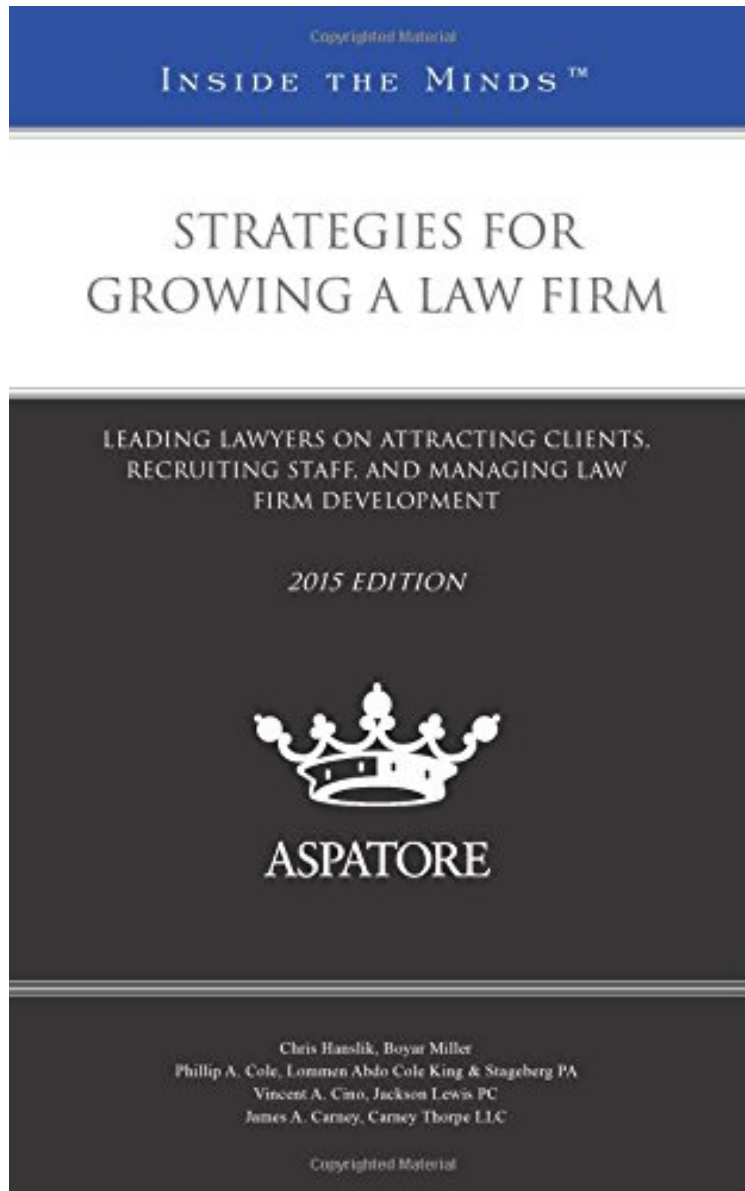


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Strategies for Growing a Law Firm, 2015 ed.: Leading Lawyers on Attracting Clients, Recruiting Staff, and Managing Law Firm Development (Inside the Minds)

Christopher Hanslik, Phillip A. Cole, Vincent A. Cino, James A. Carney
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before purchasing it in order to gauge whether or not it would be worth my time, and all praised *Strategies for Growing a Law Firm*, 2015 ed.: *Leading Lawyers on Attracting Clients, Recruiting Staff, and Managing Law Firm Development (Inside the Minds)*:

Strategies for Growing a Law Firm provides an authoritative, insider's perspective on the latest trends and approaches to increasing the a firm's client base or staff. Featuring managing partners from some of the nation's leading law firms, this book guides the reader through crucial topics, such as using technology to market a firm, responding to changes in the client base, and recruiting the best attorneys and other professionals. From establishing strategic financial and organizational goals to spotting and maximizing billing opportunities these top attorneys present best practices for expanding the reach and capacity of a law firm. Additionally, these experts discuss ways to evaluate operational structure and determine whether or not a firm is truly ready to grow. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these top attorneys provide key insights on the business of law. *Inside the Minds* provides readers with proven business and legal intelligence from leading C-Level executives and lawyers. Each chapter offers thought leadership and expert analysis on an industry, profession, or topic, providing a future-oriented perspective and proven strategies for success. Each author has been selected based on their experience and C-Level standing within the business and legal communities. Chapters Include: 1. Chris Hanslik, Chairman, Boyar Miller - "Strategic Planning for Growing a Law Firm: Focus on Mission and Values" 2. Phillip A. Cole, President, Lommen Abdo Cole King Stageberg PA - "New Strategies and Challenges for Law Firm Growth" 3. Vincent A. Cino, Firm Chairman, Jackson Lewis PC - "Growth Strategies for Employment and Other Specialty Law Firms" 4. James A. Carney, Member, Carney Thorpe LLC - "Avoiding Growth for Growth's Sake: Key Considerations Before Growing a Small Law Firm" Appendices include: Appendix A: Are You Ignoring a Third of Your Firm's Business Potential? Appendix B: Alison Frankel on America's Opportunity Gap - and Why It's Bad for Lawyers Appendix C: Biggest Idea at Aspen Ideas Festival: Don't Run From Risk. Grab It Appendix D: Essential Elements of a Good Business Plan for Growing Companies