

Business Development, Marketing & Networking for Young Lawyers+

Joseph A. Natale, an associate in the firm’s [Litigation, Healthcare, Real Estate and Redevelopment & Land Use](#) practices, will present at the program “Business Development, Marketing & Networking for Young Lawyers+” on Thursday, March 12, 2026, from 1:00pm – 4:30pm at the New Jersey Law Center. The program is hosted by the New Jersey Institute for Continuing Legal Education in cooperation with the New Jersey State Bar Association Leadership and Experience Council and the Young Lawyers Division.


This program aims to help young lawyers develop essential business development skills for long-term success in the legal profession. It will highlight that, beyond legal expertise, building relationships, creating opportunities, and attracting clients are key drivers of career growth. The program includes insights from experienced lawyers, general counsel, in-house decision-makers, and business development professionals.

Joe will present the segment “How to Get Started” from 1:10pm -2:15pm that will guide young lawyers and with the foundational mindset, tools, and strategies needed to begin developing business early in their careers.

Joe concentrates his practice on commercial litigation, business torts, shareholder and partnership disputes, breach of contract actions, construction disputes, municipal litigation, real estate and land use litigation, employment disputes, and the defense of professional liability actions. He provides representation to a diverse range of clients, including large and middle market businesses, entrepreneurs, real estate developers, construction contractors, healthcare providers, professional services firms and local government entities.

Additional program details and registration on the [NJICLE website](#).

Related Attorneys

A professional headshot of Joseph A. Natale, a man with short dark hair, wearing a dark suit jacket, a light-colored shirt, and a patterned tie. He is smiling slightly and looking directly at the camera.

Joseph A. Natale
Associate
973.577.1782
Email