Lunchtime Talk: How to Build a Sustainable Career in Private Practice

Brief Synopsis: That senior equity partner in the corner office did not get to the top rungs of his/her career by simply sitting at the desk and doing work. In addition to having excellent legal technical skills, he/she has also built trusted relationships with clients over the years who would not hesitate to recommend him/her over other lawyers.

How do lawyers go about building relationships that translate to a book of business? And more importantly, as law students about to enter an increasingly competitive legal market, what are practical steps you can take to start sowing seeds for relationships which could help take you further? In Singapore’s market, where the legal landscape is in a constant state of flux, it has gotten more challenging over the years to get that promotion into the partnership of a law firm. For law students serious about aiming for partnership, it is crucial to start thinking about relationship building, profile-building and service delivery.

Our speakers Adrian Tan, Partner at TSMP Law Corporation and Shulin Lee (a former A&G lawyer turned Legal Recruiter) will share their thoughts on the challenges facing law firms and suggested steps that you can take towards building a fulfilling and long-term career in private practice.

Event Details

Date: 26 October 2018, Friday
Time: 1230H to 1400H (Please do not be late)
Lunch will be provided.
Venue: Blk B, 4th Level, Seminar Room 4-4
National University of Singapore, Faculty of Law
Registration: https://tinyurl.com/yct3l6qq

SPEAKERS

Mr Adrian Tan
Partner, TSMP Law Corporation

Adrian Tan is a litigator and a partner at TSMP Law Corporation. He is Vice-President of the Law Society of Singapore, and the honorary legal advisor to the Singapore Association for the Visually Handicapped. He was a former General Counsel at CrimsonLogic Pte Ltd.

Adrian has an LL.B from NUS and a B. Sc. (Computer Science & Psychology) from the Open University – SIM. He spent two decades at Drew & Napier, and was a partner at Morgan Lewis Stamford.

While at university, he wrote the best-selling novels The Teenage Textbook and the Teenage Workbook. He is the creator of The Pupil, an award-winning TV series about the practice of law in a Singapore law firm.
Ms Shulin Lee  
Co-Founder, Ansa Search (Legal Recruitment)

Shulin Lee is a qualified lawyer and practiced with Allen & Gledhill in Singapore for 4 years.

8 years ago, she made a career switch to Legal Recruitment. She started off with Hudson and was instrumental in helping Pure Search (a U.K. headquartered firm) set up in Singapore.

In 2016, together with seasoned veteran, Helen Ng, they set up ANSA Search - a specialist Legal & Compliance Search firm. Over the years, Shulin has successfully placed Senior to Mid-level lawyers with International Law Firms, Multi-nationals, Investment Banks, Hedge Funds and Financial Institutions.