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Set 2 or 3 goals that are a priority  
Someone once said, "If you aim  
at nothing, you'll hit it every

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In *How to Build Your Law Practice with a Book*, legal and publishing experts Kenneth L. Hardison and Adam D. Witty provide a powerhouse of advice for attorneys eager to attract clients and gain a reputation as an authority in their area. They

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One option is to open your practice in your area of expertise and build up. You can then expand your practice over time in

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other areas that are complementary to the work that you do. You Need a Business Plan. It doesn't matter how big or small your law practice will be, you need to make sure that you have a plan for your business. A formal business plan will help you

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understand the business side of  
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law firm like a business, download  
Ann Guinn's full white paper.  
About the Author. Ann M. Guinn is

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Principal of G&P Associates, teaches attorneys what they don't learn in law school—how to build and maintain high-earning, client-centered, and satisfying law practices. She offers her services through ...

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With that, here are 11 pieces of  
advice that I wish someone had

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given to me before I launched my own law firm. 1. Focus your ideas 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

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start:immigration law.  
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The key to designing a legal practice built to last is to design your firm with good architectural bones – a solid foundation and a solid frame. Once you have a good foundation then you can add the right fixtures, paints, and

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details (i.e. your systems) to your  
structure.

~~How To Start And Build A Law  
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The practice of law is changing  
rapidly and drastically following  
one of the worst economic



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recessions in US history. As cited in a recent Forbes article about how entrepreneurship is reshaping the legal industry, three of the major trends affecting legal practitioners today include the rise of online do-it-yourself legal service providers,

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practice law. Sure, your legal  
services will be your bread and

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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 practice. With your own firm, you have a choice in the clients you choose to accept and ...

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Law firm growth is within your grasp Growing a law firm might seem like a daunting task, but with a little foresight and a lot of confidence and grit, it can be

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done. 24 Secrets To Dramatically  
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4. Pick the Right Area of Law.  
Some areas are harder than  
others to break into. For example,  
it is difficult to start a solo

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practice firm and immediately get  
a Fortune 500 corporate client.

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The only way to find out what will  
make your firm successful in five,  
10 and 15 years is to experiment,

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and you can tolerate more risk if  
less of your income is committed  
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If you think we might be able to  
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Jennifer A. Brandt, Family Lawyer.  
Building a book of business as a  
family lawyer is unique because,

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unlike those who practice in other fields of law, family lawyers cannot rely on repeat business.

Thus, we are required to bring in new clients day after day, month after month, year ...

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