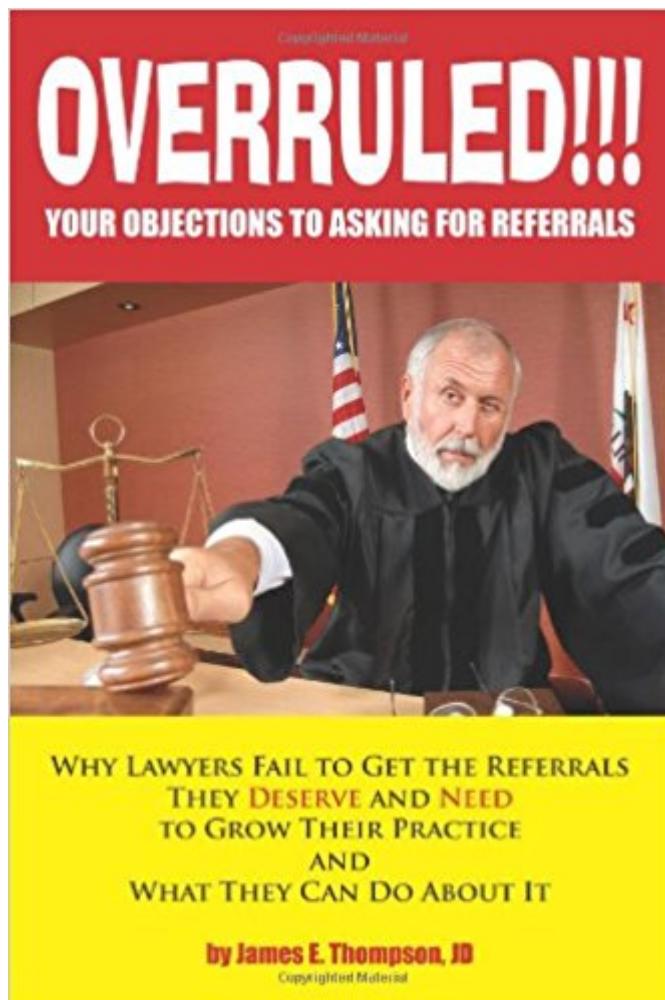


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OVERRULED- Your Objections To Asking For Referrals!: Why Lawyers Fail To Get The Referrals They Deserve And Need To Grow Their Practice And What They Can Do About It





Synopsis

This book is a must read for any Attorney who wants to build a successful law practice. This book is about how to grow your practice through referrals but unlike all other books on the subject it is written by an attorney specifically for attorneys. In this book, Jim, a retired attorney and marketing coach will teach you the right way to get referrals by developing your "Referral Mindset" and just as important, he will teach you how to develop the "Referral Mindset" of your clients so that they will become your "Referral Ambassadors".

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James E. (Jim) Thompson, J.D. is a retired trial lawyer having practiced for over 26 years. Jim has always been passionate about teaching and after retiring he founded Lawyers Marketing Resouce. LMR works with lawyers to educate them on how to successfully market their services and get more clients primarily through getting more and better referrals.

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