



The Survival Guide to Implementing Effective Law Firm Management Strategies

Arthur G. Greene, Sandra J. Boyer

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Successful management and culture need to go hand in hand.. A firm's culture is the result of attitudes, personalities, policies, and decisions that ultimately creates the building block for the success of the firm. *The Survival Guide to Implementing Effective Law Firm Management Strategies* provides you with the groundwork and policies to create a positive law firm environment and business success.

Divided into five parts on culture, planning, partnerships, management, and finances, this guide will help you:

- Understand why the culture in the firm is important to its success
- Develop a plan and vision for the future of the firm
- Construct marketing plans to recruit and retain new clients
- Devise a plan to build healthy partnerships in the firm and with your clients
- Outline delegation strategies and techniques for partners and associates
- Build a strong recruitment and retention plan for associates
- Formulate a system for compensation of partners, associates, and paralegals
- Determine how to improve revenue

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