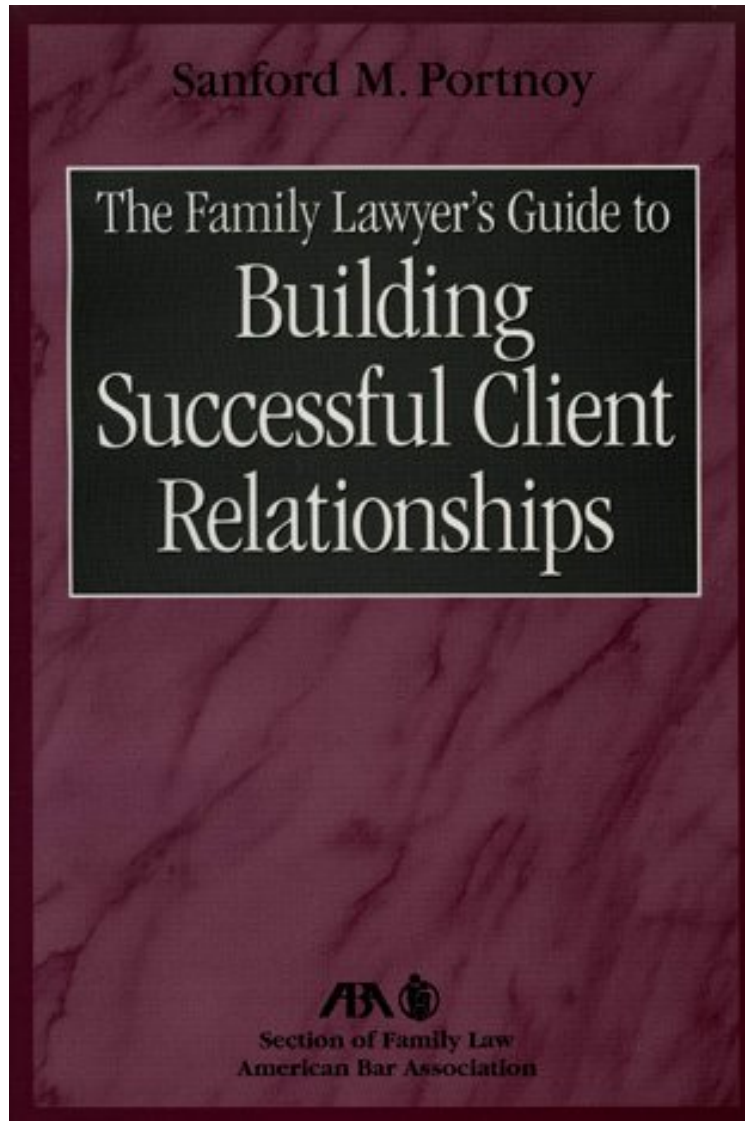


[Download] The Family Lawyer's Guide to Building Successful Client Relationships

The Family Lawyer's Guide to Building Successful Client Relationships

Sanford M. Portnoy

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states going through the divorce process and how best to relate to and support your client emotionally during the roller coaster ride that both clients and their attorneys go through in each contested divorce or custody case. Your best public relations come from satisfied clients, and satisfied clients are not those for whom you achieve an outstanding result but rather those who feel that their lawyer truly cared about them as a client. Dr. Portnoy teaches us how to achieve that bond with our clients and warns us of the pitfalls that may await us with problem clients. Much of what the book teaches rang bells with me from my 35 years of practicing family law; I only wish it had been available earlier in my career! I highly recommend these 157 pages for EVERY family law attorney. The purchase of this book is an investment that will yield high returns.

This guide presents a step-by-step program for learning how to create successful relationships with the client .