



The Small Firm Counsel

A monthly program for managing partners, as developed by Your Legal Resource, PLLC

We'll meet you where you are, and take you where you want to go in your practice goals

What does this program offer?

1. Support for the firm's leaders

- Do you ever feel alone and/or overwhelmed with the practice of law?
- Do you put off the “business of law” (growing your practice) because you are too busy putting out fires and working with existing clients?
- As a managing partner of a small firm, you are required to wear a lot of hats. How well are you doing that? Are you enjoying it?

Your Legal Resource provides support to attorneys just like you. As a 23 year attorney, Lori Williams has worn all those hats while practicing law and generating new business. She can provide a fresh perspective, ideas, and resources as an experienced attorney and trusted confidante.

2. Accountability in setting and reaching your goals

On a scale of 1-10, how successful have you been at setting, measuring, and reaching your goals for:

- Your desired number of clients
- Generating referrals
- Billable hours
- Income
- Profitability
- Marketing consistently and effectively
- Time Management/Productivity

Do you have goals in these areas?

As one of a few attorneys running your practice, it is easy to set aside your goals when things get hectic, you get distracted, or you aren't seeing the results you'd like. That's when an accountability partner can help you push through the difficulties and distractions and help you reach your goals.

3. Connections and Resources

- Do you wish you had more referrals or clients? If so, do you have the means to get them on your own or would more introductions be helpful?
- Do you know who to call when you or your firm needs any of the following:
 - a. Additional employees: associates, partners, support staff (whether full time, part time, or on a project or contract basis).
 - b. Additional tenants for your extra office(s), or extra space for you to rent/own.
 - c. Website creation/updates, Search Engine Optimization, marketing materials, a new firm image or personal brand, help with social media, brand management/reputation repair, Public Relations support.
 - d. IT support on a regular or occasional basis.
 - e. Assistance with time management and/or organization on a full time/part time/project basis.
 - f. Billing and/or collection services.

g. Additional resources.

*Your Legal Resource really shines when it comes to connecting professionals. We have an extensive network of professionals we've personally hired, or have come to know, like, and trust over several years. **Let our network assist you.***

Whether it's a potential new referral partner, or someone's services you need, chances are we know just the person to help you.

Format and Fee for Program:

A (1) hour office meeting per quarter with up to 3 attorneys, plus (2) 30 phone calls scheduled one per month for the remaining months each quarter. We'll address your top concern for your practice each month, provide accountability to help you reach your goals, and provide connections, resources, and solutions. Recommendations will be provided within 48 hours of calls or meeting, in the form of a memo.

Up to 3 attorneys from same firm can participate on conference calls or in meetings, at no additional charge. (This is essentially a "buy 1, get 2 free" program)

Fee is \$233/month for this one year program. (Program is billed quarterly for ease of payments at \$700 per quarter)

For questions or more information, contact Lori Williams at 248-594-4470 or lori@bestlegalresource.com. For more information about our other services, visit: www.bestlegalresource.com.

When you are ready to begin, have each participating attorney sign the commitment form below and mail it along with your first quarterly payment to Your Legal Resource, PLLC, PO Box 1552, Birmingham, MI 48012. Signing below commits each participant to one year, with a total fee of \$700/quarter for the firm. Or you may try the first quarter at the rate of \$850, and if you commit to the remainder of the year thereafter, we'll pro rate your fee to equal \$700 per quarter.

Print Name(s) of participating attorneys: _____;

_____;

Firm Name: _____.

We commit to a one year program at a firm rate of \$700/quarter (for up to 3 attorneys) and have provided a check as payment for the first quarter. _____; _____; _____. (Each participating attorney is asked to initial on the previous lines).

Or

We commit to one quarter at a firm rate of \$850 (for up to 3 attorneys), and have provided a check as payment. _____;
_____; _____. (Please provide initials of each participating attorney on the previous lines, and sign on the
lines below).

Signature(s): _____; _____;
_____.