

How to Get Set and Keep the Fees You're Worth: A Comprehensive Guide for Attorneys

Are you an attorney who is tired of undervaluing your services and leaving money on the table? If so, then this book is for you.



High Impact Fee Negotiation and Management for Professionals: How to Get, Set, and Keep the Fees You're Worth by Ori Wiener

★★★★☆ 4.5 out of 5

Language : English
File size : 1521 KB
Text-to-Speech : Enabled
Screen Reader : Supported
Enhanced typesetting : Enabled
Word Wise : Enabled
Print length : 279 pages



In *How to Get Set and Keep the Fees You're Worth*, legal marketing expert and law firm consultant Patrick J. McKenna provides attorneys with the essential knowledge and practical strategies they need to set and keep the fees they deserve.

This comprehensive guide covers everything from understanding your market value to negotiating effectively. McKenna also provides invaluable insights into the psychology of pricing and how to overcome the common objections that attorneys face when discussing fees with clients.

Whether you are a solo practitioner or a partner in a large law firm, *How to Get Set and Keep the Fees You're Worth* will help you to:

- Understand the factors that affect your market value
- Develop a pricing strategy that reflects your value
- Negotiate effectively with clients
- Overcome the common objections that attorneys face when discussing fees
- Increase your income and improve your profitability

If you are ready to take control of your fees and start earning what you're worth, then Free Download your copy of *How to Get Set and Keep the Fees You're Worth* today.

What Others Are Saying

"Patrick McKenna has written the definitive guide on how to set and keep the fees you're worth. This book is a must-read for any attorney who wants to maximize their earning potential." - **Brian T. Jackson**, President of the American Bar Association

"*How to Get Set and Keep the Fees You're Worth* is an invaluable resource for attorneys of all experience levels. McKenna provides practical, actionable advice that can help you to increase your income and improve your profitability." - **Carolyn Elefant**, Author of *Modern Law Practice*

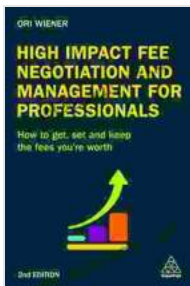
"Patrick McKenna is one of the leading experts on attorney fees. His book is a goldmine of information that can help you to get set and keep the fees you're worth." - **Larry Bodine**, Law Firm Marketing Expert

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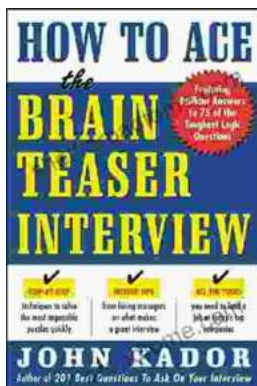
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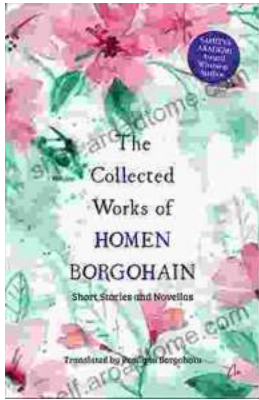
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