



The Next Stage

A program for senior lawyers who want to explore “What Comes Next”

Eventually, every professional athlete faces the same challenges: **when to retire and what to do next**. For the most part, an athlete’s career is limited. Few players will be able to compete into their 40’s. Lawyers, on the other hand, do not face these constraints. They can practice full-time well into their 70’s or 80’s and even continue to actively participate in firm management.

For many law firms and for many law firm partners, this is not an optimal strategy. Any healthy business needs a succession plan. Younger attorneys may be looking to take on leadership roles. They may head for greener pastures if they do not see those opportunities. Firms that don’t take the time to transition their clients to the next generation may find that key clients leave the firm when senior partners depart.

At the same time, after 30+ years in practice, a lot of lawyers are ready for some sort of change. Yet many are unsure what that change should be or how to implement that change.

As the pandemic has caused law firms and partners to rethink their priorities, the issue of what to do with senior partners has never been timelier. For lawyers who are thinking about the next 10 to 15 years of their lives, they may be asking themselves the same question that King George poses in the musical Hamilton—*What Comes Next?*

To help lawyers considering these issues, Steve Seckler offers **individual coaching** so that experienced attorneys can explore how to plan for a successful transition.

Steve has also put together ***The Next Stage***, an innovative program which combines workshops and one-on-one coaching. Through this series, participants explore the practical considerations in making a shift after a lengthy legal career.

For some attorneys, the shift may involve reducing the amount of time spent on billable work or law firm management. It may involve making time for other professional or personal pursuits. It might also mean leaving the practice of law altogether.

As a participant in ***The Next Stage*** or in working with Steve one-on-one, you will gain more clarity about your future goals. You will explore how to make the transition to your next phase in life and identify any roadblocks that are getting in the way.

Being a lawyer is a strong identity for most attorneys. Giving up partnership or a leadership role in your firm raises many existential and practical questions. You may fear becoming a “PIP”—previously important person. But lawyers have many options other than retirement.

Through group exercises, readings, guided conversations, and individual coaching, this program will help participants plan for an active and meaningful future. Through a methodical and facilitated process, group members will develop a plan to execute now or over the next several years.

Who should participate?

The Next Stage is open to any attorney contemplating a “retirement-like” change in the next five years. Participants are senior lawyers looking for more clarity in setting new goals and practical strategies for implementing those goals. Each group will involve up to six participants. Lawyers who prefer to explore all of these issues in private can opt for individual coaching with Steve.

Program Format (included in program fee)

- Six monthly group workshops with guest speakers (@90 minutes each) via Zoom
- Six one-on-one coaching sessions (@60+ minutes each) via Zoom or phone
- Coach-on-call (additional access to Steve Seckler for feedback and support between sessions)

About Stephen Seckler

For over 20 years, Steve has served as a trusted advisor to the legal community. He has worked with dozens of law firms, life sciences and technology companies to recruit talented partners, associates and in-house counsel. He has counseled and coached 100’s of individual attorneys on career transitions and marketing. Steve helps attorneys at all stages to build their career satisfaction. He works with his clients to align their actions with their goals by identifying and moving past the roadblocks that get in the way of successful execution.

Steve is a graduate of Northeastern University School of Law. After graduating NUSL, he spent 7 years working as a Program Attorney for Massachusetts Continuing Legal Education and developed 100’s of programs including many on marketing and practice management. He has spent the last 20+ years placing and coaching lawyers.

Steve has spoken multiple times before Bar Associations and at law schools. He authors the blog [Counsel to Counsel](#) which was twice named to the ABA Journal’s Blawg100. He has been quoted frequently in the legal and business press. In 2018, he launched the [Counsel to Counsel Podcast](#) where he interviews leading attorneys about their careers and leading consultants about marketing and business development.

For more information, about start dates and pricing, contact Stephen Seckler, Esq.
at stephen.seckler@counseltocounsel.com or 617-851-2319