



Podcast Episode 87: Affordable Test Prep & Social Entrepreneurship (with Guest Chris Henjum)

Lee Burgess: Welcome to The Law School Toolbox Podcast. Today we're talking with Chris Henjum the co-founder of Esqyr. Your Law School Toolbox hosts are Alison Monahan and Lee Burgess. That's me. We're here to demystify the law school and early legal career experience so you'll be the best law student and lawyer you can be. We're the co-creators of the Law School Toolbox, The Bar Exam Toolbox and The Catapult Conference. Alison also runs the Girl's Guide to Law School. If you enjoy this show, please leave a review on iTunes. If you have any questions, don't hesitate to reach out to us. You can reach us via the contact form on LawSchoolToolbox.com. We'd love to hear from you and with that let's get started.

Welcome back. Today we're talking with Chris Henjum. Chris is an attorney and social entrepreneur. He is the co-founder of Esqyr.com, which is the first and only public benefit corporation devoted to providing credible, affordable test prep. Chris is also an attorney and an analyst with Flaherty & Hood in St. Paul, Minnesota. Welcome Chris. Thanks for joining us on the podcast.

Chris Henjum: Thanks.

Lee Burgess: To get things kicked off can you share a bit more about yourself and what led you to start Esqyr?

Chris Henjum: Sure, so Esqyr came out of my own frustration with bar prep. I graduated from the University of Minnesota in 2010 which was just an absolutely terrible year to start a job hunt. In order to broaden my own job search I took a variety of bar prep courses for various states across the country. This was time when a lot of folks couldn't find a job. Student debt was just becoming this huge issue for students. It struck me as really bizarre that there was this requirement that in order to work, students needed to hand over \$4,000 to \$5,000 to two or three big bar prep companies. I moved out to DC to begin work. While I was there, I started digging around how much it actually cost to license the actual bar prep materials. Things like the questions and the answer explanations from the National Counsel and Bar Examiners, and it definitely was not thousands of dollars. That huge disparity in cost, and the current student debt crisis got me started down this road.

Lee Burgess: That's pretty interesting that your own bar prep journey got you started on this. How many bar exams did you take as you were moving around the country?

Chris Henjum: I took three. I took one for Minnesota, Illinois, and DC.

Lee Burgess: Wow, that's a special type of torture.

Chris Henjum: It was, it was completely terrible. It was the worst.

Lee Burgess: Why do you think that bar prep is such an expensive product? Especially when it comes to those large commercial bar prep courses -- which shall remain nameless, but everybody probably knows what we're talking about -- that most people do end up signing up for in law school. I took one of them, so I can't ... I did it too.

Chris Henjum: It is nuts how expensive they are. I think there is a whole bunch of reasons. I was just talking to some folks who work for this big company. Not these tube companies, but a big company that administers licensure exams. They were saying that the U.S. is just odd, that they separate the schools from the folks that who actually give you a license to actually begin work. In other countries it's not that way. The school actually prepares you and then also gives you the license to begin work. When it's separated like that, students are subject to these companies that can just run up the cost as much as they want. It creates this really bad situation. Me, myself, I registered for one of these huge companies. I got this huge crate of books on my doorstep that I would never, ever read in a million years. It's too much information. It's just too much to go through.

I think that makes a lot of students real frustrated that they have zero choice in choosing what they can select from these bundled packages full of materials that aren't actually tailored to what they want or need. I think that just the lack of choice runs up the cost and then the fact that students are real nervous, already have probably hundreds of thousand dollars in debt. What's another three or four grand?

Lee Burgess: I think that that's really true. I think back in the day it use to be that when everybody was getting a firm job that the firms were paying these bills.

Chris Henjum: That's right.

Lee Burgess: I'll be honest. The firm paid for my bar prep. I didn't think that much about it because they were going to pay for it, whatever it was. That's just not the case anymore. Even some law firm compensation packages aren't able to provide bar prep compensation anymore. I think that as a student looking at your bar prep options the beauty of the internet is there are a lot more options out there than there use to be, so there's more competition. Also, I think you have to remember that these out-of-the-box packages -- Like you were mentioning. You get the big crate of books. You get the same online system -- it is one bar prep

option for every single student in the country. Really that's just not practical. Everybody's going to learn differently, everybody has different skills.

