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Presents

**The 19th**  
**SabiLaw**  
**Lecture**  
**Series**



**"HIGHLIGHTS ON  
NEEDED  
SKILLS AND  
ATTITUDE FOR A  
PROSPECTIVE LAWYER  
IN AN EVER CHANGING  
LEGAL PROFESSION"**

**ONYEKACHI UMAH, ESQ. LLM. ACI Arb (UK)**

**23rd March 2019 | 10am**

@ the Hon Justice Mary Odili Moot Court Complex,  
Faculty of Law, University of Nigeria Enugu Campus

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AND ATTITUDE FOR A PROSPECTIVE  
LAWYER IN AN EVER CHANGING  
LEGAL PROFESSION.”**

**ONYEKACHI UMAH, ESQ., LL.M, ACI Arb(UK)**

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#SabiLawLectureSeries, #DailyLawTips

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# PROFILE OF ONYEKACHI UMAH

- Onyekachi Umah is a husband and private legal practitioner and arbitrator with amazing experience in intellectual property, transaction and regulation advisory, corporate, commercial and investment law and energy law as well as litigation and arbitration arising from them.
- Among other, he has a certificate in Law of Contract from a program of Harvard University, a certificate in International Environmental Negotiation from United Nations Institute for Training and Research, Geneva and a master of laws degree from University of Jos.
- He is the managing partner of a leading law firm; Bezaleel Chambers International.
- He is the founder and President of a free law awareness platform known as [www.LearnNigerianLaws.com](http://www.LearnNigerianLaws.com) that delivers lectures, essays and free daily law tips across Nigeria.
- He is the convener of the Sabi Law Lecture Series, travelling around Nigeria delivering free law awareness lectures.

# 1. Presentation Plan & Outcome

1. Establishment of baselines
2. Definition of key terms
3. Overview of legal market and changes therein, for prospective lawyers
4. Discussion on required skill and attitude for a successful career in law
5. Discussion on how to create wealth in law practice
6. Participants will understand the realities, opportunities and challenges of practicing law in Nigeria for the future.
7. Participants will be able to make informed decisions on their career paths in law.

# 2. Assumptions

It is assumed we all understand the following terms;

1. Change: Student, Lawyer, Client.
2. Law Student
3. Lawyer
4. Modern Lawyer
5. Modern Law Firm
6. Modern Law Practise
7. The Bench

# 3. Facts

1. 16 Federal faculties of law, 20 State faculties of law and 19 private faculties of Law
2. 6 Law School Campuses
3. 1,550 candidates were called to bar in July, 2018
4. 4, 633 candidates were called to bar in November, 2018
5. There are not up to 100, 000 lawyers in Nigeria
6. Nigeria has a population of 197,403,529 as at October 27, 2018, based on the latest United Nations estimates. Our exclusive market aside foreign markets.
7. An average law firm pays less than N150, 000.00 for lawyers less than 10 years in the bar.

# 4. Finding X (Who is a successful lawyer?)

Success is not an off-the-shelf affair. It is often not settled until subjectively assessed. Below is a subjective “Success-ometer”;

1. Purpose (Your What)
2. Delivery Channel/Mean (Your How)
3. Yardstick/Perception (Your Who) :Personal, Family, Industry and Society.
4. Race Ribbon/Status (Your where): Bench/Bar zenith
5. Legacies/Revealtion (After all)

$P \times D \times Y \times R \times L \times YOU = SUCCESS ("X")$ .



# 5. The Changing Legal Market

Law Practise is a social science management of man, society and their adaptation to human control, natural and artificial changes. Since law grows with society, Lawyers, Clients and Procedures do too. Without man and society there will be no Law. Change is inevitable.

1. Is law practice a business?
2. What is the opportunity loss of practicing law?
3. Changes in Clients: Location, Demands, Communication links and nature of facts
4. Changes in training of lawyers: ICT, Clinical law, Externship & Pedagogy
5. Changes in Lawyers: Specialization, Research tools, Case management, Communication links, Delivery time and means, Billing, Law Office and Client Mgt.

