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About the Author. Ann M. Guinn is Principal of G&P Associates, teaches attorneys what they don ' t

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With that, here are 11 pieces of advice that I wish someone had given to me before I launched my own law firm. 1. Focus your ideas

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to a single, important area of passion. You are not all things to all people. Decide on your niche, then narrow your focus and broaden your appeal. I decided to focus on one area of law from the start: immigration law.

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bones – a solid foundation and a solid frame. Once you have a good foundation then you can add the right fixtures, paints, and details (i.e. your systems) to your structure.

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major trends affecting legal practitioners today include the rise of online do-it-yourself legal service providers, the disruption of the law firm model and ...

~~How to Build a Law Practice Online - LawKick Blog~~

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The ability to do more than practice law. Sure, your legal services will be your bread and butter, but you ' ll also be able to build your own business on your terms. Control when choosing your clients. Most attorneys have a specific type of law they wish to

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practice. With your own firm, you  
have a choice in the clients you  
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~~How to Grow a Law Practice  
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4. Pick the Right Area of Law.

Some areas are harder than others

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to break into. For example, it is difficult to start a solo practice firm and immediately get a Fortune 500 corporate client.

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If you think we might be able to help you make your Law Firm successful then please get in touch. We're not salesy and are always happy to talk things through on 03333 442 722. For Client Support queries please visit our Support section here..

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Practice teaches you all the things  
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you the confidence to go out and

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do it on your own.

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business, surpassing the average lawyer by a wide margin. While practicing law and generating business, Dan regularly mentored his associates and articulated these principles and behaviors. He teaches these principles to his four children as well. Then one Monday

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morning, Dan was blind-sided when five partner-level lawyers of the Firm came into his office and announced, without notice, "We're leaving." This group proceeded to recruit support staff and some of Dan's own clients away from him. The betrayal caused Dan to

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questions the things about life and business that he had believed in and so often articulated. As he debated the answers to these questions and tried to learn from this situation, Dan recruited and hired. He did what he had always done to build a team and build a

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business. Two years later, The Lynch Law Group had more lawyers, more staff, and more revenue than it did at the time of the betrayal. The Firm was also voted one of the top 100 Best Places to Work by the Pittsburgh Business Times in each of the

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years following the betrayal. In this book, Dan shares the principles and behaviors he used to build a successful firm, not once, but twice. If you've been looking for a proven guide to build an above-average book of business, you've found it!

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