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Clients Need a Problem Solver, Not a "Trial Lawyer" -- "Efficient Lawyers Starve to Death" -- Early Case Evaluation and Collaboration Makes for Happy Clients -- The Importance of Trust and Creating Value in Client Relationships -- Align Your Tactics with Your Client's Objectives -- What Metrics Are Clients Using to Measure Your Performance? -- Three Commonalities between Potty Training and Client Management -- How to Obtain Client Case Evaluation Feedback -- The Value of Aggressively Pursuing Information -- Evaluating Cases from a Personal Injury Lawyer's Perspective -- Part 2 Practical Considerations for Your Practice -- Apply Lessons from a Chainsaw to Your Law Practice -- Practical Tips for Getting Paid by Clients -- Build Touch Points into Your Case Management Processes -- An Unannounced Visit to a Client's (Trailer) Home Is a Bad Idea -- Never Take a Witness at His Word . . . Ever -- Losing Control of a Client during a Deposition -- On the Importance of Showing Up to Court -- Know When to Stop Arguing Your Point -- When Is It Wise to Argue with a Judge? -- So Your Client Accused the Judge of Being a Thief -- Use Mediation to Let Clients Have Their "Day in Court" -- Part 3 Improving Your Skills and Managing Your Caseload -- Play to Your Strengths, Improve Your Weaknesses -- Choose Your Next Words Carefully -- How to Write Like Stephen King, and Why You Should -- Intentionally Improve Your Legal Writing -- Cognitive Space Is Precious-Recycle Rather Than Reinvent -- Should Lawyers Use Google for Legal Research? -- Why Storytelling Is Essential for Trial Lawyers -- Goals and Tactics When You Voir Dire a Jury -- Get What You Want Out of Closing Arguments -- Three Ways to Be a Good Second Chair at Trial. Don't Handle Your Case Like the Writers of Lost -- Implement After Action Reviews in Your Processes -- Part 4 Developing Yourself and Your Practice -- Three Steps to Becoming a Better Lawyer -- Be Prepared for an Unexpected Opportunity -- Go Ahead, Let Someone Else Own Your Web Presence -- (Why) Should a Lawyer Have a Blog? -- Marketing for Introverts -- ". . . The Job Can Absolutely Destroy You" -- Cultivate an Atmosphere for Success -- Treating Your Staff Poorly Can Have Disastrous Results -- Feedback and Words of Encouragement Really Do Matter -- Four Ways Your Law Practice Should Be Like Chick-Fil-A -- "There Are No Days Off . . . Only Days You Aren't Billing" -- The Importance of Having a Reputation for Integrity -- Why Fly Fishing Will Make You a Better Lawyer -- Index.

Sommario/riassunto

Building a Better Law Practice: Become a Better Lawyer in Five Minutes a Day will help you be a better lawyer and build a better practice. Not through flash-in-the-pan gimmicks, but by sustained good practices in case management, client development, and undertaking the daily tasks of being a better lawyer. All lawyers are best served when they are stronger at their craft. This book will help you effectively manage and communicate with clients, handle your cases more efficiently, and become confident in your practice by providing practical and readily implementable systems and suggestions. Knowing how precious lawyers' time is, this book is written in a "daily reading" format. It's set up so that the reader can read one topic per day. Each day's reading should take about five minutes or so. Over the course of about seven weeks, at the time cost of 0.1 hours per day, you will have collected dozens of practical strategies for developing an efficient and collaborative practice that will set the foundation for good relationships with your clients. Building a Better Law Practice contains stories and vignettes that drive home some very practical information. This book is not just for young lawyers...even seasoned lawyers will find refreshing tip after tip to improve and build effective law practices. Praise for the Book "Full of ideas for becoming a better lawyer." —Aaron Stret, CEO,

Lawyerist.com "Building a Better Law Practice is written by a lawyer just like you. Mild-mannered, quietly knowledgeable, and generous, Jeremy Richter wrote an unassuming book that will save you years of grief without interrupting your day. Buy it. Take the five minutes a day to read it. You'll thank me later." —Ilonka Aylward, Aylward Family Law, North Carolina "Some of the best advice in Jeremy Richter's devotional to law practice boils down to (1) don't lose your sense of humor, (2) common sense and work ethic are just as important in the long run as your knowledge of caselaw, (3) see Number 1. But don't take my word for it: read the book!" —Eli Edwards, Research Librarian at Santa Clara University School of Law
