



Alison Monahan: Welcome back to the Law School Toolbox podcast. Today, we're excited to be talking with Stephanie Everett – President and Community Team Lead at [Lawyerist](#) – about starting and growing a law firm. She's also the co-author of the recent book [The Small Firm Roadmap](#). Your Law School Toolbox host today is Alison Monahan, and typically, I'm with Lee Burgess. We're here to demystify the law school and early legal career experience, so that you'll be the best law student and lawyer you can be. Together, we're the co-creators of the [Law School Toolbox](#), the [Bar Exam Toolbox](#), and the career related website [CareerDicta](#). I also run [The Girl's Guide to Law School](#). If you enjoy the show, please leave a review or rating on your favorite listening app. And if you have any questions, don't hesitate to reach out to us. You can always reach us via the [contact form](#) on LawSchoolToolBox.com, and we would love to hear from you. With that, let's get started.

Welcome back to the Law School Toolbox podcast. Today, we're excited to be talking with Stephanie Everett – President and Community Team Lead at Lawyerist – about starting and growing a law firm. She's also the co-author of the recent book *The Small Firm Roadmap*. So welcome, Stephanie.

Stephanie Everett: Hey, thanks for having me.

Alison Monahan: Oh, my pleasure. Well, to get started, would you mind giving our listeners just a brief overview of your career background, so they have some context?

Stephanie Everett: Yeah, sure. So, I am a lawyer. Graduated from law school and jumped into BigLaw. And then had no intention of starting my own practice, quite frankly; I thought I'd just retire from that firm. But then about five or six years into practice, had an opportunity to start a firm with a partner, and so we did. So, we jumped and started our own small firm doing real estate litigation, business litigation. Grew that from a team of two to 20 in just under seven years. And then I decided to kind of shift my focus and help lawyers figure out how to grow their firm, because I realized all my colleagues and friends were coming to me saying, "How did you do this thing?" And I realized some of the things I had figured out about being a business owner might not be so obvious to other lawyers. That's just taken me on a crazy path for the past couple of years of doing lots of different things to train and coach attorneys.

Alison Monahan: And is that how you got involved with Lawyerist?

Stephanie Everett: Yeah, Sam and I met... Well, I went to their conference as an attendee and then met them. And then Sam and I were speaking at a conference together and had dinner. And next thing you know, I had a new job. So, you never know what a conference or dinner is going to lead to, right?



- Alison Monahan: That's what we always say, you just really don't know. Yeah, I've met Sam years ago at a conference. He did not offer me a job, but he was very nice.
- Stephanie Everett: Yeah, good.
- Alison Monahan: And if people just want to find out more about you and your work, where should they look for that?
- Stephanie Everett: Yeah, head to [lawyerist.com](http://lawyerist.com). You can find me there and probably some other places like LinkedIn and Twitter, but don't ask me my Twitter handle, because I don't know it.
- Alison Monahan: Yeah, I went cold turkey on that. It's all the automated stuff now, don't tell anyone.
- Stephanie Everett: Yeah.
- Alison Monahan: So, for people who are not familiar with Lawyerist, could you just give us a brief overview about what that is and what it does?
- Stephanie Everett: Yeah, so I it really started about 11 years ago, maybe as a legal tech blog, because that was a thing then that not many people were talking about. And since then, the site has evolved and grown, and so has the company. And so it's really a great resource to go to our site and you can find a ton of content about the practice of law, the business side of running a law firm, innovation, and technology. We now have our own [podcast](#). And then a couple of years ago, when I joined the team, really developed this idea of community. So how could we help lawyers even more beyond the website? And so now we have conferences and programs, where attorneys can pay to actually come in and get business coaching and discover even more content about how to run their business, because unfortunately, there are no HR, or accounting, or business school, business classes in law school. I think some are starting, so that's good.
- Alison Monahan: That would be great. Yeah, as soon as we finish this, I actually have a call with a QuickBooks consultant, because these are all the things they don't teach you in law school about what you're going to need to do later if you start a business.
- Stephanie Everett: Exactly.
- Alison Monahan: So, you work with a lot of lawyers, obviously, who are sort of trying to start or grow their firms. What kind of mistakes do you see people making just over and over again?
- Stephanie Everett: I think the first fundamental mistake is realizing... We have this idea when we come out of law school that we can just hang a shingle, and which is great, and



so we start a business. And a lot of folks don't put that together, that when you do that, you actually are starting a business.

Alison Monahan: Exactly.

