



New Book Teaches the Basics of Business Competency for Lawyers

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LawBiz Management Co. has published Business Competency for Lawyers: A LawBiz Special Report. The report is a condensed, yet comprehensive, guide to the basics of managing and running a successful law practice. Interested lawyers can purchase the report at the LawBiz website at www.LawBiz.com.

PR9.NET February 14, 2006 - Venice, California - Ed Poll, principal of LawBiz Management Co., has announced the publication of Business Competency for Lawyers: A LawBiz Special Report. The report is an A-to-Z guide to the basics of managing and running a successful law practice without getting into too many nitty-gritty details, numbers, and long examples. From managing cash flow and collections to weighing the ROI of technology purchases, this 60-page Special Report teaches lawyers the essentials about how to make more profitable decisions concerning every part of their law practice.

Noted management consultant Alan Weiss, Ph.D. said Ed Poll has ". . . done more to assist attorneys in building their legal practices than anyone I know. What impresses me most is his pragmatic, direct approach. From billing rates to generating consensus among partners, Ed tackles the problems most practices ignore as they rush from client to client, attempting so stave off one crisis after another."

Says Poll: "I am very pleased to be able to offer these Special Reports to the legal community. More lawyers are recognizing that the business of law is a necessary component of the practice of law." Poll, one of the country's top law business experts, explained that Business Competency for Lawyers is the first in a series of Special Reports that will be released in the coming months. "Future Special Reports will address other areas of practical and significant importance to the effective and profitable management of a law practice, including the relationship between bankers and lawyers; setting legal fees; and disaster recovery, among others," continued Poll.

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About LawBiz Management Company

LawBiz Management Company works with lawyers to increase their profits and their effectiveness in the way they practice law. Our services provide possible solutions to law practice management challenges and include legal coaching, customized consulting services, keynote speeches and seminars, assistance for buying and selling a law practice (including valuation, prospectus development, and negotiation strategy), law firm retreats, managing partners roundtables, published articles, and other resources, including our ezine and blog. Our products include a number of books by Ed Poll, CDs and audiocassettes, and numerous articles. You can earn MCLE credits by listening to Ed's monthly audio magazine, the Law Practice Management Review: The Audio Magazine for Busy Attorneys.

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