

Student questions

What to expect before you book

Stop chasing clients. Become the lawyer they seek out.

DO I NEED LAW-FIRM EXPERIENCE?

No. We begin with the meaning of SRA, fee earner, matter, supervision and billable time. Questions and uncertainty are welcome.

WHAT WILL I PRACTISE?

Mapping a firm, recognising responsibilities, accurate time recording, identifying the client, the client behind the client and the legal issue, clarifying scope, communicating, and demonstrating learning in interviews.

WILL THIS GET ME A JOB?

No course can guarantee employment. The programme helps you build practical understanding and honest examples of learning. Recruitment decisions and fair processes remain employers' responsibilities.

IS THIS ONLY FOR COMMERCIAL LAW?

No. Commercial here means understanding the business and delivery of legal services across practice areas, with private, public and third-sector examples.

HOW LONG IS IT?

Ten weekly sessions of 90 to 120 minutes across one semester, on campus. No homework: one practical build task between sessions. Online delivery is available to universities on request.

WHAT DOES IT COST?

Option	Price (including any applicable VAT)	What you get
Full programme	Paid by your university	Ten on-campus sessions when your university books a cohort of up to 25 students; alumni may return to any module
Student readiness review	£59	45 minutes online, a preparation questionnaire and review of one document of up to two pages
Student development package	£159	Three 45-minute online sessions within twelve weeks
Early-career coaching	£120 or £330	One 60-minute session, or three within twelve weeks

These are optional; nothing is booked or paid for on the website. Dates, access arrangements, total price and cancellation terms are agreed before purchase. Coaching is educational, not legal advice or supervision.

WHY CAN'T LAWYERS SELL LIKE OTHER BUSINESSES?

Because solicitors are regulated. The SRA Code bars unsolicited approaches to members of the public, requires accurate publicity, controls referral arrangements and protects client confidentiality. The programme teaches you to win work the way the rules allow: by becoming the lawyer clients and referrers seek out.

WHAT IF I WORRY ABOUT ACCESS OR BELONGING?

You can discuss learning needs privately, keep reflections private and explore different employers and routes. You are not required to disclose personal experiences. Preparation can help, but the programme does not deny discrimination or promise that every opportunity is fair.

COMMERCIAL READINESS AND AI

Commercial readiness means understanding how the firm operates and helping it attract suitable clients, earn trust, deliver value and sustain relationships within professional duties. Students practise researching client needs, asking useful questions, explaining services, following up appropriately and showing commercial judgement. The foundations make these skills usable; business development and marketing remain central throughout.

AI can assist drafting, research and other legal tasks. This strengthens the case for demonstrating value beyond producing a first draft: understanding a client, exercising judgement, building trust and contributing to ethical business development. Drafting and legal analysis still matter because people must assess and verify the work. The programme does not predict job losses or guarantee that client-building skills secure employment.

WHAT ARE MY NEXT STEPS?

Use the free guide, or ask your university about a cohort. Contact rifat@thefuturelawyer.co.uk | 07572 382 995 | [linkedin.com/in/rifatsheikh](https://www.linkedin.com/in/rifatsheikh).

In the AI era, being legally capable is the baseline. Commercial capability is the career.

Rifat Sheikh co-founded a regulated London law firm and was its Head of Business Development & Marketing for 15 years. Over that period revenue grew 35%, client retention rose 40% and client satisfaction rose 30%. The programme draws on his work building referral relationships across the private, public and third sectors. He is also the founder of REACH LAW, AI governance infrastructure for UK law firms.

Educational material for England and Wales. The 40-minute introduction is a starting point; the full programme provides structured practice and feedback across the process. Neither attendance nor completion guarantees employment, professional competence or a legal outcome. The Future Lawyer is not SRA-accredited or endorsed and does not replace legal advice, qualification, firm procedures or professional supervision. Use fictional examples and describe them honestly as simulations.