



Testimonials from Graduates of 90 Day Group Training Program

“I completed a 90 Day Group Training Program led by John Lankford and Lori Williams. The sessions were focused, intense, and each produced immediate results. As a seasoned attorney who recently started my own practice, the course provided me with a blueprint to implement systems to streamline both my marketing and my production. I am fine tuning office systems which will benefit my practice and two other attorneys with whom I share office space. We had been wasting too much time due to the lack of a systemized approach on the production side. I now also have a much more intentional and strategic marketing plan for increasing new business, which is producing new profit already. There is work involved to see results, but it is worth it. I highly recommend this Group Training Program.”

-Attorney Thomas J. Mohan

“As a result of training I received from John and Lori in the 90 Day Double Your Revenue Program, my revenue did in fact double in less than 6 months. I am also much more strategic with my time and am now working with the right clients. Although my client base continues to grow, I am not working more hours, just more effectively in the hours that I work. The 90 Day Program increased my level of satisfaction I get from work, and in my personal life because I have more time to spend with my family and leisure activities.”

-Suzanne, Financial Advisor

“I have been a practicing attorney for more than 30 years, but mostly in house. It was not until opening my own office last year that I had to actually reach out to prospective clients. Like many lawyers, I am not a "salesy" guy and was not looking forward to the sales aspect of my practice, but the 90 day workshop corrected many misperceptions I had about the sales process. John's training is rigorous, and he makes you work and think. The value I received was well worth the cost. I would recommend it to anyone, but especially lawyers.”

-Attorney David J. Vigna

“Much of the information contained in John and Lori’s 90 day workshop schedule might appear to be common sense. However, in reality it was a workshop full of information and executable action steps that if followed will lead to greater success. This training allowed me to honestly look at my current practices and take responsibility to make the necessary changes and move forward to reach my goals. Creating processes and systems can be painful at times, but it was worth it. The process improvements have already produced significant efficiencies in my work habits, and increased productivity overall in my business.”

-Pam Sarkisian, Evolution IT Services, Inc.

“Forget all the ‘shiny new tools’ such as social media, website SEO, or any other next ‘best practice.’ Tactics and tools are always changing and evolving, but one thing doesn’t change – business fundamentals. And this is exactly what John and Lori bring you back to over the course of this 90 day workshop.

John will help focus your efforts on the business of business and a disciplined process that will help you measure the outcome of your efforts. We have just begun using some of the skills learned in this course and we are already more focused and more quantitative in assessing our efforts. We are confident that these skills and disciplines will pay dividends in the months and years to come.”

-Alan Hahn, Business Development Manager

“John Lankford taught me that anything can be systematized, and he gave us tools to create systems needed for our business. My business partner and I completed the 90 day group coaching program with John and Lori, and we left with clarity, vision and a plan to create systems to make more money. I would recommend this program to anyone who wants to improve their business results!”

-Kim Lifton, President

Testimonials from Graduates of 120 Day In house Training Program

“Throughout my career I have attended many legal marketing presentations, but John and Lori’s 120 Day Training Program is the best program I have attended. The course has fundamentally changed my approach to marketing and has already generated tangible results. I would highly recommend this training program to any lawyer serious about growing their business. I only wish a course like this was available 30 years ago.”

-Mark F., Attorney

“John’s ideas work to increase business. He helped increase my skill set and knowledge of how to find and secure great clients. John has solutions to problems in marketing, time management, and increased productivity and profits.

Lori teaches people how to market themselves, network, and close the deal. Lori has the contacts we all need and want, and she will help you develop the skills to develop and nurture your own contacts for success. With Lori as your coach, it is not a question of if you will succeed in building your law practice, but how you will handle the new business.”

-Joe B., Attorney

“John is dynamic and shares powerful techniques for jumpstarting your sales efforts. He has mastered the art of developing and implementing a comprehensive and effective sales system that will drive leads to your door.

Lori is a brilliant marketer and networker who has mastered the art of pairing the right strategic partners with one another for their mutual benefit. If you want to increase your leads and sales, get to know Lori. You’ll be glad you did.”

-Robert Z., Attorney

Contact us to discuss how we can make a difference to you and your business.

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