Stephanie Everett: Now all of these things fall onto your shoulders – from technology and the software, and like you mentioned, accounting, and QuickBooks, and invoicing, and getting paid. And what do you do when someone doesn't pay you? And marketing your firm, and how do you get clients to hire you? And sales process. And then how do you deliver an amazing client experience? Law school teaches us how to think like lawyers and a little bit how to practice law. Hanging your own shingle and doing it on your own just adds a whole another layer of complexity. I think the biggest mistake lawyers struggle with is realizing they're now business owners, and what does that mean to wear a business owner's hat?

Alison Monahan: No, I think that's absolutely right. If you told me in law school I would be running a business, I would have said that you were crazy, that I had no interest in that. And then I would have said, "Next. Like, there's no way I could do that. I don't know any of these things that I would need to know." But the reality is, you can learn them. But it is something you have to approach and learn, or you're probably not going to successfully run your business.

Stephanie Everett: Yeah, for sure.

Alison Monahan: Yeah, so most of our listeners are still in law school. Is this too early to be thinking about starting a practice? Do you think it's realistic to plan to do this right out of law school?

Stephanie Everett: I know a lot of attorneys who do, so I guess the answer is "No". And actually, one of the things that I ended up doing at one point, as I started an incubator here in Georgia for newer lawyers who wanted to start a socially conscious law firm, I worked with all the law schools to put that program together. And so, actually I've worked with about 40 or 50 attorneys who came right out of law school and decided to start their own practice. So the answer is, it absolutely can be done. But the bad news is, it's hard.

Alison Monahan: I would imagine it's very hard. And is this the [Lawyers for Equal Justice project](#) you're talking about?

Stephanie Everett: Exactly, yeah, because now you're being asked to not just figure out how to start your practice and grow a business, but you're also sort of still figuring out how to practice law. I always say that one of the hardest things to do as a newer lawyer is figure out who to mail what to when. And I guess now there's e-filing, so maybe that analogy isn't even good anymore, but...



Alison Monahan: Well, definitely you've got to figure out how to use that, which is not even that easy. I would always say to my secretary, "How do we file this again? Which funds do we need to check? How do we do this?" It's definitely not something you do in law school.

Stephanie Everett: Yeah, there are just lots of little technical things that you need to figure out with the practice of law. And so, if you're in law school and you're thinking this is the path that you want to go, I think it really becomes that much more important to get all the hands-on experience that you can while you're in law school. So take advantage of those interns and externships and working with lawyers, so that you can be exposed to what the day-to-day practice of law is like, and you have an understanding of what that looks like.

Alison Monahan: And for people who are interested in starting a firm, do you think it's important in law school that they just sort of focus or specialize in a certain area, or do you think that's just not realistic?

Stephanie Everett: It's tough to do, but the sooner you can specialize and focus, I think the easier your path becomes, because when folks would come into Lawyers for Equal Justice, they would often say, "But I don't know what I'm interested in yet. I want to experiment, I want to try lots of things." And that's great. And you certainly can, but imagine now you're trying to do all the things, run a business and get new clients in, and suddenly you now have to figure out what the estate planning process looks like, and research that. And then somebody calls you and says they have a divorce, and you're like, "Oh well, maybe that's interesting. Let me figure that out." Well, that involves a whole another line of thinking and other things to think about. That example might sound ridiculous, but I saw people doing it. But even within family law if you say, "Okay, I want to be a family lawyer", even divorce looks very different than custody, which looks different than, we have legitimation here in Georgia that looks different... All of these things take time to learn and figure out, and then also develop your systems and your processes so that the back end piece can be easier and you're not always reinventing the wheel. So, I know as new lawyers you're excited and you want to try lots of things and get exposure to lots of things, and that's great and I want you to do that too. But the sooner you focus on, "Okay, here's my path", the easier it'll be to build your business. It's just reality.

Alison Monahan: Yeah, I 100% agree with that. I flipped through the book that we're going to talk about later that you guys have written and I saw a lot of stuff that you see – anytime you're talking about setting up your own business, about, "Who's your ideal client? How are you going to serve this person? What are you offering them?" So, it's a little shocking... I guess not shocking – a little surprising to me that people were coming in to this incubator and saying, "Well, I don't really know exactly what type of law I want to practice yet." I would assume that



would be kind of the first step before you decide you're going to go out on your own and do it.

Stephanie Everett: Right. Or they'd had an idea and then they'd see what their neighbor was doing and they think, "Well, that looks interesting."

