future as my plans develop."

- Elizabeth Vocke
www.dubrovskylaw.com

"It was very nice to meet you. Thank you for an informative and engaging presentation. I read with great interest the materials you provided and look forward to supplementing my knowledge with your books."

Louise Sackley
Attorney
Silverman & Silverman, Attorneys at Law

"It was great seeing you again yesterday. I enjoyed your presentation with Jan and Elena. Thank you also for the marketing check list for Associates."

- Kyle Chuah -
Chuah Law

"It was also such a pleasure to have you as a guest speaker... [presenting the CLE] ... seminar on elimination of bias in the legal profession."

- Sohaila Braam
Law Librarian
Bartko, Zankel, Tarrant & Miller, PC
San Francisco, CA

"A delight to meet you today! I can see why Sari was so excited to have you (all) back on the panel again this year. Thank so much for what you shared with our students. Not only are you an engaging speaker, I could tell your points resonated with the students and offered a different perspective on job searching/networking/business development. ... I don't think anyone left the room not realizing they are really all the same thing. Congrats again on your new book."

- Sarah Tigerman, Esq. (Hastings '96)
Assoc. Director for Recruitment
Office of Career & Professional Development
UC Hastings College of the Law
www.uchastings.edu

"As a speaker on a career development panel for a section of the American Bar Association, David provided insightful advice on how to approach potential clients and build professional

relationships. His enthusiasm and perseverance are contagious and his assistance is highly recommended for anyone seeking a career boost.”

**- Michael Hopkins, Esq.
ABA Chair
Affordable Housing Forum
Bocarsly Emden Cowan Esmail & Arndt LLP**

This is a LinkedIn recommendation to be added in new LinkedIn format

[David] *“You are a multi-faceted & multi-talented person! You are right about every client pitch being a job interview - we are always selling our capabilities in order to solve problems both short term and long term.”*

**- Radhika Emens, MBA -
Marketing Manager
Carr McClellan Ingersoll Thompson & Horn
Professional Law Corporation
www.carr-mcclellan.com**

“I pegged you as a very brainy and creative guy. The former is an attribute of many of the attorneys I work with ...”

**- Adam L. Stock -
Director of Marketing & Business Development
Allen Matkins Leck Gamble Mallory & Natsis LLP
www.allenmatkins.com**

Coaching / Training:

In answer to Legal Marketing Association survey: “Who are the top attorney business development trainers in the Country?”

“David King Keller, noted author, speaker and BD consultant in the SF Bay Area is your man, no doubt about it. david@KBDAG.com His most recent book is ‘100 Ways to Grow A Thriving Law Practice.’ Contact him, you won't be sorry.”

**- Jeffrey Silber
Silber, Vasquez & Associates
San Francisco, CA**

Coaching Attorneys on Business Development:

Susan hired you as a Business Consultant in 2011 and hired you more than once.

Top qualities: Expert, Good Value, Creative

"With a masterful grasp on human behavior and psychology not to mention his vast experience in a wide-range of industries and disciplines, David is a game changer for many struggling lawyers. David applies his knowledge according to each individual's needs and capitalizes on his or her strengths. He inspires, encourages and energizes his clients. If you require a formulaic thinking, hire David today. To quote one of my lawyers who is working with David now, 'It's like having a trade secret that you cannot put a price tag on and just need to experience.'"

- Susan Baldwin
Client Relations Manager
Norton Rose Fulbright
Los Angeles, CA

LinkedIn Recommendation/testimonial to be added in LinkedIn's new format.

"David is a highly intelligent career coach, who is utterly committed to his calling. He is also very easy to deal with, personable, nice, etc. Whenever I doubted his strategy, circumstances proved him right, and me wrong. I will probably go back to using David from time to time to refresh my direction and motivation."

Service Category: Career Coach

Year first hired: 2011

Top Qualities: Personable, Expert, Good Value

- Steven Beede, Esq
LinkedIn Recommendation/testimonial to be added in LinkedIn's new format.

"Thanks again for reaching out, meeting with me, and giving me so many great ideas, and for the vote of confidence, I really appreciate it."