Alison and I recently did a podcast to where she talked about how she didn't ... She prepared for two different bars without purchasing a large commercial bar prep program because that wasn't what she felt that she needed. Although it might be nerve-racking to pick something that is not the norm, day one of your 1L year is not when you need to decide how much money you're going to spend preparing for the bar and how you're going to prepare for the bar.

Chris Henjum: For sure.

Lee Burgess: One of the things I think is very interesting about you, when we talked for the very first time a little while ago, was that you started this Esqyr project while you were practicing law. Alison and I often call this the 'side hustle'. We would call you a side hustle entrepreneur. What were the challenges of working on this project while having a more traditional legal job?

Chris Henjum: I think time, hours in the day. I mean my wife and I just recently had a child. Between my day job as actually working as an attorney and then my night gig, which is the diaper changing and the preparing of bottles, there's just not a whole lot of extra minutes in the day to go around. I think it's getting that good team. A lot of startups like to point to their secret sauce or whatever. I hate to say it, but ours is our team.

We have a developer, Michael Wilson, who does amazing work and Anthony Chester who does the sales and content stuff. Having those guys who appreciate the social mission and work on this for free because they believe in it makes it super rewarding. Also, just hearing back from students who are just real frustrated and are glad to have some avenue to study for the bar. A lot of these students had nothing. I mean they either had nothing or they had to go to Wells Fargo or one of these banks that have a special section on their website for the bar loans, which is in itself just nuts. You never hear of a nursing loan. It's just real rewarding. The challenge is our time, but that can be balanced with other things that are the pluses, I think.

Lee Burgess: Going back to what Esqyr really is, which I realize we really haven't covered enough of so far in our chat; students might be wondering. You're providing credible, affordable test brand. You have licensed some of the questions from the NCBE, The National Conference of Bar Examiners. If I'm a 3L, or a 2L or 1L I'm thinking about my bar options. What is Esqyr as an option for me? What are you really able to offer?

Chris Henjum: Sure, there are three things. There is our "real results", we call it, which is our NCBE study tool that gives students the answers, questions, answers, answer explanations and allows them to track their progress overtime. There's a second

tool that gives them the opportunity to go through some NCBE MEE questions, answers, and answer explanations. That can be pared with something like the Bar Exam Toolbox is offering us. While that's a great tool, I'm not sure that that can fully prepare someone for the essays, but it's a great tool nonetheless. Also, there's our MPRE tool that gives them the real questions, the real answers and that allows them track their progress overtime. That's the three tools. We hope that this can be supplemental to if someone does want to go with one of the big guys. Some of those big guys don't use real materials for whatever reason. Also, if they want to put together their own tailored study package, which a lot of students are increasingly doing, then they can do that.

We've also been in discussions with law schools ... We actually just sold our first law school last week. Where law schools are turning to this sort of thing as a very reasonable way to track their student progress and then intervene in various ways to improve their student outcomes. As you know there's new requirements on law schools to make sure their students actually succeed.

Lee Burgess: Yeah and if you're going to a law school where bar passage is concerning, it's very concerning, and you're probably getting a lot of communications from administrators and deans about what your law school's going to do to help you out. If your law school's providing you resources to study for the bar you should use those resources to the fullest extent possible.

Chris Henjum: Most definitely.

Lee Burgess: Definitely, and one of the things that I liked that you mentioned was just focus on real questions. I, personally, also believe that real questions are important. I think that if you are studying from the questions that have been retired from the actual exam it's going to give you a better understanding of what the test's really going to look like. I think the one thing that can be frustrating for folks is, of course, around simple procedure. The newest question that's on the multiple choice section; we don't have the same banks. Those types of questions. It's still about seeing how they word these questions, what are the distractors, how they do their answer choices. You've really got to dive into and just get comfortable with doing these questions and going through the analysis and figuring out what went wrong so you can remedy it and track it. I like the fact that you do a lot of tracking because tracking success and not so much success, I think, is a very important part of anyone's bar prep.

Chris Henjum: No. Most definitely. Part of our thing ... I hate to give the sales pitch, but a part of our thing is our low cost. It's a nice way in order to get all the NCBE materials at a low cost. We actually, I hate to say it, but beat the NCBE on price if you want to go to their store for whatever reason. I mean I really, fully believe that you can start to see patterns between questions by taking a lot of them and figuring out what you're doing right or doing wrong.

Lee Burgess: Practice is so incredibly important. We beat this drum with law students and bar takers over and over again, but practice is a huge identifier of who's going to be successful. I talk to people who failed the bar all the time. One of the first things I ask them is, "What sort of practice did you do?" It's on my intro student questionnaire that they get if they decide to work for us, and so often it's like, "I had time to do five essays." That's just not enough.