Alison Monahan: Right, "Maybe patents for me."

Stephanie Everett: Yeah, and I would be like, "No, you've got to stay with what you know, come on." Most of the participants did know, but I'm thinking of a few that if they heard this right now, they'd be smiling going, "Oh, she's talking about me, because that was a struggle." The struggle is real.

Alison Monahan: Right. And how do you help people in that scenario? If someone's in law school listening to this, how can people sort of figure out what the right area for them is when they haven't had this experience, so it is hard to know?

Stephanie Everett: Yeah, I might give advice that's probably different than... What we typically hear is, "Follow your passion and do what you love." And look, I'm a big advocate of following passions and loving what you do. And I think that needs to be an element of it. But if you're in law school listening to this and this is something you're thinking about, I think you have an opportunity to maybe approach it a little bit differently. I was at a local law school here on Monday, teaching a course on interviewing, and a guy came up to me and said, "Hey, I have kids, and it's really important to me that I don't want to work... I'm older, this is a second career for me and I don't want to do what I think young attorneys have to do." And I was like, "Well, that's great." Think about your practice area in those terms, because there are practice areas that don't require that you work late to prepare for trial the next day. So, maybe that's something you want to take advantage of. Talk to people and really understand what it is you want to do, and think about that as you're picking your practice area as well, because if you pick a practice that requires that you go to trial a whole bunch, late night prep might just be part of your life for a little while. I don't know.

Alison Monahan: I'm guessing that would be true. Yes, having been a patent litigator I would say yes, that's the case.

Stephanie Everett: Unless you're really super organized and get ahead of it. But I think most people would say, yeah, if you're going to court a lot, it's just a very intense practice. But estate planning on the other hand, a lot of times, unless you have someone on their death bed who really needs a will, most people can wait a few weeks for you to finish their plan. And so, you can have more of a normal work schedule, I suppose.



- Alison Monahan: Yeah. And I think that's such a great point, too, about sort of thinking about how work fits into the rest of your life, which is something that's definitely not impressed upon most law students. And I think that's a great part of the book, too. It's just sort of a holistic view of how all this stuff fits together. It's not just about practicing law. If you're going to be running a business, you get to design the business to suit what you want your life to be.
- Stephanie Everett: Yeah, and I think that's what I'm so excited about right now, and we talk about this some in the book too, is I think there's a huge opportunity. The practice of law is changing, I hope. I hope people are finally getting into this idea that our clients are expecting different things from us. If you're approaching this with fresh eyes or maybe bringing experience that you have from other industries, I think you have a real opportunity to create something that does look very different than what all the attorneys have been doing for the past couple of hundred years. I would encourage you also to look into the marketplace and see who's being served, but more importantly, what's not being served, where are those opportunities to create new markets instead of just jumping into an already really crowded market, doing what everyone else is doing? You have to really think about, what is it that you want to create with your business and how is that going to look different in the marketplace?
- Alison Monahan: What type of things are you excited about, just sort of generally speaking?
- Stephanie Everett: Killing the billable hour, because I think it's the worst thing.
- Alison Monahan: Does that really work for anyone?
- Stephanie Everett: Right? I always say, I feel like every point one I built sucked a little bit of my soul away.
- Alison Monahan: Honestly, that was one of the key reasons I had to quit working in a firm, as apparently I just don't have the personality type, literally, that can handle that. I just could not do it.
- Stephanie Everett: Yeah, and I did. I billed a lot of hours. I can still remember the most hours I've ever billed in a month.
- Alison Monahan: I remember it was well over 300 at trial certain months. That was bad.
- Stephanie Everett: Yeah, and people don't really appreciate what that means, because people think 40 hours a week. And I'm like, "No, you have to work a lot more than 40."
- Alison Monahan: I think people just don't have any conception of what it does to your life. But having somebody else own your time hour by hour, I felt was really soul-killing.



