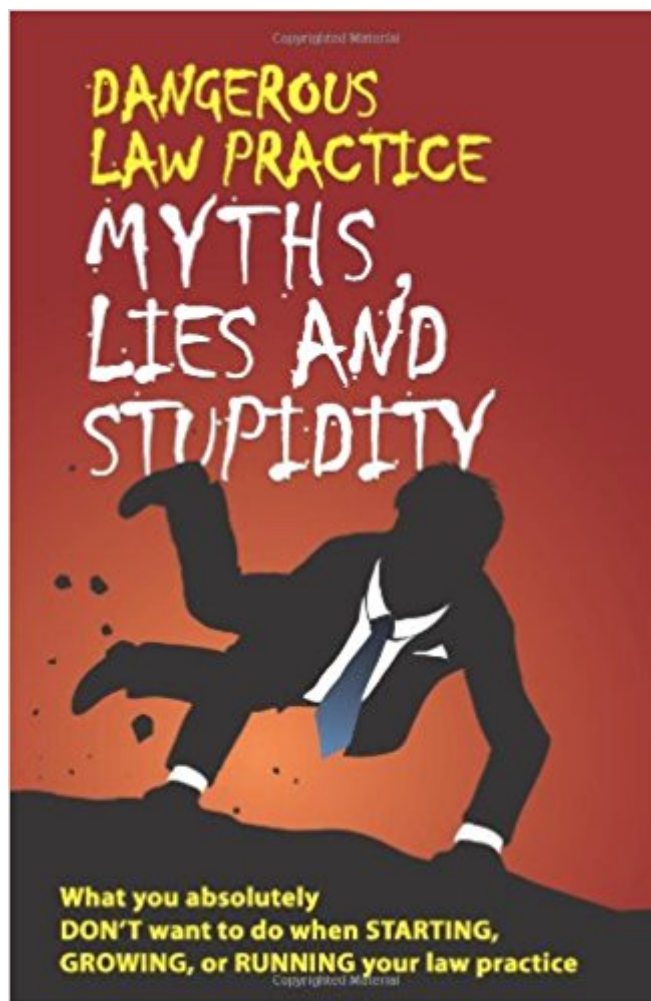


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# Dangerous Law Practice Myths, Lies And Stupidity



## Synopsis

Discover what myths, lies and stupid things lawyers are told to do when starting, growing, or running a law practice that are a waste of time and money, or even worse, will get you into trouble. Many of the recommended practices are so dangerously out of date that they can put your firm at serious risk. Today's technologies including the Internet, email, and e-discovery are often perilously incompatible with older common knowledge.

## Book Information

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## Customer Reviews

Dangerous Law Practice Myths has got to be the most poignant, clear, and concise explanation of the inefficiencies many law firms put up with, but with a short clear and compelling explanation of how to get past those inefficiencies, turning them into efficiencies. Every practicing attorney will benefit thousands of times over the price of this book. It should be considered required reading.

--Steve Henes

Judd Kessler, Esq. Since 1983, Judd Kessler, founder and president of Abacus Data Systems, Inc. and developer of AbacusLaw software, has helped hundreds of thousands of lawyers in over 60 countries create the law practice of their dreams. Mr. Kessler served as Chairman of the State Bar of California Law Practice Management & Technology Section. He is a featured speaker at bar associations throughout the country, and has authored numerous articles and books including *The Attorney's Guide to the Internet* (CEB Book). After earning his degree in economics and computer science from the University of California San Diego at age nineteen, Judd went on to become one of

the youngest real estate brokers and general contractors in the state. Since then he has started and grown over a dozen successful businesses and is always happy to share his secrets of success with others. When he is not working, Judd enjoys a challenging game of tennis or piloting his Citation jet around the country. Judd Kessler may be contacted at [abacuslaw.com](http://abacuslaw.com) or [lawmyths.com](http://lawmyths.com)

