

THURSDAY, OCTOBER 6–FRIDAY, OCTOBER 7, 2022

We will begin promptly at 7:00am PST / 10:00am EST on both days

BOOT CAMP TO SUCCESS

Creating a Purpose and Profit-Driven Practice with Academy Co-Founders Robert Armstrong and Sanford M. Fisch

STRATEGIC PLANNING SYSTEM—BRIEF OVERVIEW:

Aligning Your Business with Your Personal Values

FINANCE AND OPERATIONS MANAGEMENT SYSTEM:

Managing by the Numbers

A SYSTEMS APPROACH TO LEADERSHIP:

Creating a Firm Culture, Focusing on Unique Abilities and the Road to Mastery

STAFF ACCOUNTABILITY AND TEAM BUILDING SYSTEM:

Putting the Right People with the Right Skills in the Right Positions

COMPREHENSIVE TECHNOLOGY SYSTEM:

Leveraging Online and Offline Tools to Draft Documents and Manage Your Firm

INTEGRATED MARKETING AND PUBLIC RELATIONS SYSTEM:

Multiple Marketing Activities Generating an Endless Supply of Qualified Prospects

NO STRESS CLIENT ENGAGEMENT SYSTEM:

Predictably Inspiring Consumers to Take Action and Retain Your Firm

EFFICIENT WORKFLOW SYSTEM:

Drafting, Reviewing and Executing State-of-the-Art Estate Plans

CONTINUING LEGAL EDUCATION SYSTEM:

Staying on the Cutting Edge of Effective Legal Strategies

ANCILLARY BUSINESS SYSTEMS:

Leveraging Client Relationships to Generate Multiple Sources of Revenue

ONGOING MASTERMIND SYSTEM:

Structures to Participate in a Community of Like-Minded Attorneys

ALL ATTENDEES MUST BE ACTIVE PARTICIPANTS:

- Participants who are not present, or have their webcam turned off, will be disconnected and not allowed back in
- Attendees need to login in on their own—not from a conference room so they can participate in the breakouts

ACTIVE PARTICIPATION IN BOOT CAMP MEANS:

- Participating in introductions
- Participating in breakouts
- Eliminating distractions during these days (no appointments, meetings, or errands)
- Must be present the entire time

