



Five Outstanding Lawyers Win 2008 Rainmaker of the Year Awards

CHICAGO, Ill - September 11, 2008 - Five attorneys who have generated millions of dollars in new business for their law firms won the *Originate!* 2008 Rainmaker of the Year Awards. The winners are profiled in the September 2008 issue of *Originate!* -- the attorney business development newsletter at <http://www.pbdi.org/Originate>, to mark its first year of publication. The awards are sponsored by *Originate!* and nominees were judged by the Legal Sales and Services Organization (LSSO).

The winners - from Canada, the Cayman Islands and the U.S. -- demonstrated different approaches to business development, from marketing to a specific industry like high tech, to concerted relationship building:

- Partner - Transactions: **H. Patrick Callahan**, Baker & Daniels in Indianapolis.
- Partner - Litigator: **Peter H. Klee, Luce**, Forward, Hamilton & Scripps in San Diego.
- Woman Lawyer: **Lorelei Graham**, Miller Thomson in Ontario, Canada.
- Small Firm Lawyer: **Wilton G. McDonald II**, Truman Bodden & Co. in Grand Cayman.
- Associate: **Peter J. Bilfield**, Withers Bergman in New York.

"A 'rainmaker' is a lawyer who is effective at business development and marketing," said *Originate!* Editor Larry Bodine. "The awards recognize and celebrate those lawyers who've put extraordinary thought, initiative and effort into their business-building programs."

"While a lawyer's effort certainly was one consideration, those we selected as the best stood out for providing evidence of their clearly measured, tracked and demonstrated results," said Catherine Alman MacDonagh, J.D., President and Co-Founder of LSSO.

During September readers can save \$50 off the regular price of a full 12 month subscription at <http://www.pbdi.org/Originate/special.asp>. Contact Larry Bodine at 630.942.0977 for free reprint permission (with conditions).

ABOUT ORIGINATE!:

Originate! is the premier online newsletter for lawyers who are serious about boosting their business development results. Each issue includes articles, tips and tactics on generating new clients and revenue, written by experts within the legal profession. An annual subscription is \$397.

ABOUT LSSO

The Legal Sales and Service Organization, based in Boston and found at www.legalsales.org is the legal industry's only organization exclusively focused on sales, service and process improvement in law firms and legal departments. LSSO offers a searchable library, exclusive

research, tools, annual RainDance Conference, 2008 Women Lawyers Study, LSSO's Process Improvement Certification Programs and the Award for Service Excellence.

Contacts:

Larry Bodine, 630.942.0977, Lbodine@LawMarketing.com

Catherine MacDonagh, 857.272.5695, cam@legalsales.org