Albert Barsocchini, Esq. As Senior Director and Assistant General Counsel for Guidance Software, Mr. Barsocchini advises corporate, government, and law enforcement organizations in advanced eDiscovery and digital investigations. Based in Pasadena, California, Guidance Software is a world leader in assisting its clients in conducting thorough and effective computer investigations. In addition to his in-house legal responsibilities, Mr. Barsocchini works with corporate and public sector law departments seeking to implement defensible and cost-efficient in-house eDiscovery processes. Mr. Barsocchini writes and speaks regularly in the United States and Asia on eDiscovery, digital investigations, and the intersection between law and technology. His numerous articles and books include *Attorney's Guide to the Internet* (CEB Book). He currently serves as a Special Master for the State Bar of California and for litigants in the California State Courts. Prior to joining Guidance Software, Mr. Barsocchini was a trial attorney. He served as Chairman of the State Bar of California Law Practice Management & Technology Section, was a founding member of the California State Bar Cyberspace Law Committee and was a legal consultant for Thomson West. Albert Barsocchini may be contacted at [guidancesoftware.com](http://guidancesoftware.com) or [lawmyths.com](http://lawmyths.com).

Gunter Enz Since 1994, Gunter Enz, CEO and founder of LawInfo, has been a leader in providing the public with free online legal resources and access to pre-qualified, pre-screened attorneys. Recognized nationwide as one of the top three Internet legal portals, LawInfo has become an invaluable marketing resource for law firms who want to produce qualified leads from the Internet. LawInfo's signature service, the Lead Counsel Program, was designed to provide a simple and reliable way for anyone on the Web to find a pre-qualified, pre-screened attorney quickly and easily. Lead Counsel Members must earn the right to use the Lead Counsel designation by passing a certification process which includes peer recommendations, bar checks, and minimum practice area experience. Gunter Enz may be contacted at [lawinfo.com](http://lawinfo.com) or at [lawmyths.com](http://lawmyths.com).

A colleague recommended "Dangerous Law Practice Myths" and I was glad I read it. I have a two-person personal injury practice and my partner and I thought we were on the right track. After reading some of the stories, I realized that we have been making some truly horrendous mistakes and making assumptions that are way off base. Now I know why we had the same problems crop up time and time again--we thought that these issues were unavoidable but DLPM showed us that

there was a way to run our office more efficiently and more profitably."Dangerous Law Practice Myths" is fun to read and easy to reference. I'm going to buy copies for all of my colleagues, even though it would be much more fun to let them labor in ignorance. It's a terrific addition to any lawyer's library.

Review from an end users perspective:This book provides real life scenarios about how attorneys communicate amongst themselves and addresses some of their everyday challenges in operating their practices. I can relate to the situations as I have been involved in them first hand and the chaos they cause. I wish all firms would circulate this as required reading to improve understanding and efficiency for the whole team. Then we could let the attorneys do what they do best and they could let us keep the machine well-oiled and running smoothly.Review from consultant's prospective:This book validates my philosophies as it comes from the source. It is not "just me" and while I am not an attorney, the book adds value that makes sense to attorneys and from their perspective. I relate to the chapter about staying updated with current software and the trials that falling behind can cause when least expected. I also identified with the technological advances about capturing phone time and billing it from the actual phone calls. This alone would increase billings and allow the client to know what was being handled on their behalf. The Simon says quotes at the end are quick and useful snippets. As a consultant, preaching my concept of "living in one database" and utilizing technology is invaluable as support in building my business.Michelle McBee

Dangerous Law Practice: Myths, Lies and Stupidity was one the most enjoyable reads in recent memory. Not only does the book cover more than thirty truly important aspects of properly managing a professional practice, but it communicates vital and very practical information in fun, memorable and bite-sized morsels that you'll remember for a long time. I read the book in an hour, then went back and re-read nearly every story a second and third time. If you are starting or managing a professional office (this is specifically about law practices but any professional office manager can benefit from the advice provided) do yourself a favor and get this book today. Set aside an hour and read through each story. You'll meet memorable characters involved in real-life challenges, dramas and decisions. You'll get to know the authors as they guide the characters through smart resolutions of each challenge. Best of all, you'll really remember the issues discussed because the fun and creative stories will stay with you and remind you of important things to do or not do to build and grow a successful business. I'll keep this book on my desk as an important reference guide for a long time!

This was a good little book with a lot of helpful stories about things like, "should you specialize", "should seek to practice outside of your friends, family and circle of people", and things that can help you stay out of trouble with the bar and the disciplinary counsel. It was a little preachy about case management software but it worked for me. I recommend this book

My boss purchased this book for a colleague. After reading several of the stories, I may buy a copy for him. I quit reading law tech blogs because we are still in the tech-NO era with no change in sight. This book simplifies the changes necessary to keep up in a techie world and puts it into "real world" perspective.

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