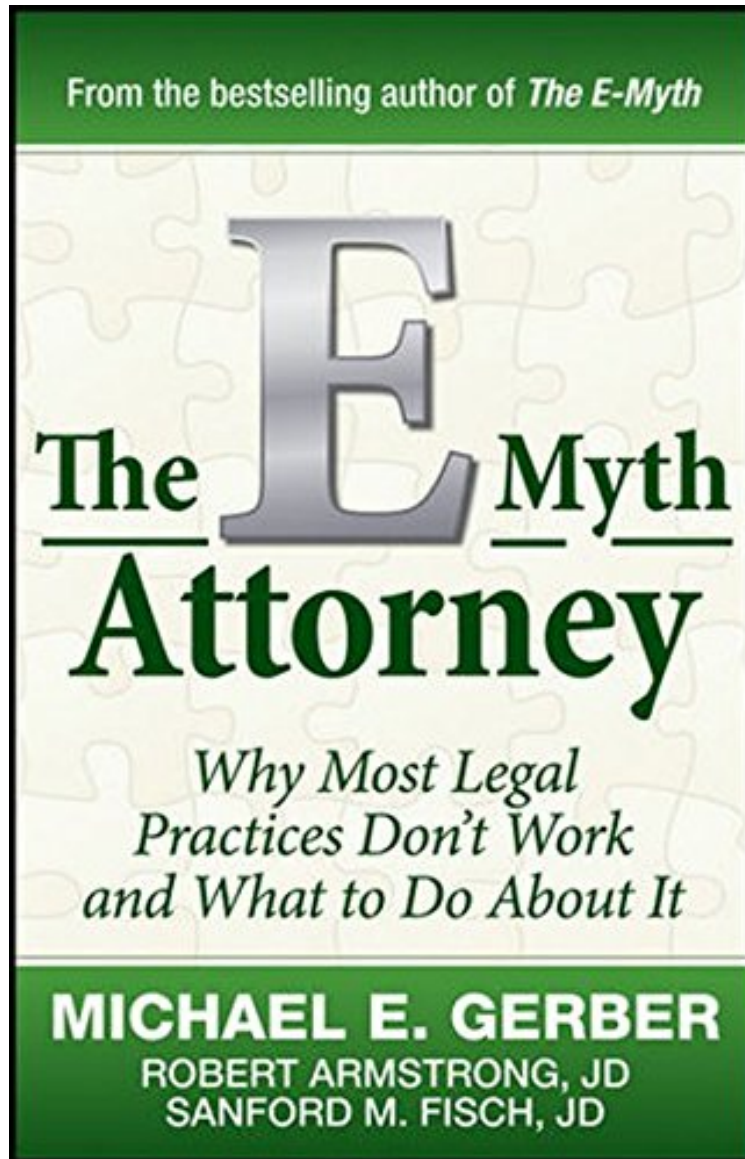


The E-Myth Attorney: Why Most Legal Practices Don't Work and What to Do About It

Michael E. Gerber, Robert Armstrong J.D., Sanford Fisch J.D.
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Michael E. Gerber, Robert Armstrong J.D., Sanford Fisch J.D. : The E-Myth Attorney: Why Most Legal Practices Don't Work and What to Do About It before purchasing it in order to gage whether or not it would be worth my time, and all praised The E-Myth Attorney: Why Most Legal Practices Don't Work and What to Do About It:

0 of 0 people found the following review helpful. Do this. By Aaron Lukken I give this book away to struggling colleagues, veterans who want to grow, and new JD's just starting out. It's been a boon to my practice. 0 of 0 people found the following review helpful. Useful ideas, well packaged. By W. Baggette Almost everything they cover I have seen in an MBA program (with a focus on entrepreneurship). But it is good to have it packaged in an easy to follow source that organizes the ideas well. A+ 3 of 3 people found the following review helpful. Good book, but could probably be condensed into about 20 pages. By Dean I bought this book and read it after first having read Gerber's 'E-Myth Revisited'. Both books are similar in theme and if I had my time again I would have only bought one of the two titles. As a salaried lawyer about to venture into starting up my first practice, there is some helpful information to be found in this book but nothing ground breaking. It would be of far greater benefit to practitioners who already have a firm with staff. As with 'E-Myth Revisited', the business principles espoused in this book, which are sound, could be condensed down to a single paragraph in my view. Overall, I did get some valuable principles from the book and it is an inexpensive read. For those reasons I would recommend it, although the reader should not hold unreasonable expectations.

