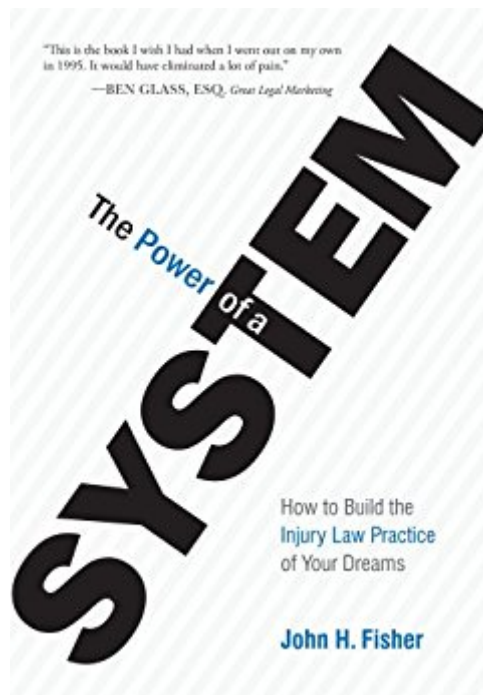




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# The Power Of A System: How To Build The Injury Law Practice Of Your Dreams



## Synopsis

What if you had total control over your hours and weekends? What if you didn't have to answer to anyone? What if you took control over your future? When you work for someone else, you don't control your future. Your boss decides how much money you make and how many hours you work. For many, the law is just a job that you do to make ends meet and pay the bills. It's time to change that! It's not just about work and money. It's about loving what you do and looking forward to coming to work. It's about spending time with your family and living a fun life. It's time you make the rules. For the first time, you have in your hands the technical, managerial and entrepreneurial secrets to running a multi-million dollar law firm. Tried and true methods for managing and growing the injury law firm of your dreams is now in your hands—precise methods that, when applied, will slowly but surely grow your law firm into an asset that serves your ideal lifestyle. Who said you have to be a slave to your law practice? IT'S TIME TO BREAK ALL OF THE RULES so you have the one thing that all lawyers should seek: autonomy to live life on your terms. THE POWER OF A SYSTEM Torts, contracts, constitutional law— you got your fill in law school of theoretical concepts that you need to pass the bar exam. But then a funny thing happened, you got out of law school, opened your new law firm and you realized something—no one ever taught you how to run your own law firm in law school. Suddenly, you're on your own with fancy new letterhead, a few clients and not much else. Your dusty law school books aren't much help. It's great to have your book smarts and fancy law degree but how do you pay the bills every Friday when your staff wants their paycheck? You pull your hair out wondering how you got yourself into this mess. This book was written for you. You are not alone. Yes, others have done the same thing before you and believe it or not, there are tried and proven recipes for success. Instead of fumbling around like the other lawyers in your town and just waiting for your phone to ring with your next case, you study the recipe and principles for a big-time injury law firm and little by little you begin implementing systems into your new law firm. You have in your hands tried and proven systems for the injury law firm of your dreams. It's not just the technical aspects of running your own law firm, but the managerial and entrepreneurial principles that you must have to keep a constant stream of new cases and clients coming down the pipe. And no, these are not law school theoretical concepts but the technical, managerial and entrepreneurial—how to—steps that have been tried and tested over years of trial and error. You won't find a book like this in your law school library— or anywhere else. Law school—no more time for theoretical concepts—it's time to get bills paid, move cases to trial, start making money and begin living life on your terms. All royalties from the sale of this book are donated to Doc to Dock, Inc., an amazing

nonprofit organization based in New York that collects unused and unwanted medical supplies from around the country and ships them to hospitals and clinics in impoverished Third World nations in Africa and Haiti. Every day tons of unused medical supplies and equipment are incinerated or tossed into landfills in the U.S. Rather than letting the unused medical supplies go to waste, Doc to Dock, Inc. collects the donated medical supplies consisting of basic medical devices such as catheters and ultrasound machines, and transports them to developing countries where they are needed the most. Doc to Dock, Inc. has provided shipments to 18 different countries in the poorest regions of sub-Saharan Africa and has made a huge difference in preventing very curable and basic illnesses that are often life-threatening in Africa due to their lack of medical supplies.

