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this book is a valuable resource for information on things to consider before and during the process of buying selling closing and merging a law practice the guide provides advice and tips on the advantages of buying and selling a law practice the ethical aspects of acquiring a law practice valuation of a law firm tax consequences of retiring a partner's interest in a law firm taxed as a partnership merging law firms selling a niche practice business responsibilities in closing a law practice the ethical aspects of winding down a law practice file preservation and ending client and employee relationships the guide includes handy checklists forms and sample letters as well as several rules from the aba's model rules of professional conduct

this book provides advice on how to hire and use top notch paralegals to achieve success in providing clients with quality service

level up your law practice lays the foundation for grounding a healthy mindset in practical business realities so you can apply these principles to your law practice and build a vibrant business that serves both you and your clients a healthy mindset gives you defensive measures to absorb criticism and manage your fears and provides the foundation on which you can build a successful law practice progressive and sustainable business practices enable you to go on the offensive and build the practice you want and having strong relationships with your clients gives you the leverage to take your practice to the next level level up your law practices gives you tools in each of these areas to become the lawyer you want to be and have a successful law practice

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this work is intended to be used by practitioners law students and others as an overview of fundamental law practice management issues including the marketplace for legal services forms of law firm organization management of human resources setting up and operating a law office financial planning and law office systems it builds upon the theme that practice management skills are critical to competent practice in that they give lawyers the tools necessary not only to achieve success but also to avoid professional failure

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