FIND...

FREELANCE LAWYER FREEDOM

How to Create a Lucrative, Flexible, and Rewarding Business as a Freelance Attorney

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Freelance Lawyer ACADEMY

WHAT IS A FREELANCE ATTORNEY?

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WHAT IS A FREELANCE ATTORNEY?

- Complete work for other lawyers
- Legal research and writing
- On a contract basis
- Run own freelance firm, self-employed
- Support colleagues
- Work on OUR TERMS!

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TWO AUDIENCES ...

SOLO & SMALL FIRM LAWYERS LOOKING FOR FREELANCE ASSISTANCE

ATTORNEYS LOOKING TO BUILD A FREELANCE BUSINESS

SONRISA LEWIS, ESQ.

- Attorney
- Graduated in 2012
- American University WCL
- Maryland Bar
- Held more traditional "lawyer jobs"
- Fed up with traditional work set-up
- Built freelance firm - support other lawyers
- Coach other freelance attorneys
- Dedicated to shaking up the legal profession and helping creative lawyers step outside of the box- both lawyers running firms & those seeking to freelance

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TRADITIONAL
SMALL & SOLO LAW FIRMS

HOW TO BENEFIT FROM WORKING WITH A FREELANCE ATTORNEY

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HOW TO BENEFIT FROM WORKING WITH A FREELANCE ATTORNEY

- Support without the overhead, hassle, and legwork of hiring
- Perhaps not yet ready to hire an associate – but in a position for help
- Working too many hours, overloaded, or past capacity
- Freelance lawyers help take on overflow work without added overhead, or the commitment of providing regular work to a salaried employee

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Not to mention...

PROFIT ON THE MARK-UP

WORK WITH A FREELANCE ATTORNEY AT NO COST TO THE FIRM

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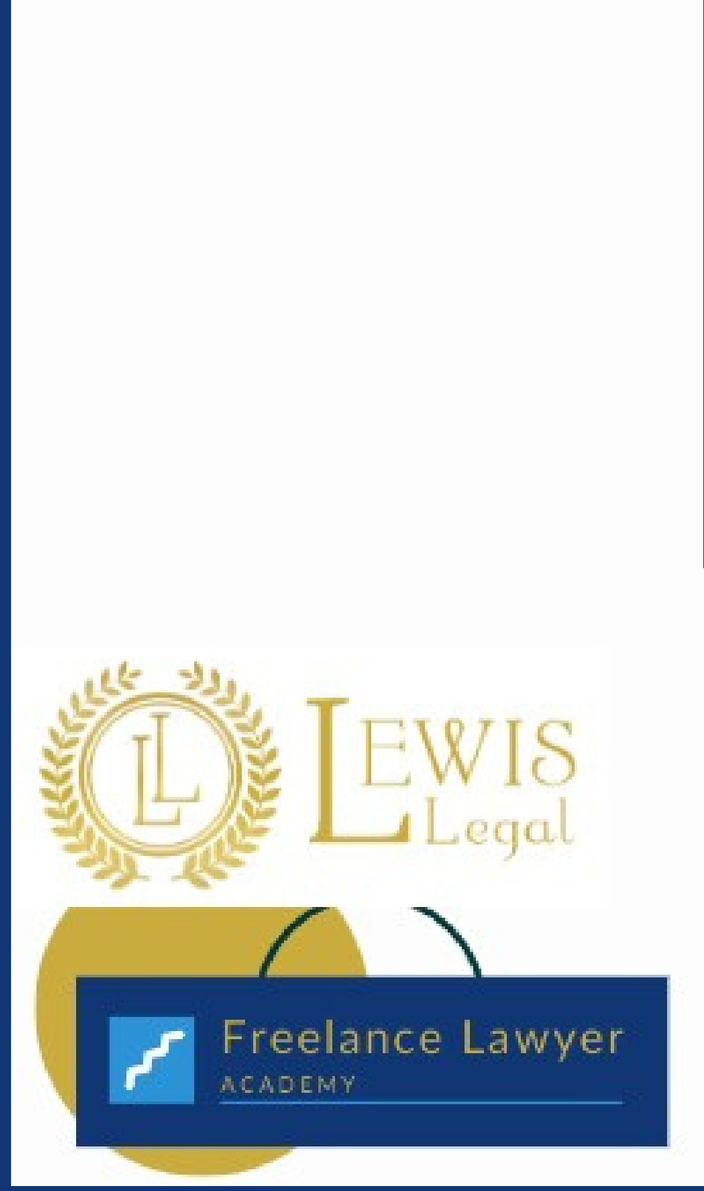
LAWYERS & FIRMS WHO BENEFIT FROM SUPPORT...



