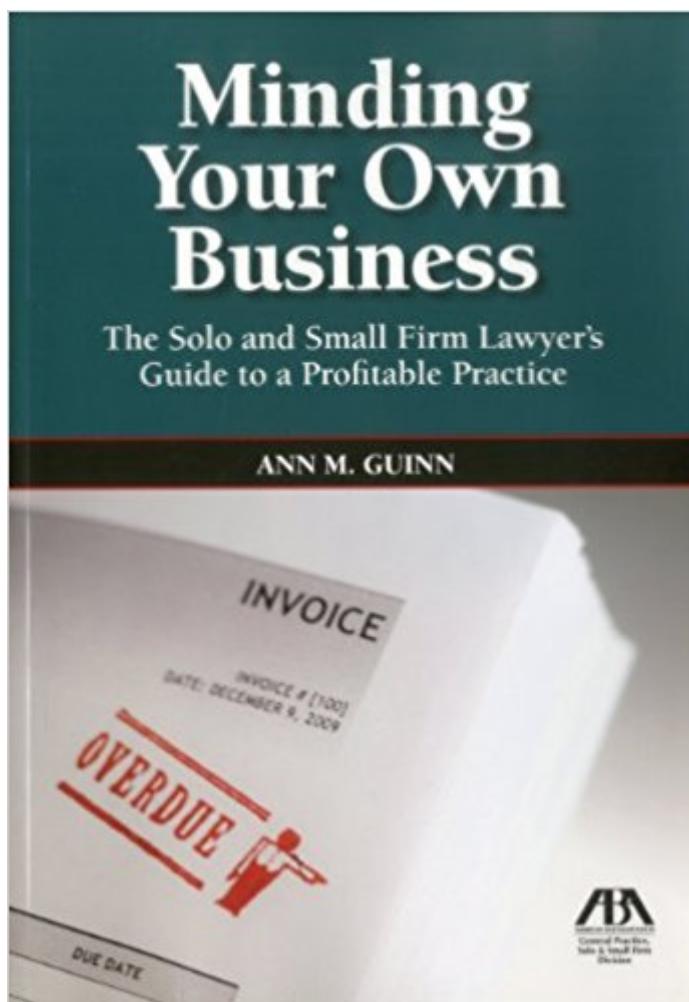


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# Minding Your Own Business: The Solo And Small Firm Lawyer's Guide To A Profitable Practice



## **Synopsis**

Small firm lawyers often get caught in the crossfire of practicing law and managing a business all at the same time. Commitments and interests levels may weigh more heavily on defending the freedoms guaranteed in the U.S. Constitution vs. calculating overtime pay for staff. They may be more interested in ensuring our legal system works, but not so interested in developing marketing strategies to attract new business.

## **Book Information**

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## **Customer Reviews**

Lawyers are trained in the law, not trained in running a business. This book makes up for that gap and provides helpful, pragmatic advice that both new and seasoned lawyers can use. I really loved her advice on how to set a billing rate, develop a business plan and figure out where the money was going. Her worksheets and war stories were quite helpful. Kudos to the ABA for putting out such a helpful product!

I am purchasing a replacement book for myself (as mine was surreptitiously adopted by a fellow fan), as well as several copies to share with fellow attorneys. Ann's book is an invaluable resource for attorneys lacking a foundation in the business aspects of running a law practice. I cannot recommend it highly enough.

Great book! It gave a lot of helpful and useful information in things you need to know when starting and running your business. Ann is a wonderful author!

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