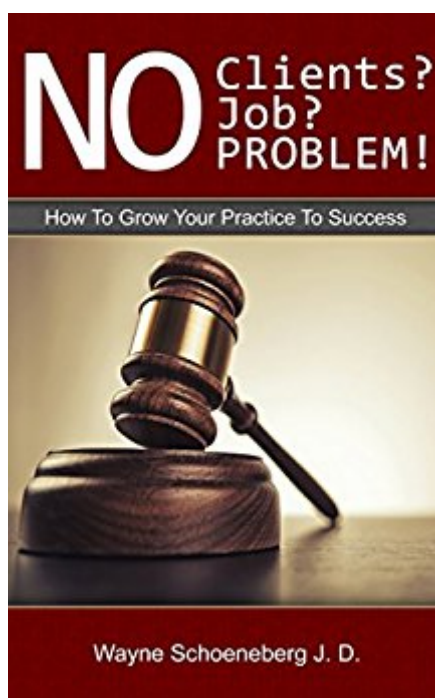


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# No Clients? No Job? No Problem! How To Grow Your Practice To Success



## Synopsis

"Good read that gave me a kick-start in our own non-attorney business ... A good, quick read for anyone who is directly involved in making a successful business." Joan Laughlin "This book is an easy to read guide setting out basic fundamental principles often overlooked by ambitious young lawyers when they seek to start their careers." Gayle Lackey This book is for you if you are starting a new business or profession. It will help you answer the lists of questions that come up from how to get new clients, how to keep the ones you do have and how to make your business successful from day one. It will inspire and motivate the reader to have the confidence they need to have a successful business. This book is filled with practical tips from marketing to building a strong client referral system. Whether you are starting out or looking to grow your business you will find suggestions here that will help you find success in whatever your field.

## Book Information

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Very basic lessons about self respect and respect for others. More anecdotes than advice. Nothing resembling business plans or ideas. If this book is a revelation to you, you needed a pep talk more than business advice. Does it promise anything it doesn't deliver? Not explicitly, but the title might seem to imply more substance related to the actual practice of law, which is probably the area a beginning attorney is more interested in, rather than affirmations and universal axiomatic truths.

This book is simply excellent. I have a confession, which is that I started my law practice 35 years ago as an employee of the firm Wayne was a partner in at the time. I wish he had had this advice for me then, but at the time he had only been practicing for about 5 years. But, I guess that is the point; it takes a lifetime to accumulate the type of experience necessary to write a book like this. For the newly licensed lawyer, reading this book will provide insights that will otherwise take years to learn, if indeed they are ever learned. The book will also save the reader time and money and will help avoid stress and embarrassment. There are so many good points in the book that it would be a disservice to even try to distill the myriad lessons. It is enough to say that not only should every new lawyer read the book, those of us who have been practicing for years can use it as a refresher for those lessons we all, unfortunately, tend to forget as the years roll by!

This is an excellent book with much helpful advice on how to start a law practice. This book is uniquely helpful in that it is written by someone who is experienced as both a coach and as attorney, whereas most books of this kind are written by people without any coaching experience. This book not only provides a lot of practical advice on the necessary elements of starting a law practice, but also includes a lot of advice about having the appropriate mind-set when embarking on this endeavor. This book is a must-read if you're thinking about starting a law practice.

This book is a "must read" for the young attorney about to embark on a career in the law! Replete with practical suggestions on building a successful law practice while maintaining a balanced family life, it also serves as a guide to the ethical dilemmas the young lawyer will encounter over the years. As a colleague of Wayne's for more than thirty years, I can personally vouch for the accuracy of many of the war stories he describes in this eminently readable work. His tips are the distillation of four decades of experience. Young lawyers should order this book today!  
J.C. Maxwell  
Attorney at Law  
St. Charles, Missouri  
October 8, 2014

This book is an easy-to-read guide setting out basic fundamental principals often overlooked by

ambitious young lawyers when they seek to start their careers. The author's tales of his own personal successes and failures are both engaging and insightful while providing the reader very real working tools to help him or her build a successful law practice while maintaining a happy and balanced life. After reading this book I feel I can do it all.

Good read that gave me a kick-start in our own, non-attorney business. I wasn't looking for inspiration - my goal was to find a read that would give me clear instructions for growing our business. Much to my surprise, I got both. It energized me and gave me new enthusiasm to do some seemingly simple things, but things that have fallen off our radar after 30 years in business. A good, quick read for anyone who is directly involved in making a successful business.

Very intriguing points made by an industry expert. This book provides excellent information from someone who's clearly been through a lot. You think of a lawyer as automatically becoming wealthy, but that's not the reality of things, especially in today's competitive business climate. A key point is to remember why we choose to practice law - passion. Embrace the passion and follow this insightful blueprint and you'll be well on your way to a successful practice - and a happier life.

Schoeneberg's book is a how-to for anyone, navigating practically any life path. It contains good advice that can make or break any career, not just the law practice. We all face the same family, ethical, and family issues. His counsel is spot on.

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