## **Book Information**

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## **Customer Reviews**

John Fisher has figured out how to run a modern law firm, which means that his overhead is low, but his capacity for high-quality work is extremely high. John leverages technology, but more importantly he has a solid system. And he has meticulously documented his system, and graciously made it available to any other lawyer that might want to use it. This book is a gem. It's

chock full of actionable, practical information. If you are a personal injury lawyer, and you want to optimize your workflows and guide your staff then you need to buy this book and immediately start reading it. If you're not a personal injury lawyer, but you have the ability to analogize (remember that's one thing they actually teach in law school), then you can also make use of this book. The power of a good system for running a law practice cannot be overestimated. This book will give you all of the specific information you need to implement a powerful system for running your law practice. Once you have a solid system your law practice will mostly run itself, freeing you to do the things that only someone with a bar roll number can do.

I read the book once for an overview. Now I am in the middle of my second time through, taking notes and making a substantial and meaningful list of actions to take my employment law practice from a C-practice to an A-practice. I am excited! If you're a solo and feel like things aren't right in your practice, and you could only read one book - it should be this one. It is direct and highly practical. And for anyone considering taking the plunge into an expensive law firm coaching program, like the RJon Robins program, read this book first. I can tell you from working with RJon previously that this book I feel will give you at least 70% of the info you might get from his program, and for tens of thousands of dollars less in program fees.

I want to thank John Fisher for sharing this book with the rest of the lawyering world! I intended to buy the hard copy but at the price of \$1,217.48 on Amazon, I opted for the Kindle version instead. Frankly, after reading it, it's obvious to me the ideas and recommendations alone would justify the \$1,217.48! I have been practicing law for 31 years and the ideas he shares and systems he recommends are an epiphany for me. I was in a partnership for 23 years and went solo a little over 3 years ago. I rarely deviated from what I was taught by mentors years ago as to how to approach the practice of law and, frankly, my former partner ran the day-to-day administrative operations. Implementing John's systems in my practice will enable me to better serve my clients and utilize my staff and may actually help me get back a life away from the office. I'm excited to give them a try!!

I practice law in the Czech Republic and the regulation of the legal profession in NY and in the Czech Republic is different, however, the rules/systems described in this book inspired me to transform some of those into my practice and that brought a surprising change in my office. It was very interesting for me to watch how much more work I get done when I uncompromisingly turn my

cellphone off in the morning and I call back later in the afternoon. It worked similarly with the email rules. I have not tried to introduce the whole system at once, I rather go step by step. I really look forward to see how John Fisher's hiring rules will work out in the near future, because introducing other rules of this book like networking/case referring seems to bring more business and a few more hands will be very helpful in my office. This book is a must read for everyone who wants to manage his own business in a way that does not ruin his personal life.

I have been practicing law for 3.5 years and in solo practice for nearly 3 of those years. I'm in the process of trying to transition to a practice/business model and your book "the power of a system" was highly recommended and has provided the foundation and inspiration for me to create systems and the law firm of my dreams. I could not have created the necessary procedures or understood their importance without this book. This book has really opened my eyes on how to run a practice and has inspired me to take the necessary actions to create goals for my practice and life and make them a reality. I can't thank John Fisher enough for writing it. I've read other books on this subject but the Power of a system gives the step by step version of the procedures so someone like me who doesn't know where or how to start creating the system can get started. -Josh

Running a personal injury practice is as challenging an endeavor as you will come across. It often devolves into chaos because every case is so different, and yet John manages to find a way to break down all of the moving, variable parts of a complex personal injury lawsuit into systems which are not just theoretical, but ones he uses day to day to run a very efficient law firm. More than just having a law firm which runs smoothly, he shows you how to run a business (yes, a law firm is a business) which works. It is a book I go back to again and again when I find my practice breaking down and try to identify how to do things better. Beyond just writing a good book, John shares generously with other lawyers and is fully deserving of the plaudits that come his way.

John Fisher has mastered both the art and science of creating a highly functional operating system for law offices. And more than that, he has mastered the art of communicating that system to his readers in this book. It's one thing to do it, it's another thing to document it, and it's yet another thing to write a book about it. John Fisher has done all three at the highest of levels. I not only recommend his book but am using it as a model for setting up my own practice. And even though I do not practice in the injury law area, this book transcends one specific area of law - it's applicable to anyone starting a solo or small firm and I highly recommend getting it, reading it, marking it,

studying it, and implementing it!

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