



How to Build and Manage a Personal Injury Practice (ABA Law Practice Management Section's Practice-Building Seri)

William K. Gibson

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The book covers planning for a personal injury practice; deciding whether to go solo or form a partnership; marketing and financing the practice; interviewing clients; keeping clients happy; managing the workload; choosing office space and equipment; and much more. Written by an experienced and successful personal injury lawyer, this newly revised edition is perfect for lawyers starting a personal injury law practice and for current practitioners interested in improving their practice. Sample forms, reports, and letters are included on an accompanying CD-ROM.

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