The complete guide to the business of running a successful legal practice Many attorneys in small and mid-size practices are experts on the law, but may not have considered their practice as much from a business perspective. Michael Gerber's *The E-Myth Attorney* fills this void, giving you powerful advice on everything you need to run your practice as a successful business, allowing you to achieve your goals and grow your practice. Featuring Gerber's signature easy-to-understand, easy-to-implement style, *The E-Myth Attorney* features: A complete start-up guide you can use to get your practice off the ground quickly, as well as comprehensive action steps for maximizing the performance of an existing practice Industry specific advice from two recognized legal experts that have developed a highly successful legal practice using Gerber's principles Gerber's universal appeal as a recognized expert on small businesses who has coached, taught, and trained over 60,000 small businesses *The E-Myth Attorney* is the last guide you'll ever need to make the difference in building or developing your successful legal practice.

Gerber's powerful insights have given thousands of entrepreneurs new control over their businesses. . . --Success magazine Gerber loves to exhort people to develop powerful visions for their companies. --Fortune From the Inside Flap Running a successful legal practice is a juggling act. You need expertise in your area of the law to provide services to clients. You also need the know-how to run a small business. You've probably been well prepared by your education and experience for the technical ins and outs of legal practice. Yet what training has prepared you to run a business? *The E-Myth Attorney* fills this knowledge gap, giving you a complete toolkit for either starting a successful practice from scratch or maximizing an existing practice's performance. Loaded with practical, powerful advice you can implement easily, this one-stop guide enables you to realize all the benefits that come with a thriving legal services business. Combining the wisdom of renowned business development expert Michael E. Gerber and the legal expertise of attorneys Robert Armstrong and Sanford Fisch, *The E-Myth Attorney* equips you to: Liberate yourself from the predictable and often overwhelming tyranny of unprofitable, unproductive, and time-consuming routines Transform yourself from a successful legal technician (attorney) into a successful legal-manager-entrepreneur Rethink your practice, shifting from tactical thinking (working "in" your business) to strategic thinking (working "on" your business) Stop trading time for dollars Manage those processes through which people get things done, which becomes your Management System for everything you do Implement innovative systems to produce consistent results as your practice grows Take the sanctity of time seriously, blocking time for entrepreneurial work and using a weekly planning tool Create the story about your practice; this story becomes the heart of your practice Leading a legal practice can seem like a daunting task, with too few hours in the day, too many petty management issues, and problems attorneys at large firms don't seem to face. *The E-Myth Attorney* offers you a road map to create a legal business that's self-sufficient, growing, and highly profitable. Take your practice to levels you didn't think possible with this unique guide! From the Back Cover Praise for *The E-Myth Attorney* "Twelve years ago I was introduced to the systems in this book by Robert Armstrong and Sanford Fisch. These visionaries transformed my estate planning practice and my life. Prior to meeting them and living the *E-Myth Attorney* life, I was an unhappy, struggling lawyer who wondered why I ever went to law school. I disliked the practice of law. The grind of it wasn't fulfilling personally or financially, but that changed forever. Thanks to the systems and ideas within these pages and the guidance of my mentors, Robert and Sandy, I am able to fully enjoy and thrive in my practice, helping people protect their families. That's why I went to law school." Cheryl K. David, Law Offices of Cheryl David "This is a NOW read for attorneys. Gerber, Armstrong, and Fisch hit the mark by applying E-Myth principles to the legal profession. The attorney's unspoken fear is 'What happens if I'm not here?' This book is a road map for creating systems that make a business out of a practice, one that works for you, not you for it. My seventeen-year association with Robert and Sandy created a breakthrough experience for my practice, my family, and my life. Live and apply these principles and watch what happens to your practice . . . and your life." Larry V. Parman, Parman Easterday "Between Michael Gerber's wisdom of 'systems' and Robert and Sandy's keen insight gained from coaching law firms around the country, this terrific book is transformational reading

for anyone who wants to improve their law practice and their life!" Paul A. Kraft, Frank Kraft, A Professional Corporation, Attorneys at Law "It is often said that there is more to the practice of law than being a good attorney. An abundance of knowledge and technical proficiency mean little if an attorney/owner lacks the ability to lead his associates, his staff, and his clients. It means little if the attorney/owner lacks the ability to manage the equalizer that favors none, which is time. If what you seek is a better, more balanced life, derived from an enlightened way to transform your law practice into a successful business that delivers quality legal services, and which is then transformed further into a successful enterprise that functions smoothly in your absence, then you should read and heed the pearls of wisdom contained in The E-Myth Attorney. If you care not, then you will be doomed to repeat the failures of so many who came before you." Stephen A. Mendel, The Mendel Law Firm, LP The E-Myth Vertical series brings Michael E. Gerber's proven E-Myth philosophy to a wide variety of different professional practice areas. The E-Myth, short for "Entrepreneurial Myth," is simple: too many small businesses fail to grow because their leaders think like technicians, not entrepreneurs. Gerber's approach gives small enterprise leaders practical, proven methods that have already helped transform more than 60,000 businesses. Let the E-Myth Vertical series boost your professional practice today!