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Alex Valencia Starting
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are a priority

Someone once said,

“If you aim at nothing,

you'll hit it every

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time.” Make sure your

goals are Specific,

Measurable,

Actionable, Realistic,

and Time bound

(SMART). Make them

consistent with your

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build up. You can

then expand your practice over time in

other areas that are complementary to the work that you do. You

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matter how big or

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pieces of advice that I
wish someone had
given to me before I
launched my own law
firm. 1. Focus your
ideas to a single,
important area of

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Practice. You are not
all things to all people.
Decide on your niche,
then narrow your
focus and broaden
your appeal. I decided
to focus on one area
of law from the start:
immigration law.

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About Building a
Successful Law Firm~~



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can add the right

fixtures, paints, and

details (i.e. your

systems) to your

structure.

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changing rapidly and

drastically following

one of the worst

economic recessions

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can be done.

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are harder than others
to break into. For

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your firm successful in

five, 10 and 15 years

is to experiment, and

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make your Law Firm

successful then

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Here are some tips on growing your family law practice. By Jennifer A. Brandt, Family Lawyer.

Building a book of business as a family lawyer is unique because, unlike those who practice in other fields of law, family lawyers cannot rely on repeat business.

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after month, year ...

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