# The Changing Legal Market, Cont'D.

6. Changes in Courts: Continued Trainings, Tech-Aids, Hearing Records and Case Management as well as Evidence keeping.
7. Changes in Substantive and Procedural Laws: like Cyber Crimes laws and Evidence Act, respectively.
8. Changes in Society and Communication: Translators, Case Nature, ICT, International Brands and more direct foreign investments.
9. Lawyers without borders (World Wide Legal Practise): Legal Opinions and Transaction Advisory, Arbitration, Consultancy, Training/Presentations, Cross-Boarder Partnership.

# 6. Needed Skills & Attitude

1. Logical Reasoning/Thinking: Think more than your talk, write and read
2. Creativity: Think out of the box (Challenge the status quo)
3. Time Management
4. Business Acumen
5. Good Communication
6. Negotiation and Persuasion
7. Project Management
8. Emotional Intelligence

# Needed Skills & Attitude, CONT'D.

9. Leadership
10. Research and Writing
11. Technology
12. Positivity
13. Self-Confidence
14. Passion
15. Rain-Making

# 7. SabiLaw Master's Interlude

## Upcoming Events;

20<sup>th</sup> Sabi Law Lecture Series on “Practical Guide on Hybrid Tenancy Agreement” at the Rotary Club of Apo, Abuja on April 2019 by 7:30pm.

## Our other Programs:

Daily Law Tips (#DailyLawTips)

Sabi Law Video Challenge (#SabiLawVideoChallenge)

Do you like our lecture? If yes, recommend us to someone/organization.

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# 8. Rain Making

“Rain Making” for lawyers is the ushering of clients, briefs, business and traffic for wealth of firm/lawyer. It is business development. How do you make rain?

1. Be a business man/woman
2. Choice not Chance
3. Set high but real targets
4. Be honest, thorough and fast in service delivery
5. Let go old shoes and get trendy
6. Set your standard
7. Marry Technology
8. Make a plan: List clients, approach and time.

# Rain Making, CONT'D.

9. Choose a niche
10. Become an authority
11. Be always prepared, certain and convincing
12. Catch up with leading brands
13. Learn from leading jurisdictions
14. Employ effective billing system
15. Be reachable by your target market
16. Study and Understand your target market
17. Socialize responsibly and engage emotional intelligence.

# 10. The Way Forward, Cont'd.

1. Be yourself.
2. Get a pupillage
3. Get mentors
8. Get financial intelligence
9. Get training on selling and client management .
10. Get international affiliation and certificates
11. Socialise responsibly
12. Always be ready and faithful



# 11. Conclusion:

“Law Practise is business and requires every needed business skill and attitude to flourish .”

Thursday 21<sup>st</sup> March, 2019.

Abuja.

Thank you!

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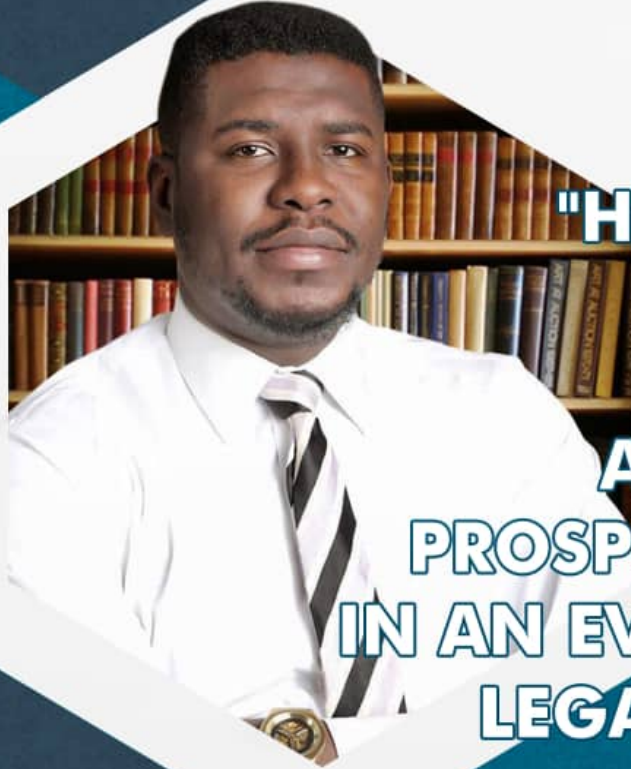
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