



Comprehensive Firmwide Review

A comprehensive firmwide review of your practice that leaves no stone unturned assessing the overall performance and effectiveness of your firm, followed by a road map to best practice performance.

Intro

You want value from your advisers, right? So let's cut straight to it....

We estimate, based on our experience, that our Comprehensive Firmwide Review will identify opportunities for savings, revenue increases, process enhancements and efficiencies in your practice that will return (a minimum) of 10 times the investment in our review in the 12 months that follow the review process.

That's right, we estimate you will obtain a '10X' return on investment, and that's just in the first year post-review.*

"A 10X return on investment."



What?



An overview: The Lawganised Comprehensive Review

The Lawganised Comprehensive Firmwide Review is a 'deep dive' into literally every operational function of your practice. We will assess every nook and cranny from every angle, with one exception: the practise of law. We leave that up to you. However, what you can expect from our review is the analysis, assessment, and recommendations in areas such as your:

1. Structure and governance
2. Physical capacity and productivity
3. Risk management and insurance
4. Cash flow
5. Trust accounting
6. Matter by matter productivity
7. The Client engagement lifecycle
8. Revenue Strategy
9. Benchmarking of your pricing and rates
10. Fee methodologies
11. Practice management systems and other technology
12. Marketing and business development
13. Operational processes and workflows
14. People & Culture
15. Team Cohesion
16. Employee Remuneration



One unique aspect of our Comprehensive Firmwide Review is that we conduct an interview with literally every staff member of your firm in order to uncover what we call the 'hidden gems' of the practice: operational and other ideas from the coal face.



How?

Information harvest

The Lawganised Comprehensive Review process commences with an initial 'information harvest' that includes the completion of a diagnostic that explores many operational aspects of your practice including structure, finances, cash flow, people, systems, risk management, and so on.

Our team will also request a suite of financial and operational reports across a range of legal industry metrics and key performance indicators such as:

- Profit & Loss statements
- Balance Sheets
- Aged Work In Progress (WIP)
- Aged Debtors
- Cash collection history
- Fee forecasts
- Periodic fees results
- Staff salaries
- Client engagement documents
-to name a few



But don't worry, if you don't have the data at your fingertips we can assist you in collating it, or simply work around it. Don't let the information harvest dissuade you. It's only the beginning!

How?



Uncovering the hidden gems...your team

After the information harvest, we then embark on a process to interview literally every staff member of the firm with the goal of unearthing the hidden gems of process improvement and ideas from your firm's 'coal face'. This process takes approx. 25 minutes per staff member where we seek information about their views on the firm's operational performance, gaps to address, and their ideas on opportunities for improvement.

Team cohesion and culture: Your number one priority

During the staff interview process, we will also explore and develop an understanding of your team's culture. Our experience demonstrates that the highest performing teams establish their excellence on a platform of team cohesion and a strong team culture based upon trust. This assessment will support our ability to advise your practice on areas such as teamwork, leadership development, trust, wellness, and the enhancement of mental health in your practice.



What you get



A 'best practice' assessment

At the conclusion of the information gathering and team interview processes we will undertake an assessment of your firm against published legal industry benchmarks, and will also assess your firm's performance against the Lawganised '10 Tips' for high-performing firms.

Across these assessments, you will have an in-depth understanding of your firm's current position in areas such as:

- Profitability
- Utilisation and realisation of fee-earning staff
- Costs vs revenue
- Cash flow metrics
- Remuneration
- Risk management (and insurance)
- ...and many more

The finished product: Your tailored report

The end product for you and your practice is a comprehensive report detailing our assessment of your firm's performance - AND - a suite of recommendations for you to consider and implement. Areas our report will address can include:

- | | | |
|---------------------------------|-----------------------------------|--|
| • Structure and governance | • Billing processes | • Practice management systems and technology |
| • Capacity and productivity | • Trust accounting | • Operational processes and workflows |
| • Risk management and insurance | • The client engagement lifecycle | • People & Culture |
| • Cash flow | • Revenue Strategy | • Team cohesion |
| • Budgeting | • Marketing | |

Our recommendations can include:

- 'Light switch' recommendations: Items you can 'turn on' for immediate effect, and
- Project-based recommendations: Recommendations that we assess are required to make changes in your firm either by the introduction of new processes, or an enhancement to a current process or policy.



Our Team

We only do law!!

Lawganised is the trusted adviser to the legal profession.

We have worked with over 250 legal practices across Australia and around the World, in all shapes and sizes, and across all areas of law.

Our vision is simple:

'To change the lives of law firm Principals.'

The team at Lawganised brings over 100 years of aggregate experience in legal practice and legal operations and includes a former law firm Principal, CEOs, General Managers, and Practice Managers.

Our team is listed below, and you can read more about our team [here](#):

Ben Deverson

Founder | Managing Director



Rachel Barbaro

Director



Erin Steward

Director



Kathryn Milczewski

Director



Claire Hitchen

Client Organiser



Lachlan Holliday

Automation Specialist



'Stanley'

Head of Security



What others say



Yes, we literally change lives.....

Over 250 law firms and their Principals have realised their lives can change after engaging Lawganised to support their practice.

But don't take our word for it, here are a few testimonials from happy Lawganised clients:

"Lawganised provides insightful and practical guidance to law firms on a wide range of operational matters, and we highly rate the services provided to us by them. Thanks Lawganised!"

- JT, Melbourne

"After a quick discovery process, the team at Lawganised immediately understood our needs and went to work to address our key areas of improvement. They engaged with the team and got their (and my) support for change. Lawganised has been a great addition to our firm and has taken a lot of the stress out of my Practice Management."

- ST, Innisfail

"Ben and the team were so helpful when we engaged Lawganised to undertake a comprehensive review of our firm. They were thorough, had excellent suggestions, and were very easy to work with. I would recommend Lawganised every day of the week!"

- CW, Gold Coast

"We would highly recommend Lawganised. Ben and his team were personable and gave straight forward, practical advice that was tailored to our business which we were able to implement immediately and went straight to our bottom line."

- AG, Sunshine Coast

*DISCLAIMER: Nothing in this document and nothing in our statements to you will be construed as a promise or guarantee about the outcome of your review, or the outcomes following the adoption of any or all of our recommendations. We make no such promises or guarantees. Our comments about the outcome of your review and the implementation of any or all of our recommendations are expressions of opinion only based upon the experiences with other clients. Your circumstances may be different.



Level 7, 193 North Quay
BRISBANE QLD 4000
AUSTRALIA

✉ enquiries@lawganised.com
☎ +61 (7) 3017 4771
📶 lawganised.com