Chris Henjum: No, it's not enough.

Lee Burgess: It's not enough. It's just not enough. One of the other things that I think is interesting about Esqyr is, you guys decided to make it a public-benefit corporation. For some of our listeners who may not have taken corporations yet, they may not even know what public-benefit corporation is. Why did you decide to structure your company this way? What is it?

Chris Henjum: Sure, so public-benefit corporations are somewhat recent legal entity that, as a part of its incorporation documents, obligates us to pursue a social mission at the same time that we're pursuing our bottom line. If a shareholder ... Say a like a TOMS Shoes. A shareholder was upset at TOMS Shoes for giving shoes away, TOMS Shoes could point to their incorporation documents and say, "Hey, that's actually in our incorporation documents. We can do this." For us, it gives us some safeguards to actually pursue a social mission that we care about.

Our social mission is to reduce and prevent student debt. More specifically, it's to give back at least 20% of our profits to doing so. We do that by contributing to organizations that work to advocate for reforms in legal education. In our first year we're giving back to Law School Transparency, which is doing great work on reforming legal ed so that there is less debt for students. At the same time we're also giving back a lot of accounts as part of our sales to law schools.

A law school say purchases X amount of accounts, we give accounts back so that a student who is going into Indian Law and is working on a reservation, or a student who might be going into a small rural city to do law and may not have the same advantages in repaying their debt, we give back accounts targeted at those students who face the most challenges. I mean, it really gives us, I think, a way to feel impassioned on what we're doing, but it also allows to us to open doors. I think law schools, in particular, are not happy paying so much for each student if they are purchasing materials for their students. I think law schools are looking at alternatives. I think that a public benefit corporation offers them an alternative.

Lee Burgess: That's really interesting. I think this is such an interesting time in the world where social entrepreneurship is such a buzz word. I think a lot of people are trying to take a business idea and create a social mission for it. I think TOMS Shoes is such a great example of somebody who most of us are familiar with do this. I think when a lot of folks think about how they want to be an

entrepreneur, having a social cause is a lot of what drives folks. Especially right now in the current political climate.

Chris Henjum: Yeah, no. For sure. I think it's just really exciting as you grow. I mean you expand your social impact as you grow. It's just very inspiring to see your own impact on the world as you sell something that's actually helping students, in this case, but in TOMS Shoes, selling shoes or whatever your social mission is. I think it's just a really, cool way to organize what you want to do as an entrepreneur.

Lee Burgess: Yeah. I think that that's really great. Did you always know that you wanted to do some sort of entrepreneurial adventure, or is this just something that ... an idea that came to you just while torturing yourself with bar prep?

Chris Henjum: It wasn't that I was really torturing myself with bar prep. It was more as I was torturing myself trying to repay my own student loans.

Lee Burgess: Oh!

Chris Henjum: I mean that was really the impetus here. As I mentioned, I'm attorney during the day, but with student debt ... My own at extreme levels, it's I think really helpful to start something on the side. Even if it's just an idea early on. It's just really ... It's a nice side-hobby and it's cool to see a side-hobby turn into side-gig, a side-business.

Lee Burgess: Definitely. If a law student has seen this and wants to explore becoming an entrepreneur, what advice would you have? Did you start collecting tools that might helpful? Did you meet your business partners first? What is your journey to becoming an entrepreneur? What advice would you have for law students considering that as a next step?

Chris Henjum: Sure, I think it's just having an idea that makes sense and really researching it and trying to vet it with family, friends and your professional contacts. For me it's making those small steps forward. Reserving a domain or chatting with similar companies. As I said, you'll be surprised at how quickly a side-hobby can become a side-business. For me, I did research, start drafting business plan, had family and friends tear it to shreds, went to CLEs and organizations and places that ideas like this were being batted around and then all of a sudden I'm on this podcast with you. I mean, it's just really ... It's amazing how something small can just slowly turn into something that you have business cards for.

As far as tools though, for folks who are a little bit further along, I'd recommend ... There's an accounting software called [Xero](#), which is super-cheap and just as good as Quicken, which is somewhat expensive. I would recommend [Trello](#).

Lee Burgess: We're obsessed with Trello too.

Chris Henjum: It's great. I mean it takes about five to learn and saves you so much time-

Lee Burgess: It's the best.

