

Your Law Firm is a Business!

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You practice law and are pretty good at it. Your staff knows how to assist you in your practice and how to service your clients to make them happy and make you money. But what you may not know very well is the **business** side of your law practice, whether you want to admit it or not.

Most lawyers practice in a courtroom and have control of the trial, the business at hand. However, most law firms are not run like a business and that causes the managing partner, who is probably in court, to leave their potential profits on the table for their shareholders- which is the partners and their hardworking staff. In other words, YOU are leaving money on the table! If you or your partner, a paralegal, or a bookkeeper manages your accounting and operations, you are probably not maximizing your profits. Bookkeepers are great at data entry and ensuring your books are up to date, paralegals know how to help you and your firm service your clients, and you know how to practice law, but that only gets you by day to day.

What you need for your firm to truly succeed is someone who is trained in business and has a background running larger law firms. Escrow Books, Inc. knows the business of law firms and focuses on helping small to mid-sized law firms grow and see more profitability. I am acutely aware of this important goal, as I was the Controller of one of Gwinnett County's largest law firms- over 55 attorneys - for several years. I completed my MBA and started Escrow Books, Inc. Please give me a call and let's talk about how I could bring my knowledge, experience, and education to your law firm. NO firm is too small (or too large); all firms need wise business management to create and maximize profit. You may not need someone fulltime; but even part time help with bookkeeping brings welcome relief for the managing partner.

Escrow Books, Inc. will relieve attorneys and paralegals of their bookkeeping duties, can work with existing bookkeepers to ensure their accuracy, and provide business support to help increase revenue and profitability. Call or email me today to see how we can help your firm. michael@escrowbooks.com; 770-288-9500. I hope you have a great Holiday Season!