

THE 3 STEP ACCELERATOR PLAN FOR LAW FIRMS

**How To Increase Clients, Fee Income and Profits Without Working More Hours
Even During The Current Economic Climate**

Workbook



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NOTES

A large rectangular area with a light gray border, containing a grid of small dots for taking notes.



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CHALLENGE: THE FUTURE

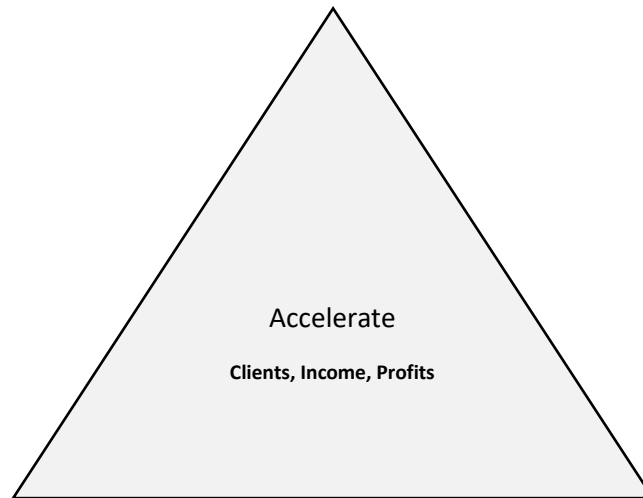


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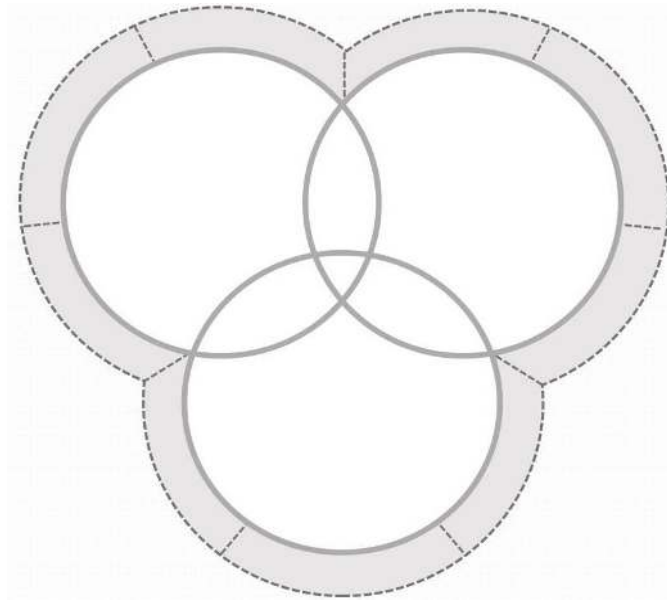
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SOLUTION: THE ACCELERATOR PLAN



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THE 3 CRITICAL GROWTH ELEMENTS IN YOUR FIRM



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THE 3 STEP ACCELERATOR PLAN to identify what you need to do next to move up the Profitable Practice Scale and have more clients and increase your profits without working more hours

1/ The Profitable Practice Scale: where are you on the scale and where do you want to be (see diagram on next page)

Current position on the scale: _____

Where I want to be in 12 months: _____

2/ Traffic Light Tool: where do you need to get the brakes 'off' to move up the scale?



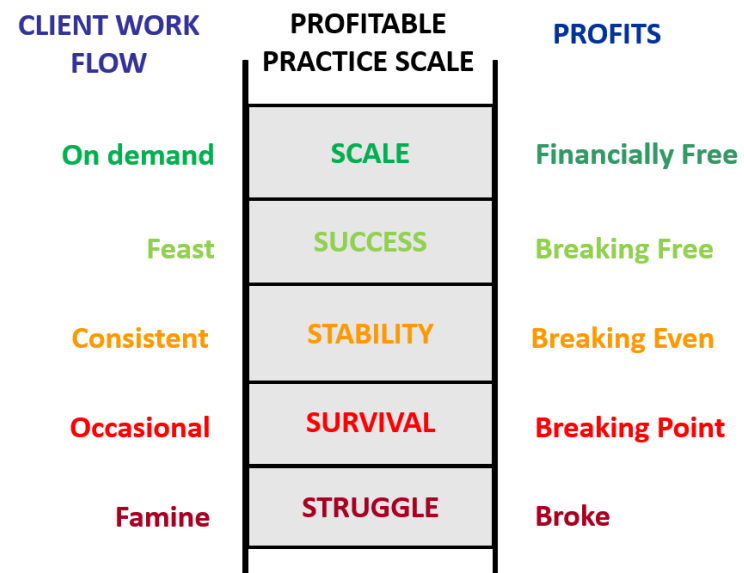
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3/ The Practice Growth Accelerators: which ones do you most need to accelerate growth?

Notes/Next Steps



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