



Beyond Boundaries

Women in Law: Strategies for Personal and Professional Success

March 25, 2021

Women Lawyers are Not Men in Skirts

Moderated by: [Carol Kerfoot](#) Partner at Vancouver member [Kornfeld LLP](#)

Meeting Summary

- **Avoid seeing bias as being personal.** Biologically it's how we're wired, but diversification requires effort. Seek affinities by sharing common values and experiences, such as interests, families, volunteering and work. With everyone at home during Covid, it's a great opportunity to discover commonalities.
- **Communication styles matter.** Women who mimic traditional male assertiveness can come across as aggressive and unauthentic. Put yourself in your client's shoes. Listen to their needs and preferred communication style and match your tone and pace accordingly and empathetically.
- **Build your confidence.** Ask clients for feedback and remember to remind yourself you are deserving. Praise goes a long way. Seek mentors that are both male and female.
- **Pay attention to the little things.** The most outstanding professionals shine when it comes to demonstrating their value. Think about different ways you can do this.