ARE YOU MAKING WHAT YOU SHOULD?

June 15, 2022

ATTICUS™
Great Practice. Great Life.

12:00 pm-12:30 pm ET

STEVE RILEY

ATTORNEY & PRACTICE ADVISOR

- Steve helps attorneys grow their practices. He has a way of helping attorneys who might be “stuck” and guide them through a process of self-discovery and major breakthroughs
- Steve is a shareholder in Atticus, the largest practice management company working with solo and small law firm owners. He created the Practice Growth Program™, the Dominate Your Market™ program, and the Double Your Revenue™ workshop. Prior to joining Atticus, Steve built and sold his own law practice
- He has written seven books, won a national award for practice innovation, and written a national column on practice management

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ABOUT US

We help lawyers grow great practices and cultivate great lives

INTENTION

Help you think about profitability and your time at the office

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Are You Making What You Should?

IS IT A GAMBLE OR INVESTMENT?

Employed

Guaranteed Money

Security

Solo

More money?

Autonomy of Practice

Control Over life

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AUTONOMY

The ability to practice your way

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CONTROL OVER LIFE

The ability to when, where and your future

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The Money

HOW ARE YOU DOING?

How Many Hours dedicated?

Part time, full time or overtime?

Types of Practice

Business Skills

Expertise in the Practice

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BAR ASSOCIATIONS

- Florida Bar $90,000 annual income for Solo Attorneys (2018)
  - Average work week is 50 hours
- Texas Bar $97,142 annually (2009)

NON-TRADITIONAL SOURCES

- ZipRecruiter
  - Florida solo $60,733
  - New York $81,499
  - Texas $84,574
  - California $72,724
  - National Average $78,533
  - Source https://www.ziprecruiter.com/Salaries/Solo-Practitioner-Attorney-Salary
- glassdoor
  - $71,962
  - https://www.glassdoor.com/Salaries/small-law-firm-owner-salary-SRCH_KO0,20.htm

LEGAL SOFTWARE PROVIDERS

- Martindale
  - Solo $150,000 (2018)
  - 823 lawyers were sampled who met the ‘screening’ criteria
- Interesting Conflict
  - 69% would choose law again!
  - 70% of the Florida Bar respondents would NOT do law again
    - state it is less desirable career
    - 3% say it is a desirable career

STRATEGY 1: FOCUS ON INCREASING INCOME THROUGH IMPROVED BUSINESS SKILLS

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GETTING A GREAT RETURN ON YOUR INVESTMENT!

- Control over how, where and the way you live your life
- Autonomy over what and how your practice
- Your profitability
  - Can be improved by learning business skills!

MORE THAN JUST BEING GREAT AT THE LAW

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THE GROWTH CORNERSTONES™

REVENUE, INCOME, CONTROL, FREEDOM AND IMPACT

Sharpen Focus & Prioritize

Attract High-Value Clients

Build a Great Team

Increase Profitability & Cashflow

LEGAL SKILLS

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STRATEGY 2: SHARPEN FOCUS & PRIORITIZE

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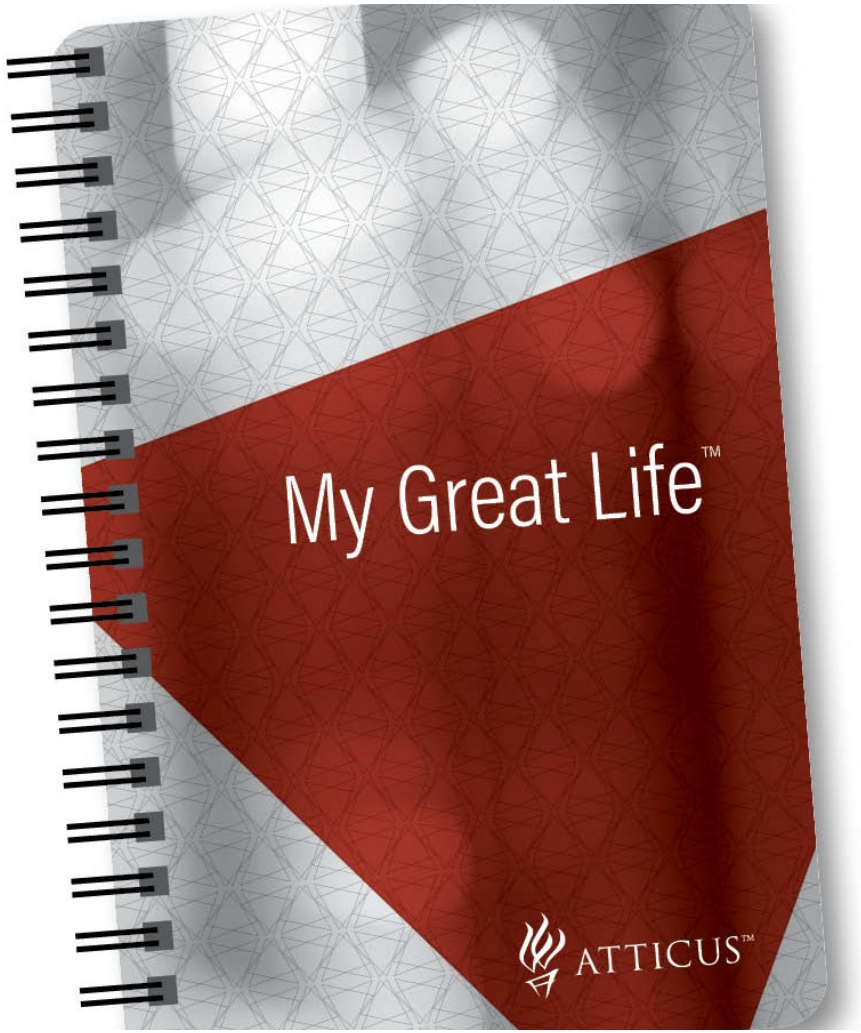
SIMPLE AND FAST FOCUS STRATEGIES

- Plan your Day
  - Top 3
- Plan Your Week with a Paper Planner
- Use a planner
  - My Great Life
  - Paper towel
  - Napkin
  - Post it note
- Volunteer Diet



HOWEVER, DAYS PACKED LIKE THIS, GIVE YOU NO ROOM TO MARKET YOUR PRACTICE

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TO GROW A PRACTICE, YOU MUST ADOPT STRATEGIES THAT CREATE ROOM IN DAY, PROTECTED TIME, FOR GROWTH PROJECTS THAT WILL GENERATE NEW REVENUE

STRATEGY 3: IMPROVE CASH BY FOCUSING ON REFERRALS MORE GREAT CLIENTS (NOT ANY CASES)

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THE ATTICUS REFERRAL DEVELOPMENT SYSTEM™

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AM I A REFERABLE LAWYER WORKSHOP

Date: June 22, 2022

Time: 2-3:30 pm ET

Investment: $99

- Proven strategies of how to quickly get started on immediately getting more great cases
- Understanding the Referral process and where you can start
- Work on what to say and when to say it
- How to work on your ask so its ethical, comfortable, and effective
- Leave with a 10-step action plan

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Register today and take advantage of

50% off

Use Coupon Code:

HALFOFFREF

at check out

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UPCOMING WORKSHOPS AND PROGRAMS

THE PRACTICE GROWTH PROGRAM™

August 25th, Orlando

DOUBLE YOUR REVENUE WORKSHOP™

September 9th, Orlando
November 4th, Orlando

RAISING THE BAR – MEET PROFIT TARGETS AND FINISH THE YEAR STRONG

October 19th 2-3:30 pm ET

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Final Thoughts & Questions

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