

Shavon Jones, Esq., LL.M.

Sales Trainer



888.478.8522

Attorney-Salesperson

Shavon is a practicing lawyer, an experienced sales professional, the author of *Sales for Lawyers: How to Sell within the Rules of Professional Conduct*, and the principal sales trainer, course developer, and content creator at Sales for Lawyers, a professional development company for attorneys.

Lawyer | Salesperson | Sales Trainer

PricewaterhouseCoopers

Shavon began her career 20 years ago in the healthcare and higher education practice group at PwC where she was recognized with a promotion and increasing responsibility, including cross-selling services between the firm's lines of business and developing and delivering workshops to clients.

Bryant Miller Olive

Shavon later worked for state and local government legal firm Bryant Miller Olive and led RFP and RFQ responses leading to engagements with municipalities and federal, state and local government agencies.

RegulatorGuards

In 2016, Shavon founded and led the sales efforts of RegulatorGuards. The company grew from two to more than 30 small business clients. In late 2019, Shavon launched the Sales for Lawyers division to provide individual and enterprise-level business development training for attorneys and legal firms.

SOME SPEECHES, APPEARANCES & TRAININGS:

Sales for Lawyers: How to Sell Ethically CLE course; National Bar Association 88th Annual Convention; WGEN TV regulatory expert; NABHOOD Annual Convention; NCR Corporation; Crozer-Keystone Health System; Miami-Dade Housing Agency; WMBM AM 1490 Radio legal expert; Commencement Speaker, Branches, Inc.; Keynote Speaker, Charlie, Sr. and Maggie T. Robinson Longevity Awards.

AWARDS

South Florida Business Journal's Up and Comer's Award Winner – Legal Category (2004)

Legacy Magazine, a publication of the *Miami Herald*, 40 Under 40 Leaders of Today and Tomorrow (2012)

Legacy Magazine, a publication of the *Miami Herald*, Most Powerful Black Leaders of 2020

ONLINE



Website



Email



Podcast



LinkedIn

PUBLICATIONS & FEATURES

Sales for Lawyers: How to Sell within the Rules of Professional Conduct trade book (2019); *For Lawyers Only* bi-monthly business development magazine (2020); *Journal of International Taxation* (July 2002); *MIA Magazine* (June 2018); *Key Biscayne Magazine* (April 2013); *The Florida Courier and More Magazine* (April 2012); *NAWBO Newsletter* member profile.