LAWYERS & FIRMS WHO BENEFIT FROM SUPPORT...

- Lawyers in the process of hiring/growing
- Lawyers who are exhausted and need an extra hand
- Lawyers who need support at certain times... for example, during large litigation
- Lawyers who simply do not want to hire, manage, and spend hours handing payroll, etc....
- Lawyers who want a second pair of eyes and someone to discuss cases, brainstorm with

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FREELANCE LAWYERS...

WHY FREELANCE?

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FREELANCE LAWYERS...

WHY FREELANCE?

I have been asked this question many times.

FREELANCE LAWYER FREEDOM!

WHY FREELANCE?

- You love working independently
- You enjoy the type of work, research and writing
- You are exhausted digging through jobs that are not a good fit
- You value freedom and flexibility in your schedule
- You are excited by the thought of working for yourself
- You like a challenge
- Pick and choose clients and work opportunities
- Help colleagues on your terms
- You set your value and your boundaries
- Work/life balance

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WHAT KIND OF LAWYER FREELANCES?

Who is doing this?

THE BACK CLINIC INC
5550

THE BACK CLINIC INC
5550

THE BACK CLINIC INC
5550

OTHER COLLEAGUES EXAMPLES...

HEALTH

FAMILY

WORK STYLE

TRAVEL - LIVE ABROAD

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SO...

HOW TO ACTUALLY START A FREELANCE BIZ?

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My Journey to freelance lawyer freedom

My Journey to freelance lawyer freedom

- 4 MONTHS FOR FIRST DOLLAR
- MOVED INTO MY MOM'S BASEMENT FOR A YEAR
- HAD NO NETWORK OR SUPPORT
- FLOUNDERED
- BATTLED WITH NAYSAYERS
- NAILED IT!

4 COMPONENTS…

4 COMPONENTS...

SET THE FOUNDATION FOR YOUR BUSINESS

1

4 COMPONENTS...

SET THE FOUNDATION FOR YOUR BUSINESS

1

MARKETING, OUTREACH, GETTING CLIENTS

2

4 COMPONENTS...

SET THE FOUNDATION FOR YOUR BUSINESS

1

MARKETING, OUTREACH, GETTING CLIENTS

2

RUNNING YOUR BUSINESS & PRODUCING WORK

3

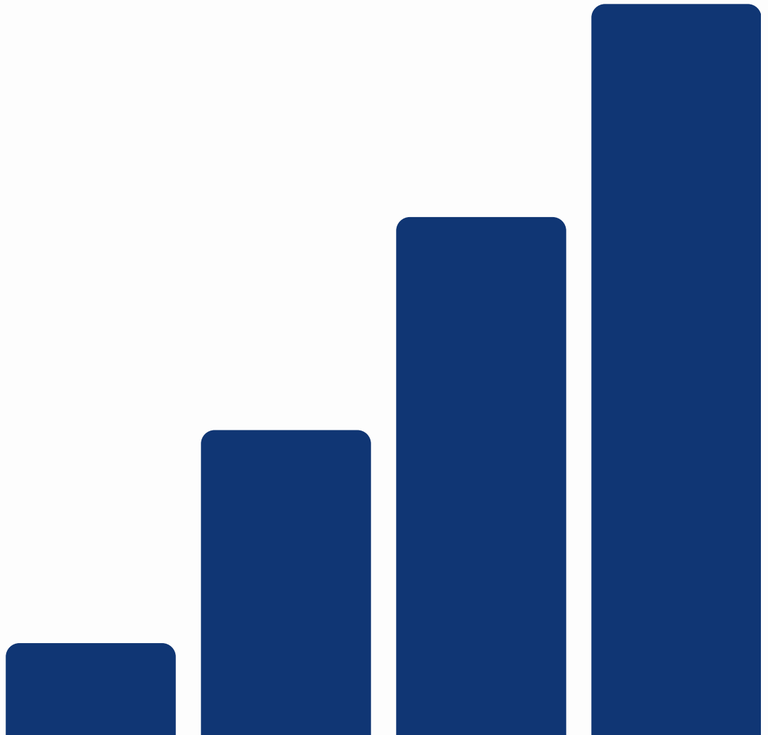
4 COMPONENTS...