- Brett Mulberg
Attorney at Mulberg Law
San Francisco, CA

One-on-one Coaching:

Testimonial about Dr. David King Keller's CAR Button™, the Creative-Aware-Resourceful "Button" you can create as an instant resource tool for yourself following David's instructions in his *Associate As Rainmaker* book.

"I have been using your CAR technique and I wanted to thank you for sharing it with me. I do quite a lot of rock climbing and I use your technique at the base of a climb before I start. It is really helpful to have something to calm me down. I've also used it before getting on an airplane. A few years ago I was on a flight that made an emergency landing and I've been a little freaked out about flying since."

- Maggie Murray RN

Executive Coach:

"David is an amazing trainer, teacher, and overall life consultant. After spending five minutes with David it becomes abundantly clear that he is an "A player." His techniques, insight, and methodologies are so focused and effective that clear improvements are noticed almost immediately. After consulting with David on multiple areas I felt as if an unseen weight that I had carefully hidden from myself for years was localized and then removed almost effortlessly. He makes it all look so easy. I would recommend to anyone who is looking for true effective change in their lives to seek David as both a consultant and advisor. His energy and enthusiasm are contagious and healing simultaneously; one can only benefit from his counsel."

**-Michael Sirbu
Executive Sales Director
San Francisco, CA**

On Camera Presenter:

"Your promo for the seminar was excellent. We have included the promo video in our bi-monthly E-newsletter to our members and on the event page on our website."

Here is the link to the video: <http://www.youtube.com/watch?v=wliuoCb8XmQ>

**- Peter Eugene Gillen
Online CLE Manager
The Bar Association of San Francisco
www.sfbar.org**

Book Reviews of David King Keller, PhD as author, writer:

5 Presidents of the American Bar Association Recommend Dr. Keller's book,

Building Rainmakers, The Definitive Guide To Business Development For Lawyers

“A lawyer’s ability to develop new opportunities for legal work is key to long-term success in every law firm. But it is much easier said than done. That is why Building Rainmakers is such a terrific resource for every lawyer regardless of career stage and professional setting. Its rich diversity of contributors and perspectives, broad array of topics, ease of use, and keen balance between strategic and tactical make this the ‘go to’ guide for lawyers and law firms seeking to develop new and sustainable client relationships. This is a practical manual that is sure to help lawyers differentiate themselves and achieve real results for themselves and their firms.”

**William C. Hubbard – Past President, American Bar Association (2014-2015) – Partner ,
Nelson Mullins Riley & Scarb Orough LLP**

“Through invaluable insight gleaned from conversations with more than 50 leading law firm business development professionals, David Keller has created a comprehensive and easy-to-use roadmap for successful rain- making. The advice shared in this book is of benefit to lawyers at any level of their career. Whether the topic is creating a business development plan, cross-selling, conducting client interviews, or the use of social media, the reader will find clear guidance on more than 400 strategies that are actionable and represent the best practices in business development.”

**Linda A. Klein – President, American Bar Association (2016-2017) – Partner, Baker
Donelson**

“More than at any time before, lawyers need to know how to develop business and provide a financial return to their firms. This excellent new guide to all aspects of business development provides a definitive primer on business development that will help readers thrive as rainmakers within their firms. This is a valuable book for all of us in private legal practice.”

**James R. Silkenat – Past President, American Bar Association (2013-2014) – Partner,
Sullivan & Worcester**

“Rainmakers are made, not born, and rainmaking is as much a science as an art. Learning and practicing the well-established techniques of great rainmakers is the best way to learn how to become one. This book will set you on that path.”

**Stephen N. Zack – Past President, American Bar Association (2010-2011) –
Administrative Partner, Boies, Schiller & Flexner LLP**

“Over fifty thought leaders share their best strategies for growth in this highly informative book.”