- Stephanie Everett: Yeah, and here's what I really hated about it. Before I went to law school, I had a job, where if I had a really awesome week and I got all my work done, on Friday I could maybe kick off a few hours early.
- Alison Monahan: Exactly.
- Stephanie Everett: And go enjoy myself and kind of have a little reward. When you bill by the hour, there is no taking off early on Friday, it just means you have to bill it at some other time, because that's the only way you're going to make your numbers. And so to me, that's one of the worst things about the billable hours. It doesn't really encourage innovation, it doesn't encourage efficiency, it doesn't give you an incentive to figure out how to do your work faster and better, and maybe use technology and other tools to help you do it, because you only make money for the hours that you put down. And I think that doesn't help you or the client; it's just a backwards way of thinking about it.
- Alison Monahan: It really is. I was coming from a programming background to law. And so, I would come into these, people would say, "Oh, can you do this thing?" I'm like, "You realize we could do this a lot more efficiently if we just did X, Y, and Z using technology?" And they're like, ""Do you understand our business model? We don't want you to do this more efficiently, basically." I was like, "Oh wow. Oh, this is really weird."
- Stephanie Everett: Right. What a crazy thing to say if you just sat there and thought about that.
- Alison Monahan: Yeah, it was shocking.
- Stephanie Everett: Right. And if a client heard someone say that, like, "Yeah, no, I want you to do..." Ultimately from the client's perspective, they're not paying you for your time; they're paying you for a result, they're paying you for something very different. So, I think as we continue to explore that and realize that as a profession, then the opportunities for us just open up, because that's, in my opinion, what leads to more interesting ways of serving our clients and all of this stuff starts working together to help our clients; but also help us so we can make more money and work less, and at the same time though, provide a really valuable experience to our clients.
- Alison Monahan: I believe that is all doable and I'm interested always to see people who are doing it, because it's surprising to me that so few lawyers are. Well, let's shift gears a little bit. So, if someone's listening to this and they're like, "This sounds great. I really want to do this" – do you think students need to be looking at things outside of strictly the law context? Even if they're still in law school, they maybe be taking business classes, learning about marketing. What should they be doing to kind of get up to speed on these new options?



- Stephanie Everett: Yeah, I think they might not have a lot of time to take a lot of extra classes. I'm just being realistic.
- Alison Monahan: Exactly.
- Stephanie Everett: Maybe in third year, but that's where you could be working with another lawyer and getting that hands-on experience. I think the marketing and the business stuff you can learn, but learning how the practice of law works probably is harder and not really available to you in another way. But I think now what's so great about the Internet and just the way things work... I feel like I sounded really old saying that: "Oh, the Internet."
- Alison Monahan: Ah, the Internet. Well, I remember not having an email address. I remember getting one, so...
- Stephanie Everett: Me too. And I know that probably will freak my daughter out one day, but yes. But also, there are so many resources online and available – podcast and books and courses online and classes and community like ours, where you can fill in those business gaps and learn it. I think the key is that you have to be willing to go seek those things out and really learn from them. But that's what's nice, is you're not just restricted to that traditional classroom experience that you have in law school. So I'd say if you're in law school, definitely focus on your law classes and get as much experience as you can. And then start exploring these ideas: How does marketing work, what is content marketing, how does strategic marketing... There's a lot of terms that get thrown around, and I think one of the mistakes attorneys make is they think they just need to do a lot of stuff.
- Alison Monahan: Right.
- Stephanie Everett: And I'm like, "No, you just need to do the right things." So, we talk about this in the book – having a strategic marketing plan that you already mentioned starts with, who is it you're trying to attract, and then how can we attract those people? What tools do we need to use? If you don't know, if you don't understand finances, and you want to open your own firm, then maybe there are books and you can take some classes online on finance, and what does it mean. There are several great books that we recommend, that really help you understand the financial aspects of running a business. Greg Crabtree has one called [Simple Numbers](#). There's another one that the author's escaping me but I feel like it's called [Accounting for the Numberphobic](#). I don't know if I'm saying that right.
- Alison Monahan: We need to check both of these out. We've finally decided after nine years in business to get serious about our financial books, so I'm taking notes on these actually.