Chris Henjum: As you go forward.

Lee Burgess: I think we've written about it on the blog. We think all law students should be using Trello to manage their school life, personal life. I think we have tested the breadths of Trello. We actually use it even our tutoring programs. If any our tutoring students are listening to this Trello you know well because we use it to share information and manage processes with our tutoring students.

Chris Henjum: I think my whole life is now run on Trello. It's a very great tool.

Lee Burgess: Do you track the diaper changes on Trello? Has it gotten to that point?

Chris Henjum: That's right, no I should. I should've. If there's a way to post pictures maybe I'd do that for folks. I guess the third one I'd point out is just learning WordPress, which sounds like a huge pain and it sounds like, "Oh gosh I don't even know how to even approach that." Hosting a WordPress theme is something that can be very valuable in broadcasting and showing off your business, at the same time that it can be applicable to your day job, if you still have one, with your law firm or whatever. They look pretty professional with very minimal work if you just bought a theme. Those would be the tools I'd suggest for folks.

Lee Burgess: I think that's really great. We recently has some podcast episodes about ways to increase your skills as an entrepreneur. Also, the importance of soft skills, even in your legal practice. I think that a lot of the things that you're talking about either productivity tools or just some general understanding of how some technology works around WordPress or promoting yourself. I think those are very important skills and those are all things that you can get comfortable with in law school. I think when you go into a law firm, often times they are impressed when new associates or new people to the firm can ... You're not going to come in and transform how they work, but you can sometimes have suggestions for ways to work more efficiently. That's only going to make yourself a better lawyer and a better business person.

Chris Henjum: No, for sure. I think having legal skills is wonderful and that's necessary at working for a law firm, but having these soft skills can make you indispensable at the same time in other ways.

Lee Burgess: Yeah. What sort of law do you practice during your day job?

Chris Henjum: I do a variety of things. I work for cities, so mainly rural cities at the Capital. That could mean legal work or could advocating on their behalf. I hate to say the

dreaded 'L' word lobbying, but that's something that we do. It's exciting in my day job also to work on behalf cities that are also generally doing the right thing.

Lee Burgess: Yeah. For sure. Since most our listeners are law students ... I know it hasn't been that long since you've been in law school. What would be your top three pieces of advice for students who are trying to find success in law school?

Chris Henjum: Sure. I think it's real important for students to focus on grades and all of that. Grades are super important. The other things that are important are brief writing, memo drafting; that real world skills. That's the stuff that really matters over the long-term and can really help you on your essays for the bar exam. It's also something that Bar Exam Toolbox assists with. It's just super important. Second I suggest ... this is something I learned the hard way. Rote memorization is not the key. Going to write a million flash cards is not something that is going to help. You also need to craft an argument and really understand how the legal principles rate an argument that makes sense come essay time or come exam time.

Also, I think ... This is something I didn't do. I alluded to this in my comment on creating flash cards, because that's all I did. You're not supposed to create flash cards up in a study room. Writing thousands and thousands of flash cards and just being away from everyone and just not showering and not being human. I think that's not good for your mental health and it's not good for your exam performance. It's really just disastrous for after law school when you handle these professional connection ... Or you should have professional connections. If you leave law school and you have spent 1,000% of your time studying and not interacting with folks that's going to really hurt you down the line.

Lee Burgess: That's a really good point. Something that's not often times is talked about is that you're also there to start your ... to be a part of your community, to be a part of this legal community that's going to follow you down the road.

Chris Henjum: For sure. For sure. You never know where folks will end up. I mean, someone may start in this area of law across the hall from you. It's really important to make those connections early on.

Lee Burgess: Yeah. I also love what you said about brief writing, which ... Awhile back I did a podcast recording at a conference where they were talking about the skills necessary for the 21st century lawyer. The feedback from recruiters and high level partners at some large international law firms was really the importance of really the craft of legal writing. That's not just being able to put sentences together but, like you mentioned, you have to craft arguments, but you also have to execute impressive work.

I think that so often in law school we can get lost in just focusing on grades and forget that you are trying to work on your craft. If you want to get nerdy about

it, and I get kind of excited about things like legal writing, because it's fly. I do what I do. It can be fun to get really good at something. One of the things that I find interesting is I was ... I know this is going to sound totally random. I was reading the new Amy Schumer book that came out-

Chris Henjum: Sure.

