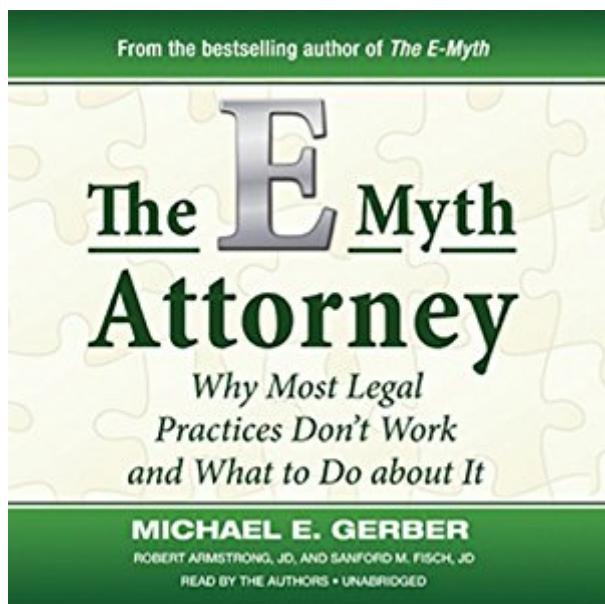


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# The E-Myth Attorney: Why Most Legal Practices Don't Work And What To Do About It



## Synopsis

By drawing on his decades of experience working with small-business owners, Michael Gerber is adding to his mega-selling E-Myth series with *The E-Myth Attorney*. This installment provides a one-of-a-kind system for transforming an attorney's practice into a business positioned for long-term growth. Many attorneys in small and mid-size practices are experts on the law but may not have considered their practice as much from a business perspective. Michael Gerber's *The E-Myth Attorney* fills this void, giving you powerful advice on everything you need to run your practice as a successful business, allowing you to achieve your goals and grow your practice. With Gerber's signature easy-to-understand, easy-to-implement style, *The E-Myth Attorney* features a complete start-up guide you can use to get your practice off the ground quickly, as well as comprehensive action steps for maximizing the performance of an existing practice and industry-specific advice from two recognized legal experts in the market segment. *The E-Myth Attorney* is the last guide you'll ever need to make the difference in building or developing your successful legal practice.

--This text refers to an out of print or unavailable edition of this title.

## Book Information

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## Customer Reviews

I give this book away to struggling colleagues, veterans who want to grow, and new JD's just starting out. It's been a boon to my practice.

I don't think this book added a lot to the original E-Myth. I was hoping the book would have specific

suggestions for processes, etc for a broad base of law firms that might build on the original E-Myth. I didn't really find that here. The book also suggested several times to look on Michael Gerber's website for specific items/pieces of information, but the information wasn't contained on the website. It's probably worth the \$20 and the time invested to read it, but for most lawyers looking for firm management advice, you can probably do better looking elsewhere. The one big exception is if you're an estate planning attorney. The attorney authors are estate planning attorneys and have done well to establish systems for other lawyers that they share through their organization. The book and the information contained on their organization's website could be very helpful to estate planning lawyers.

I bought this book and read it after first having read Gerber's 'E-Myth Revisited'. Both books are similar in theme and if I had my time again I would have only bought one of the two titles. As a salaried lawyer about to venture into starting up my first practice, there is some helpful information to be found in this book but nothing ground breaking. It would be of far greater benefit to practitioners who already have a firm with staff. As with 'E-Myth Revisited', the business principles espoused in this book, which are sound, could be condensed down to a single paragraph in my view. Overall, I did get some valuable principles from the book and it is an inexpensive read. For those reasons I would recommend it, although the reader should not hold unreasonable expectations.

This is a must read book for all Attorneys! What Michael Gerber has done here is to literally take the technology of McDonalds and make it accessible and functional for Attorneys!

I am about halfway through the book and it has clarified a lot of issues that I have read from different areas. I am currently in a Law Office Management Coaching program, but this book explains it better and a hell of a lot cheaper. For anyone who is considering a coaching program I would first buy this book, the How to Start you Own Law Firm by Foonsberg (sic?) book and a good networking book like Endless Referrals before joining any program. This book give you everything you need to do that the program has done but at 1/100th of the costs. If you still need some help, I did notice that the authors have a coaching program,

I recommend the e-myth revisited. Great book. This book designed for attorneys is largely a restatement of those principles. The practice centered books should focus largely on

implementation. They do not. Therefore they have a limited value. If you have read the e-myth, this book won't do much for you. If you have not, then this book is an adequate read.

Purchased this item for a friend, he loved it.

Must read for anyone who deals or works with attorneys

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