



How to Start & Build a Law Practice

Jay G. Foonberg

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A classic ABA bestseller, How to Start and Build a Law Practice has been used by tens of thousands of lawyers as the comprehensive guide to planning, launching, and growing a successful practice. Author Jay G Foonberg, now in his fifth decade of practicing law, has always been dedicated to giving other lawyers the benefit of his wealth of experience. This Platinum Fifth Edition is packed with over 600 pages of guidance on identifying the right location, finding clients, setting fees, managing your office, maintaining an ethical and responsible practice, maximizing available resources, upholding your standards, and much more. If you're committed to starting--and growing-- your own practice, this one book will give you the expert advice you need to make it succeed. More than 100,000 lawyers have turned to Jay Foonberg for the secrets to running a successful law firm; now you can, too, with the new Platinum Fifth Edition. Jay Foonberg has organized the book into short, easy-to-read chapters that deal with all the specific challenges you will encounter when you open your office. The answers you'll get are realistic, practical, and based on real-life experience. You'll find a wealth of tips that can improve your practice once it is up and running, as well as dozens of time-saving templates and checklists. In addition, there is all-new material for this edition, covering topics including: ?New opportunities for serving senior clients and the growth of elder law ?E-mail and the Internet ?Law firm mergers and dissolutions ?The increasing size of student loans ?Opportunities created by an aging population ?Nonlawyer consultants ?The globalization of legal practice ?When and how to safely close and destroy files ?The aggressive marketing being done now by firms of all sizes ?And much more! Even if you already have an established practice, you are sure to find information that will help you compete and succeed. This is the one book you'll need to build and grow your practice.

How to Start & Build a Law Practice Details

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From Reader Review How to Start & Build a Law Practice for online ebook

Colleen says

Easy to read and very informative. Foonberg seems to have a good sense of humor. I especially enjoyed the diagram on pg. 357 entitled "Organizing Your Desk to Make Money (Designed for a Right-Handed Lawyer)."

Drew Maliniak says

Good starting point and reference guide

Mark says

um, duh, more motivational than substantive. There really is a section on how to arrange your desk.

Jaime says

This book has useful tips and tricks for starting a law practice. I especially like the list of "clients to avoid" as a new attorney. Also really like the "Client Appreciation Curve." This book is sort of the "gold standard" for any solo; tell any lawyer you are opening your own practice and they will invariably recommend this book. However, I will say I find Mr. Foonberg a little rigid on what to do, what not to do. I first read an older edition of this book and he was really stringent about getting your own office and own help, etc. He has come back to reality a bit more in this version, realizing that 1) some things he insisted were necessary have been rendered less so by technological advances and 2) economically some of those choices are no longer viable. But I still find it a little rigid sometimes for my taste. While I would recommend it for any other solo attorney, I would also recommend they read Carolyn Elephant's "Solo by Choice" for a more up to date, realistic approach to some of those same issues.

Garrett Hall says

Exceptionally informative and practical.

Julio says

Very good book with lots of examples and tips. I recommend it to any one starting a law practice.

Daniel says

The client satisfaction bell curve is worth the price of the book.

Cynthia says

An indispensable guide for every solo practitioner out there. And, arguably, for every junior or aspiring partner looking to build a practice. Love Foonberg's style and learned a lot from him.

Heidi says

I had to read this for one of my classes, and in general, I'm glad it was assigned. I'm sure there are parts that I will reference throughout my career for years to come, as many sections were very valuable. But I just can't give this more than three stars; while many parts were valuable, they were repeated numerous times. I felt that the book could have been half the size that it was, if only Foonberg had stopped repeating himself and talking about how important his books are. I was continually annoyed and distracted by the frequent self-congratulatory comments.

SallyStenger says

A great book.