**Paulette Brown, Past President, American Bar Association (2015-2016) Partner, Locke
Lord LLP**

“In one book, Keller has assembled the ‘who’s who and what’s what’ of business development. I challenge anyone to read this book and not find something they can’t learn, apply, or improve. The range of tips, tools, best practices, and perspectives is far reaching and the ideas range from conceptual and high level to precisely practical. Keller’s book is a wonderful complement to any business developer’s toolkit whether they are an experienced rainmaker or are just beginning to explore the topic.”

**Alycia Sutor – President, Legal Marketing Association International (LMA) Board of
Directors**

**(2014-2015) – Advisory Board, Legal Sales And Service Organization (LSSO) – Partner,
Akina Corp, A Growth Play Company**

“In his book, 100 Ways to Grow a Thriving Law Practice, David King Keller outlines innovative yet simple ways to market a legal practice. With an emphasis on being proactive and resourceful, Mr. Keller's book will help any lawyer - both experienced and new - stay relevant and get his or her foot in a potential client's front door.”

**- Desiree Furman Moore, -
President, Greenhorn Legal, LLC**

This is a LinkedIn recommendation/testimonial to be added to LinkedIn’s new format.

About Keller’s “Associate As Rainmaker” book:

“ You can be a rainmaker from your first day in practice with the right tool box. Start reading and learn how!”

**- Steve Zack
Past President
American Bar Association**

**Administrative Partner
Boies, Schiller & Flexner LLP**

More book reviews:

“Congratulations on putting together this tome of considerable information. You do our industry a great service with this work.”

Warm regards,
David

David Ackert
President
Practice Boomers | Practice Pipeline | The Ackert Advisory
Office: (818) 804-5491 x104
15165 Ventura Blvd. Suite 245
Sherman Oaks, CA 91403

“This is going to be a really impressive book!”

Best wishes,
Larry Bodine

“Great work putting all this info together...”

With aloha, Roger
Roger H. Epstein
Cades N Schutte
1000 Bishop Street, 15th Floor
Honolulu, Hawaii 96813

“Looks good, great work, you must be both proud and exhausted.”

David Freeman
David Freeman Consulting

“Wishing you all the luck in the world for the successful publication of this wonderful work.”

Barbara Lauterbach
Director of Business Development
Daniel Coker Horton & Bell
4400 Old Canton Road
Suite 400
Jackson MS 39211
phone: (601)969-7607

“In my opinion, *Building Rainmakers* is the new Webster's of rainmaking and legal marketing. As you know, its list of contributors reads like the who's who of legal marketing experts across the country. The chapters are all encompassing, substantive and very easy to follow and understand their content. It should be required reading for all lawyers. It will be required reading for all Burr & Forman lawyers. I really am impressed with all that has gone into this and I believe it will be a wonderful teaching and learning tool for lawyers across the country.” If I can do anything else, please do not hesitate to contact me.”

W. Lee Thuston • Partner
Burr & Forman
Suite 3400 • 420 North 20th Street •
Birmingham, Alabama 35203

Promotion for a Dr. Keller Presentation by UC Hastings College of The Law:

Staying Up in a Down Market: Business Development Strategies for Today's Lawyers.

This panel will realistically address the challenges of business development in today's economy with practical tips for how to grow a legal practice.

Panelists include Elena duCharme, David King Keller (kbdag.com), Jan Siok (Arnold & Porter LLP). Moderated by Sari Zimmerman, Assistant Dean for the Office of Career & Professional Development. MCLE credit pending approval. Special thanks to Hanson Bridgett for sponsoring this event!

**- Hastings Alumni Center -
UC Hastings College of The Law**

Conferences:

High praise for David Keller ABA annual conference Keynote from Dallas law firm partner:

“That was the best twenty-minute presentation I have ever attended in my life.”

This praise joins the many testimonials from attendees and the conference co-chairs of the American Bar Association Forum on the Construction Industry annual conference held April 27th at the St. Regis, Dana Pt. CA.. Attendees received ethics MCLE credit for Dr. David Keller's presentation titled, *Ethical Business Development Strategies That Can Add Clients and Grow Revenue* which included *The Neuroscience of Going From Stranger To Trusted Advisor*. During my talk I described *The Neuroscience of Converting A Contact Into A Client*.