- Stephanie Everett: Yeah, and I love them, because a lot of people... That's what a lot of people do, no judgment. That's how a lot of people approach it. And when we really get clear on and understand how the back end of our business works, and why it's important, and what numbers we should be paying attention to, because that's part of the problem too, is we just focus on the wrong things – then we can start making some proactive decisions about our business. Sorry, you can see I get really excited about this.
- Alison Monahan: No, this is really great. I'm literally taking notes on it right now, because this is a conversation we've been having since our retreat in January, where we literally spent about eight hours going through and re-categorizing things in QuickBooks because we were like, "This is insane. Whoever set this up did not do this correctly and no one ever really looked at it." So yeah, I really encourage people if they are going to start a business to figure out at least the basics. And I think for me there's never been anything that I needed to know that I couldn't find online. I think you're absolutely right. All of this is out there. Even when I was a patent litigator, I was thinking, "Oh, I'm going to start my own firm." And I'm like, "Well, I don't know anything about marketing. What can I do? Oh, I'll sign up for a course on content marketing. Okay, now I know something about that." It's not rocket science.
- Stephanie Everett: And to be fair, if I could just give the plug – lawyerist.com is designed to be your starting point. So, if you go there, we have the basics of everything you need, and we have download templates, and things you can download because we are designing our site to be your starting point for every solo small firm business owner or lawyer in the U.S. Come to us first – that's our goal.
- Alison Monahan: Yeah, do not reinvent the wheel here. It's absolutely unnecessary. Go to Lawyerist, check it out. Tell me a little bit more about the book too, because this is fairly new – *The Small Firm Roadmap*, right?
- Stephanie Everett: Yeah, we just wrote it or just published it a couple of months ago. And it is also written to be sort of that guide for how to build a law firm that's designed really for the future of the practice of law. There's been other books before; we don't need to mention those. But we really wanted to take a different approach with our book and make sure that we were addressing these changes that we see happening in the industry right now, in the world right now. We're fools if we don't think that Uber and Hulu and things like Amazon... Those are impacting us, our lives, but also how our clients perceive services and how they want to see services delivered to them. We think that presents a huge opportunity for lawyers, that in the past they haven't really focused on that. And here's a chance for them to now capitalize on it and create a firm that answers an unaddressed need.



Alison Monahan: I think there are several things in there that are super interesting. One is, people sort of focus just on like, "Oh, it's [LegalZoom](#), or it's my Bespoke Law practice." And I think there's so much room in between. And then also, this unmet need is so big. We have this access to justice issue and I think ideally, a lot of these new firms, people thinking differently, may be able to actually solve some of those problems and get people services that they just literally can't afford right now.

Stephanie Everett: Absolutely.

Alison Monahan: And is that kind of the idea behind this Lawyers for Equal Justice? When you say they have a social justice component, what are we talking about?

Stephanie Everett: So, Lawyers for Equal Justice was a program that was started here in Georgia, where I live, by the five law schools in collaboration with the State Bar of Georgia and the Georgia Supreme Court. And there are programs like it all over the U.S. now, which is super exciting. And the idea was we know that more and more students are graduating law school and deciding to open their own practice, and often they don't have the tools and the skills that they need. We just discussed all those reasons why. So, how can we help them? And so we created a legal incubator that helped teach them those business skills, but also in order for them to get some of the on-the-job training that they needed, we added in a social justice component, so that they were also doing pro bono work and low bono work, and trying to fill that unmet need that you just referenced. There are so many people out there that need attorneys, that need legal help, and they don't know how to get it, or they can't afford it. And so, what can we do to use these newer lawyers to help create socially conscious law firms that can help sort of bridge this gap?

Alison Monahan: I think that's so important. If you look at the statistics, it's just appalling. The unmet need that is out there for really important stuff like child custody and employment and rental stuff – it just goes on and on. So, I do think there are opportunities and it's kind of an exciting time, I would imagine, to be starting a practice. Do you think?

Stephanie Everett: Yeah, I think so. I was on the phone with someone earlier today and she just told me, "I just have such a big heart..." And she ends up saying "Yes" to clients that she's like, "I know they can't afford me, but I just help them anyway." A lot of lawyers do this, and then what do they do? They end up with AR problems because they continue to provide the same services that they always provide and they bill them for it, and then the client can't pay and then it's just a whole big mess. I said to her, "It's like clients are coming into you and you're delivering them the Porsche and selling them on the Porsche when maybe they have a Honda budget." I don't know if that analogy works, but you get it.

Alison Monahan: Totally. Absolutely.



