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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 time.”

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Make sure your goals are Specific, Measurable, Actionable, Realistic, and Time bound (SMART). Make them consistent with your business plan.

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practice in your area of expertise and build up. You can then expand your practice over time in other areas that are complementary to the work that you do. You Need a Business Plan. It doesn't matter how big or

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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 understand the business side of everything.

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Guinn's full white paper.

About the Author. Ann M. Guinn is Principal of G&P Associates, teaches

attorneys what they don't learn in law school—how to build and maintain high-earning, client-centered,

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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 to a single, important area of passion. You are not all



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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.

~~10 Things I Learned About~~

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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 details (i.e. your

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systems) to your structure.

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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

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providers, the disruption of  
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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



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own firm, you have a choice  
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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 done.

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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 practice firm and immediately get a

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...

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what will make your firm

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15 years is to experiment,  
and you can tolerate more  
risk if less of your income  
is committed to overhead.  
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If you think we might be  
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practice in other fields of law, family lawyers cannot rely on repeat business.

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You became a lawyer to help people and have a great life. Instead, you're working insane hours, not



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making the money you had hoped, and are not fulfilled by your life as a lawyer.

Ali Katz was struggling with the same issues while also being a single mom who needed control of her calendar. When she saw major

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flaws in the way lawyers,  
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Ali developed a new way to  
practice law-one that puts  
relationships before

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transactions. And while that made her happy, the icing on the cake was that she started generating over \$1 million annually in just three years, all while going to her office just three days a week. Now, Ali brings

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this knowledge and  
experience to bear in The  
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the good of families, small businesses, and most importantly, your well-being. Pulling from her own journey, Ali shares the roadmap she followed and insights she found that made her success possible. The

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old law business model is broken. It's time to replace it with one that works for you, your family, and your clients. It's time to take back your time, your income, and your humanity. The New Law Business Model was

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practitioner's office or  
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