1. SET THE FOUNDATION FOR YOUR BUSINESS
2. MARKETING, OUTREACH, GETTING CLIENTS
3. RUNNING YOUR BUSINESS & PRODUCING WORK
4. SUSTAINING, SCALING, & BEYOND

FAQs

WHAT EVERY ASPIRING FREELANCE ATTORNEY WANTS TO KNOW!

HOW TO FIND LAWYER-CLIENTS?



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HOW TO SET YOUR FREELANCE RATE?

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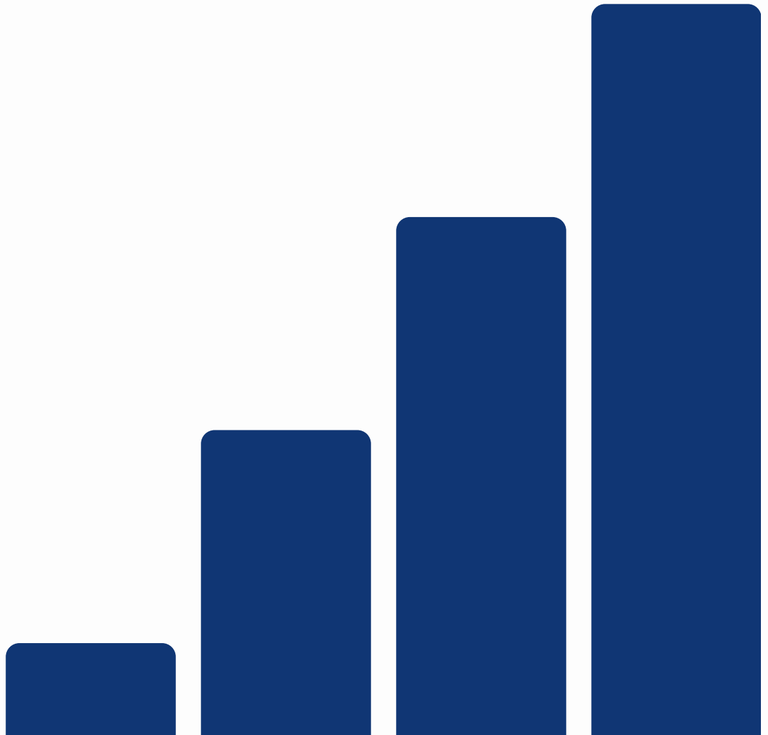
CAN WE WORK ACROSS JURISDICTIONS?