Lee Burgess: ... the other week. One of the things she has a chapter on that I thought was completely fascinating was how hard she had to work to learn how to be a standup comic. It turns out, it's not like she was in college being a standup comic. She gets out of college and she decides that she wants to be a standup comic in New York. It wasn't like she just showed up and was so funny they put her on TV. She talks about how bad she was at first. She talks about finding every opportunity to do any sort of standup. Multiple times a night, different locations. She had to bring friends with her to even allow her on stage. It was like you had to bring eight people to the audience to get you a spot on stage. It was fascinating because I think that in law school one of the ... And in the legal profession too there's kind of this assumption that you should just know how to do this stuff when you get there.

I think anytime someone's at the top of their game and you really dig down to how they become good at what do it's because they studied a craft. One of the things I thought was so impressive about her book, which is very funny, if you haven't had a chance to read it. There's just this whole chapter on basically the reason she's good is that she busts her ass and she took every opportunity to practice. She got a lot of feedback and criticism and she got better and better. She was really bad when she started and that was okay. That's not something to apologize for. I think it's important if you're struggling in law school to remember that like excellence in anything, it's okay if you're kind of bad. You just have to work on getting better.

Chris Henjum: No, for sure. It's welcoming those corrections too and really understanding what went wrong. I remember my first brief. I got it back from my supervisor and it looked like someone just opened bust open a red ink pen on the paper. It looked like someone bled all over it. It's looking at that and saying, "Hey, thanks that's really nice that you went through that and helped me grow." That's going to help, it's not going to ... it's not looking at the angle going, "Oh, my gosh," and getting defensive about it. Those scales are so, so important going forward if you work in the legal world in a law firm or elsewhere.

Lee Burgess: So true, and I think even if you decide to leave a law firm and go into business or something else, I mean still the written word is how we communicate. I think it just becomes even more important these days with email. You're still so much of our work ... I mean I love doing podcasts and talking on the phone, but I also balance a ton of my day just by communicating with people in writing. That's basically what we-

Chris Henjum: No, for sure.

Lee Burgess: ... all do. If that's something that you struggle with, I think it's important to continue to work on it. Then, going back to the bar prep space, that's one of the reasons why practice is so important. The bar, from my perspective, is such a mini challenge. It is temporal. It's going to end. Hopefully you're going to take it and you're going to pass. You still have to figure out your craft and what is being required from you. What I like about the story you just shared about getting that first feedback from your boss ... Boy, I remember it wasn't a legal field when that happened to me the first time. It was my first job, serious job outside of undergrad. I was doing political PR. I wasn't necessarily lobbying. I was maybe helping people who did that dirty word. I was also working with local governments, ironically. What was interesting is when my boss gave it back to me of course, I thought, "But I'm so good. Didn't you hire me?"

Chris Henjum: Yeah. It's hard not to do that.

Lee Burgess: It's hard.

Chris Henjum: Especially in law school. It's especially in law school because a lot of students are at the top of their class. They go to a place where things are totally different. Everyone is super smart. It's tough.

Lee Burgess: It's very tough. We call this the growth mindset, which is exactly how you reacted to it and where I came around and reacted to it. Taking it as feedback and taking it as, "What can I do to become better?" I think in the bar prep world, when you start studying for the bar, the first time ... People want to put off practice because it's so painful. The first time you do the essay or the first time you do the performance test it is very sobering. It's probably going to be a bit of a disaster. I'll just be honest. It's not going to go particularly well. If you start taking the UBE or doing these MEE questions ... These essays are 30 minutes. Cranking through these essays in 30 minutes is not easy. It's not easy. You kind of get smacked upside the head a little bit because it's frustrating. It's all about what you do with that information.

If you realize you don't know any of the law and you thought you knew everything about constitutional law, then that's really important information for you to regroup and then come back and practice again. The solution is not, "Oh, I don't have enough time to practice so I should not practice again."

Chris Henjum: That's right. You have to pass the exam. You need to learn it and that's the best way to do it.

Lee Burgess: It is the gatekeeper. Like we were talking about, it's expensive to buy bar prep and things like that. It's also really expensive to fail the bar exam, unfortunately. You have a delay until you can get another job. Often times ... I know in

California the amount of money it just takes to for privilege of sitting for the exam is thousands of dollars. That's not necessarily taking into account hotel rooms and things like that. Taking this idea that you're always a work in progress and that you're learning, and growing and that when you get these bumps in the road, which happen all the time during bar prep, that you're able to overcome them is very important. I love that you did flash cards but hate them. I hate them. My flash card story though ... I hated them back in elementary school. I would make them to memorize the state capitols or something.

