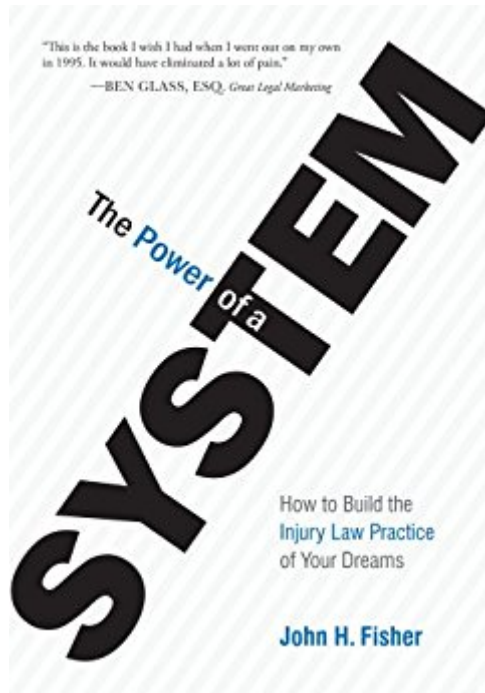


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# The Power Of A System: How To Build The Injury Law Practice Of Your Dreams



## 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**

The the first time I read The Power Of A System, I was hooked. The second time I read The Power Of A System, I took notes. Lots of them. The third time I read The Power Of A System, I highlighted John's book. The beauty of John's writing style is that he describes the exact systems he uses in his office to control everything from incoming telephone calls to what his secretary does and does not do on a daily basis. Many of the things John describes in using systems are, at first glance, common

sense. Many attorneys who are in practice for themselves or with a group of other like-minded attorneys, will quickly realize that they personally do many of these things each and every day. The problem is that each of these lawyers have no system for doing it continuously day in and day out. Each of us reinvents the wheel practically every time we need the same thing done for each new client. What a waste of time and resources to do it that way. Once you understand how powerful it is to create systems, similar to the ones John uses every day in his law practice, you begin to immediately recognize how powerful creating these systems are. It makes no difference whether you are a personal injury attorney, a real estate attorney, a criminal defense lawyer, divorce attorney, a medical malpractice attorney or whatever your specialty. You need to apply these principles into your daily practice and then have your secretaries and paralegals understand how these systems work. The reality is that as the attorney, you are responsible for those you supervise in order to perform the legal work and legal functions that your employees do on a daily basis.

I'm going to go into this in depth because I enjoyed 97% of the book. A bit of background, I've been a practicing lawyer for 15 years and (knock on wood) pretty successful. What I struggled with was two things running the firm and streamlining marketing. This book deals with those two things. Pro's:- Well written, you can tell it wasn't just repurposed blogs or some crap that he put together one weekend. He explains why he suggests things and spends some solid time organizing and writing.- Concrete examples of what works! This is huge, really huge. I've read the E-myth attorney which is a top down, view from 10,000 feet but no hard specifics, same with some of the other books and consultants I've worked with. What I want is a form, an example of what YOU do, what works for you. Don't tell me "automate" and end it that. How the hell do I automate!?! John shows you exactly how on many key points (not everyone) but he goes into a lot of hard, specific details.- Responsive, I've emailed his office and got a response that was very much appreciated.- He's a real lawyer. Not a guy with a JD who couldn't hack it as real lawyer and now consults. Go to his website and you see he takes cases, settles and tries cases. I am always weary of guys who are consultants but don't have a law office. Cons: As with anything there are a couple things that you shake your head at.- His age is showing. Let me explain, I'm only 8 years younger than John but when he says you need to have clients fax in a request for a telephone call, I think "What's a fax?" It's a bit older thinking since the vast majority of my cases are clients in their 30's and have no idea where to even find a fax machine.

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