- Stephanie Everett: I was like, "What if instead of just offering Porsche – which is full-service litigation – what if you could create other packages for them that would fit with their budget? What if you only helped them at mediation because maybe that was a really important time, or if you provided a legal coaching service where you gave them some templates that they would need, and then an hour of coaching that helped explain the process and gave them information so that they could go and represent themselves?" If we had more conversations with our clients on the front end, and really understood what it was they need and then built things that we could deliver to help that. And I said, "You can still offer the Porsche for the people who can afford it." But then, this light bulb went off in her head and she was like, "Oh my gosh, you mean I could help everybody based on what they could afford?" And I was like, "Yeah, why not?" So, that's what we're starting to work on for her is, how do we put some packages together based on what her clients need and what they can afford and what she can deliver? And again, that's where technology and efficiency can start coming into play and helping us create these products that are more repeatable and easy to scale. So, I guess that's also what I get excited about. There's just all this opportunity. And so if you're listening, this is my message to all the law students: We don't have to do it the same way that you've seen it done. You can come in and create something brand new and really service clients and meet their needs, because they need the help.
- Alison Monahan: Yeah, absolutely. And potentially your profit margins are way higher on these things that you create and sell again, versus the ones you're doing per hour. But that's probably a longer conversation.
- Stephanie Everett: Right.
- Alison Monahan: Let me ask you one question on that point – how problematic do you think the State Bar and the regulation aspects of this are, in terms of coming in and saying, "Oh well, you can't do that because of this or that"? Are they opening up at all?
- Stephanie Everett: I think we're seeing movement there. It's slow, because look at our industry – that's how it goes.
- Alison Monahan: It is what it is.
- Stephanie Everett: Right, but we know right now in California there's been a group for the State Bar working on proposed new rules and what it could look like to open up some of these regulations. The big one, the most controversial one is, should we allow non-lawyer ownership and investment in firms? And of course, the investor is out there and they see the opportunity, so they would love it. We have been a



little... Protectionist is probably the best word. I was trying to see if I could come off of that word a little bit.

Alison Monahan: Reluctant.

Stephanie Everett: Yeah. I mean, it would be a big change and there are people out there crying that this is going to be horrific for clients. And I think that's the key – if we put our clients at the center of what we're trying to do, I think there's a middle ground. I think there's a way to open it up and make this better and serve more people.

Alison Monahan: Right. The client's not worse off if the question is, do they get any type of service at all that can help them, or do they get nothing? I would argue giving them something that's useful is actually better than nothing.

Stephanie Everett: Right, absolutely.

Alison Monahan: But I'm an ex-lawyer, so what do I know? Alright, well, Stephanie, we're about out of time here. Any final thoughts for listeners who are thinking about the solo small firm route?

Stephanie Everett: Yeah, you know what? Actually, one of the things that I do at Lawyerist is I facilitate one of our programs for attorneys who have their own practice and want to learn more about running their business. And it involves coaching and workshops and conferences. Every year we have a scholarship program open up to graduating 3Ls and anyone, I guess, for the first year that they're out of school. So if that's you – if you're in law school and you know you're graduating this year and you want to open your own practice or have plans to do that in the future, definitely keep an eye out for that scholarship announcement because you could have an opportunity to win a free year of coaching and help with us, and I think that's really cool.

Alison Monahan: That sounds amazing. How would people find out more about that and also connect with you and possibly get the book?

Stephanie Everett: Yeah, go to [lawyerist.com](http://lawyerist.com) to connect with me. And my email is [stephanie@lawyerist.com](mailto:stephanie@lawyerist.com). I don't know if there's an announcement up quite yet about the scholarship, but certainly, that's where it will go. So, even if you want to email me, I can make sure to let you know when we announce this year's scholarship. And the book is available at Amazon and there's an audio version now. You can find out more too at our website, which is [lawyerist.com/book](http://lawyerist.com/book).

Alison Monahan: Alright, we will link to all that. We'll double check those links and make sure they are correct in the show notes. Stephanie, thank you so much for joining us. This was a really interesting and fantastic conversation.



Stephanie Everett: Awesome. Thank you for having me and listening and being excited about it.

Alison Monahan: My pleasure. If you enjoyed this episode of the Law School Toolbox podcast, please take a second to leave a review or rating on your favorite listening app, because we would really appreciate it. And 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 Lee or Alison at [lee@lawschooltoolbox.com](mailto:lee@lawschooltoolbox.com) or [alison@lawschooltoolbox.com](mailto:alison@lawschooltoolbox.com). Or you can always contact us via our website [contact form](#) at – you guessed it – LawSchoolToolbox.com. Thanks for listening, and we'll talk soon!

### **RESOURCES:**

[Lawyerist](#)

[The Lawyerist Podcast](#)

[Lawyers for Equal Justice](#)

[The Small Firm Roadmap, by Aaron Street, Sam Glover, Stephanie Everett, and Marshall Lichty](#)

[Simple Numbers, Straight Talk, Big Profits!: 4 Keys to Unlock Your Business Potential, by Craig Crabtree](#)

[Accounting for the Numberphobic: A Survival Guide for Small Business Owners, by Dawn Fotopulos](#)

[LegalZoom](#)

[Podcast Episode 86: Resources for Aspiring Entrepreneurs](#)

[3 Things Law Students Can Do Today to Build Their Future Solo Practice](#)