I've always hated them. What's fascinating to me is when ... I never used flash cards during all of law school and then when I got to the bar exam I made a whole stack of flash cards for real property because everyone else was doing it. I think I used them once and then realized it was a complete waste of time.

Chris Henjum: Well, it is. It just takes so long to create. I think that goes back to finding a design, finding a bar prep package that actually works for you. Students study differently and they should be able to tailor their study package to how they study. I think there's tons of great, small companies out there. I mean I've talked to folks who run a flash card company, in fact, that have a great product-

Lee Burgess: Is that Critical Pass?

Chris Henjum: It is [Critical Pass](#).

Lee Burgess: We've got-

Chris Henjum: There are-

Lee Burgess: We'll add links to a review of their product on our show notes.

Chris Henjum: I mean there are awesome other small companies that can help students succeed and it's knowing what you need rather than just following the usual, "I need to do X because that's what everyone else is doing."

Lee Burgess: Right. Exactly. I think really owning this experience for yourself. No one, when you pass the bar, is ever going to go back unless you may work in the bar prep world and ask how you passed the bar. It's not like a common interview question. It's like you're going to sit down, they're going to be like, "So, which bar prep company did you use?" Nobody cares. Nobody cares. All they care is if you passed. To be honest, [we have another great article that we'll link to in the show notes written by an attorney who had failed the bar once](#). I think even she talks about the fact that no one's ever asked her if she failed the bar in an interview. No one really cares once you pass. I think all that matters is that you pass.

Chris Henjum: Yes, no, for sure. There's just so many resources out there like I mention. It can be done. It can be done and it can be done in various ways.

Lee Burgess: If you are listening and you have yet to sign on the bottom line with a big bar prep company or you're concerned about the money, my pieces of advice are wait to decide how you're going to prep for the bar until you have more information about what kind of law student you are, what your academic challenges will be, so you can figure out how to put together the right package for you. I think resources like Esqyr are good to check out. Again it's all about, what do you need? What are your struggles? What resources are available? Make sure you also know what your schools are providing. You never know. You might be getting some spiffy stuff for free and you didn't even know about it. For free. Because school is kind of like free, except it's like a hundred thousand dollars plus.

Chris Henjum: It's true. It's true. It's true. If you run into your school offering a package that you don't like I think you should suggest to that school, "Hey, I don't like this package" Because we've talked to some students who really don't like what's being offered. I think it takes some students speaking up to really hammer that home. Schools sometimes sign these agreements where they only can offer one particular thing, and if that's not working for you, you need to let your school know.

Lee Burgess: Yeah, I think that that's a really good point. Just because they're showing up at your school to table does not mean that those are the only options out there. Do your research and be a good consumer. I know that you guys are offering some MPRE resources as well, right? Not just-

Chris Henjum: Yes, we're offering MPRE and MEE resources. If you want to test run our software using the MPRE it's \$14.50 ... or it's \$16.50. It's very inexpensive.

Lee Burgess: I think the MPRE is a great way to test run software. I think most of the companies offer a low cost or a no-cost option to see what they're products are. This is, again, something that's completely underutilized by law students because you need to shop around. Shop around. Find out what your options are. I think it's great at that price point they can check out your product. Where can people find more about Esqyr? Is it just best to go to the website?

Chris Henjum: Yeah, esqyr.com or you can just Google us. If your listeners want a discount we're actually offering folks who are listening to this a discount of 10% off on their MEE and MBE study tools. You can shoot me an email at Chris@esqyr.com. Otherwise, go to Esqyr.com/barexamtoolbox and you can see that offer there.

Lee Burgess: Great, we'll also include that in the show notes just so you guys can quickly look it up. Well, thank you so much, Chris, for joining us. Unfortunately, we're out of time. I think this has been really interesting. If you've enjoyed this episode of

The Law School Toolbox Podcast please take a second to leave a review and rating on iTunes. We'd really appreciate it. Be sure to subscribe so you don't miss anything. If you have any questions or comments please don't hesitate to reach out to myself or Alison at lee@lawschooltoolbox.com or alison@lawschooltoolbox.com or you can always contact us via our website contact form at lawschooltoolbox.com. If you are starting to think about the bar exam, remember we also have our sister site the barexamtoolbox.com with a lot of helpful free resources, information about our courses, and tutoring. Thanks for listening and we'll talk soon.