



DO LAWYERS NEED BUSINESS SKILLS

**14 legal business
owners who had
teams**

**6 legal business
owners – no
teams**

Who was interviewed?

**4 legal business
owners with a
consultant model**

**5 business
owners who
have left law**

Part 1 - What do they do?

1. Business Sales and Purchases, Commercial Leases, Commercial property; **Noreen- Kaiser Solicitors, Claire - Claire Murphy Legal**
2. **Construction** and commercial property: **Bill - Barton Legal**
3. Employment: **Jodie - Thrive Law, Samira – SCE Solicitors, Simon – Robinson Ralph**
4. Intellectual Property: **Liz – Virtuoso Legal**
5. Litigation and insolvency: **John – Bailoran solicitors**
6. Litigation, Commercial and Risk Business Solutions including an educational and law-tech approach: **Gary - Rradar**

Part 2 - What do they do?

1. Mixed Legal Services: **Andrew** - Truth Legal, **Ian & Matt** – Legal Studios, **Peter** – Coles Solicitors, **Richard** – Front Row Legal, **Thomas** - FTA Law
2. Family: **James** – Paradigm Law, **Jill** – Rucklidge Family Law
3. Family and Employment: **Laura** – Consilia Legal
4. Residential Property: Conveyancing **Jade** – Lester Campbell New Builds Disputes **Geoff** – Wingrove Law
5. Wills and Powers of Attorney, Probate: **Jane** – Adel Wills, **Rachel** – Roche Legal, Inheritance Disputes only: **Martin** - IDR

Part 2 - What do they do?

1. Providing legal services via Consultants to SMEs: **Kirstie – The Legal Director**
2. Coaching and training: **Andrea – Andrea Morrison, Ann Page – Yorkshire Courses for Lawyers**
3. Electrical business: **Cathy – Little Miss Electrical**
4. Supporting people in the Family Justice Sector: **Kate Safeguarding Association**
5. In-house legal recruitment: **Miguel – Florit Legal**

Yorkshire Superstars who had business training

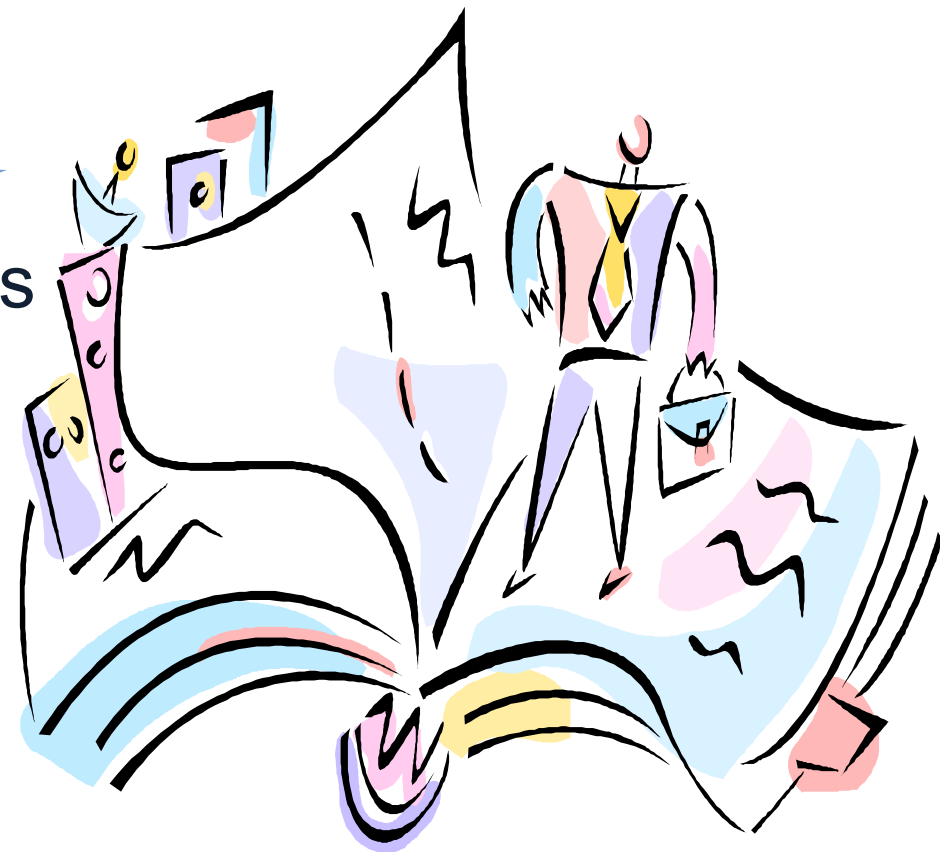
- 6 - Before: **Ann Andrew, Jane, Jodie, Matt, Simon**
- 6 - once started: **Cathy, Kate, Laura, Jill, Noreen, Samira**
- 2 - Relied on experience and continued with business training:
Gary, Liz
- 11 Relied on experience: **Bill, Claire, Ian, Jade, James, John, Kirstie, Martin, Miguel, Richard, Thomas**
- 4 - Learning on the job: **Andrea, Peter, Geoff, Rachel**



Book Comments

1. Turning your professional expertise into a business
2. ... products
3. Know your clients
4. ... in
5. ... hold
6. The interviewee's stories

Competition time



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Joel Topham Sagars

BUSINESS SKILLS *for* LAWYERS

***Turning Your Legal Expertise
into a Business***

Ann Page

Sharing 28 inspirational stories of Yorkshire Legal Stars who have forged their own path.

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Joel Topham Sagars

BUSINESS SKILLS? DON'T BE DAFT I'M A LAWYER!

***What You Need and
Why You Need It***

Ann Page

Sharing 29 inspirational stories of **Yorkshire Legal Stars** who have forged their own path

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Joel Topham Sagars

LOOK BEFORE YOU LEAP!

***Essential Business Skills
for Lawyers***

Ann Page

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Joel Topham Sagars

BUSINESS SKILLS *and* LAWYERS?

***Sharing 29 inspirational stories of
Yorkshire Legal Stars
who have forged their own path***

Ann Page

A close-up photograph of a woman's face, looking upwards with a questioning expression. A large, bright orange question mark is superimposed over the right side of her head. A blue, jagged-edged speech bubble is positioned in the foreground, overlapping the woman's face and the question mark.

**So do lawyers need
business skills?**

Do lawyers need business skills?

Ann Page – Beyond the Brief

Author, Motivational Trainer and Coach



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for Lawyers**

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Supporting you to excel at legal
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