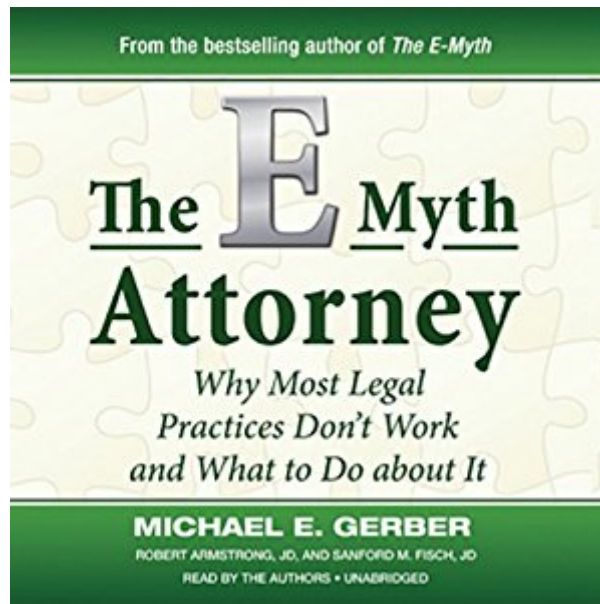


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# The E-Myth Attorney: Why Most Legal Practices Don't Work And What To Do About It



## Synopsis

By drawing on his decades of experience working with small-business owners, Michael Gerber is adding to his mega-selling E-Myth series with The E-Myth Attorney. This installment provides a one-of-a-kind system for transforming an attorney's practice into a business positioned for long-term growth. Many attorneys in small and mid-size practices are experts on the law but may not have considered their practice as much from a business perspective. Michael Gerber's The E-Myth Attorney fills this void, giving you powerful advice on everything you need to run your practice as a successful business, allowing you to achieve your goals and grow your practice. With Gerber's signature easy-to-understand, easy-to-implement style, The E-Myth Attorney features a complete start-up guide you can use to get your practice off the ground quickly, as well as comprehensive action steps for maximizing the performance of an existing practice and industry-specific advice from two recognized legal experts in the market segment. The E-Myth Attorney is the last guide you'll ever need to make the difference in building or developing your successful legal practice.

--This text refers to an out of print or unavailable edition of this title.

## Book Information

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## Customer Reviews

In my 23 years as an attorney, I've been through many practice models. I've worked in a prestigious firm, worked for the Federal Government, worked in a small firm, operated in a partnership and ultimately opened my own firm. During the first half of my career, I was diligently searching for the model which would make me happy and allow me to honorably serve my clients and still have a

balanced family life. I've worked closely with the two gentlemen who helped write this book and I attribute my success and happiness as a lawyer and layperson to their coaching. This book is the perfect primer for new law school graduates and seasoned attorneys seeking the answers which have alluded them in striking the right balance between life and law. Unfortunately, while law school teaches you how to think like a lawyer, it does a poor job of teaching you how to operate in a law firm or run a legal business. I've read all of Michael Gerber's books and heard him speak numerous times. I think he's right on point. This book is a supplement to his other books and specifically addresses the challenging issues which cause attorney dissatisfaction and law firm failure. If you are a satisfied attorney you shouldn't read this book. It's not for you. If you are not happy, this is the place to start. Legal practices are changing at a rapid speed. The old models are being replaced like yesterday's garbage. Successful, happy lawyers understand the skills involved in operating their practices as businesses. In my experience, this creates happy, satisfied clients. It's a win-win situation. Two of my children are now in college, both wishing to pursue different passions.

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