



Think Again!: Innovative Approaches to the Business of Law

Jeffrey L. Nischwitz

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The author takes a fresh look at specific ways to create a client-centric law firm and deliver exceptional client service by differentiating a law firm from other firms, and the specific skills and strategies needed to build effective and productive relationships that result in successful business development. The book provides practical ideas and tactics for addressing the key areas of a law firm? managing, leading, team building and compensation, client service, and new business development. Writing in an engaging and witty but no-nonsense style, the author speaks directly to the reader, cutting through the stereotypes and misconceived notions that haunt the legal profession and coaching the lawyer to reach beyond the norm.

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