

Foreword

You became a lawyer because you love the law. You care about your clients. You care about your work. Then, you strike out on your own and all of a sudden you have to run a business and you have no idea where to start. You went to law school to become a lawyer, not to become a businessperson. (There's a reason you didn't get an MBA!)

Most of us feel completely lost when we hang our own shingles. And then you look around at all of these other solo practitioners and it seems like everyone has it figured out except for you. Worse yet, you have no income, no idea how to get clients, and your bills keep stacking up.

When I was first starting my law firm and completely lost, I was fortunate to have Lauren as my sounding board. Every time I have had a business idea, I gave her a call, discussed it at length, and gained her valuable input and insight. (Which I still do to this day.) I remember when I did Facebook Live for the first time and called her immediately. I told her that she had to try it. She hopped on to Facebook Live, and from there she worked hard to shape her online presence and has since become a leading authority in the immigration lawyer community on how to leverage social media.

Lauren is a go-getter. I have personally seen her rise from being a broke lawyer to a six-figure earner. This book is a guide that is created from her charging down this path and forging her own way forward. She has laid out each and every step for you so that you can skip the figuring out part of how to run a business and jump straight ahead to earning a great living and doing life-changing work. Lauren will help you go from being broke to earning more than you ever could by working for someone else.

My challenge to you is to use every resource she provides for you here. She gives you actionable steps to take that will skyrocket you out of being broke and into having success beyond what you could have ever imagined. This book is the blueprint that you need and that I wish that I had back when I was lost and trying to figure out how to run a law firm.

Your life and your firm will be transformed by following Lauren's advice. I wish you tons of success on this journey!

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