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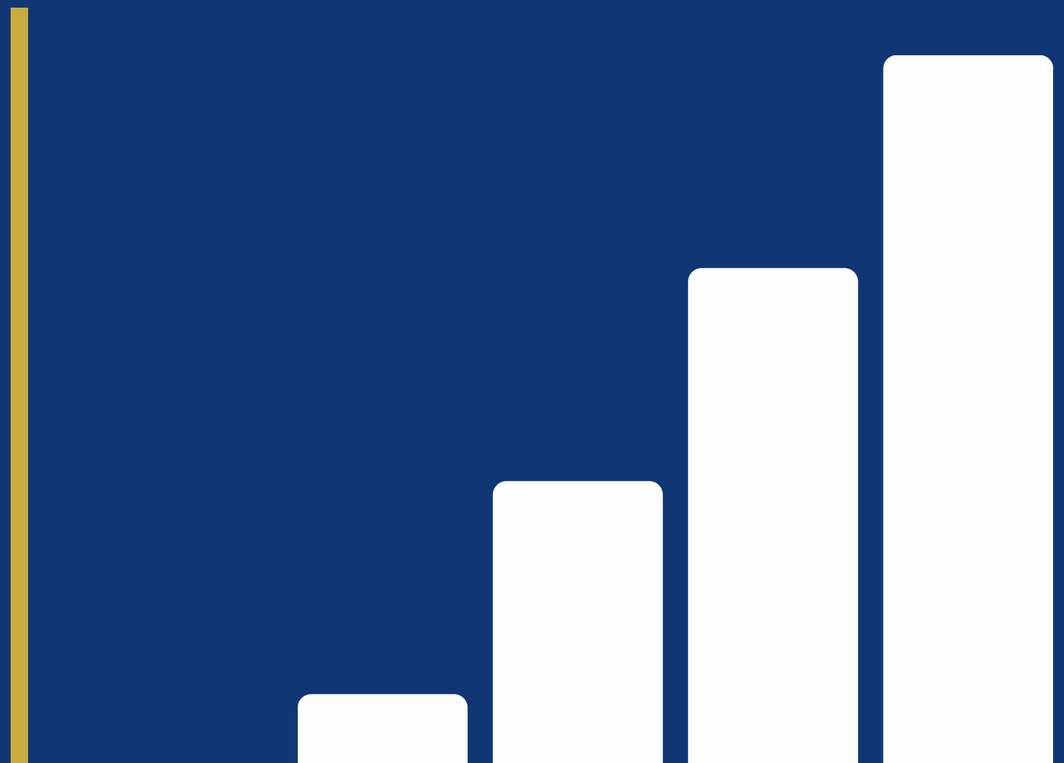
DO WE NEED MALPRACTICE INSURANCE?



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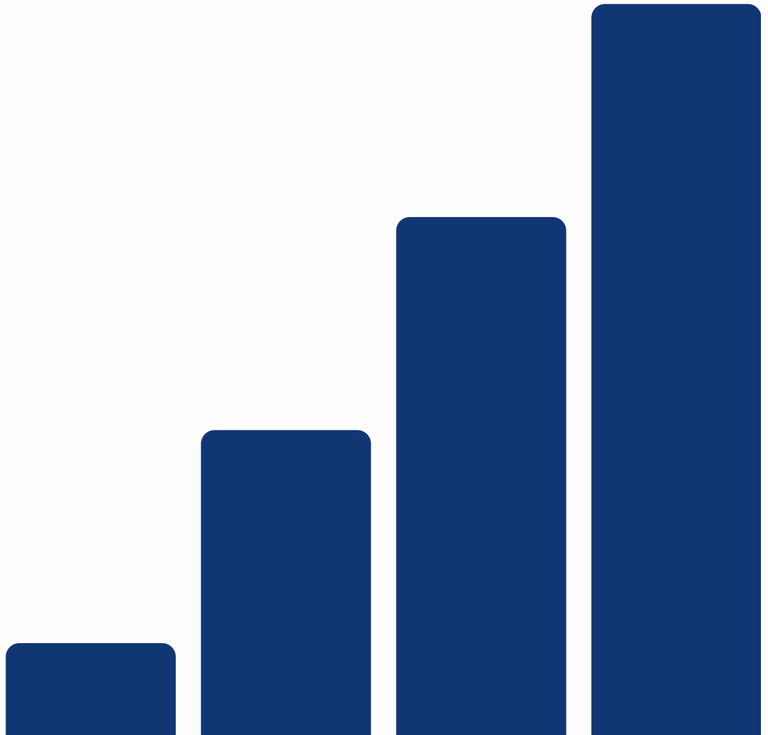
FREELANCE LAWYER PLATFORMS?



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LOOKING FOR MORE INFO? REACH OUT!

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