Gunderson Dettmer Launches Inaugural Client Development Accelerator

Firm News
September 25, 2026

Gunderson Dettmer launched its first client development accelerator, a multi-day workshop connecting early-career partners with firm leaders. The program provided practical tips and strategic advice designed to help participants scale their practices, with a core focus on the power of human connection.

Throughout the workshop, the partners explored winning and retaining clients, developing personal brands, navigating client scenarios and law-firm economics, then applied those lessons through interactive exercises focused on building and growing lasting client relationships.

The client development accelerator reflects Gunderson Dettmer's fundamental belief that the relationships that built the firm continue to drive its success. Even as the firm remains at the center of the innovation economy and advises on leading AI transactions, those relationships with clients, founders and investors remain central to our work.

Media coverage

"Biglaw's Latest AI Strategy: Teach Lawyers How To Be Human" – Above the Law

"In an AI era, law firms train lawyers to act like humans" – Reuters

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