

Putting *You* first



*Introduction Pack*



# Supporting Our Lawyers

## **An innovative and lucrative business system**

- Training in operation of the business system
- Assistance with operation of the system
- Ongoing training in the business system
- Assistance with evaluation of business progress and success
- Access to all intellectual property
- Use of our intellectual property including our trade marks
- Use of our network
- Use of our internal resources
- Feedback on operation of the system and ongoing assistance
- Access to brand and local marketing
- Access to our fixed price model of all matters – no billable hours required

## **Assistance with business set-up**

- Full new business setup & documentation
- Assistance with changing or renewal of practicing certificate
- Arranging for professional indemnity insurance and other insurances as required
- Chart of Accounts, Bank account setup and set-up of access to our trust account
- Own Email/Webmail & website

## **Access to latest information technology**

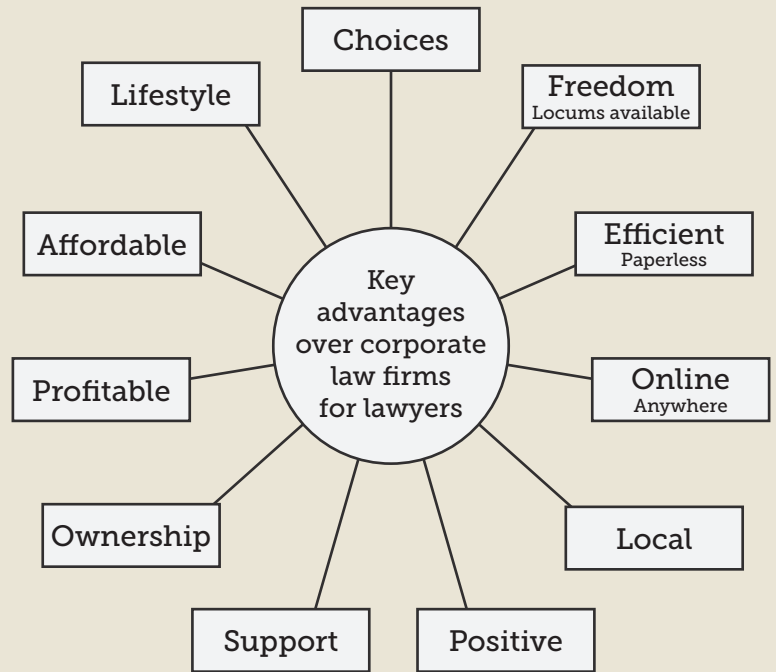
- Full MS Office Professional Suite - accessible anywhere
- Full Practice Management System – accessible anywhere, from any device
- Legal Research platform

## **Office and administration support**

- Remote paralegal support
- Remote secretarial support
- Client invoicing and full credit management
- Book-keeping services – enter all data, provide reports, submit all BAS's for you
- Archiving and safekeeping facility

# Why Choose Us?

**For our lawyers,** you will be allocated the franchise applying to your type of law in your own local area. You will have exclusivity over your area of practice in your territory. You will be given all the assistance you need to setup your business from scratch, or migrate your existing practice to access all the services of Your Law Firm. We will provide a mix of personalised and online training that will show you how to operate our business system and access and use all our services, so you can leave yourself free to just work with clients and on their matters. You will pay an affordable franchise purchase fee and terms of payment can be arranged to suit your circumstances. You will have all the facilities, software, systems, secretarial and paralegal support you would enjoy at a large law firm. We help you promote your practice locally and provide brand marketing to create awareness of Your Law Firm. We do all your book keeping for you, including preparation and lodging of your Quarterly BAS returns.

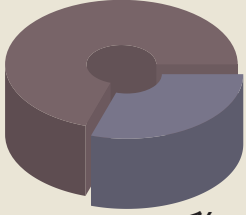
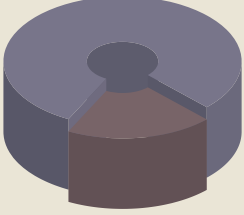


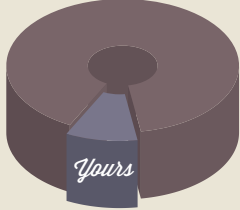
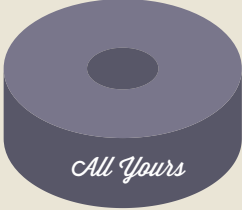
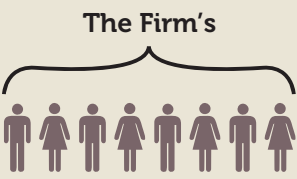
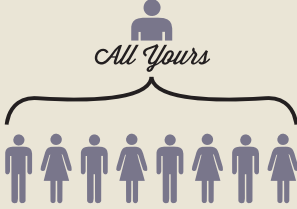


**For our clients,** not only will they pay less for legal services, they will get a fixed fee quote. Further, they won't have the clock ticking when the lawyer visits or meets them. The lawyer will take the time to get to know them, their circumstances and their legal issue/s thoroughly, so we can provide the best, most effective advice and services available, at the best price. They will be encouraged to ask and have all their questions addressed and answered. They can choose where to meet – their home, a local coffee shop they choose, or even over lunch. No parking issues. Each lawyer will also have access to a professional board room in their local area, where they can meet and go through and / or sign any necessary documents either on paper or on a computer screen. They will be provided with (where possible electronic) copies of all documents relating to their matter and up to date reports on all progress. Billing will be simple, and terms can be arranged to meet their budget. Our service is accessible, affordable and appreciated by our clients. We aim to make the process quick, easy and hassle free in achieving the best possible outcome for them.

# Comparisons

## TRADITIONAL LAW FIRMS

## *Your* LAW FIRM

Fees Billed	<p>Firm keeps 70%</p>  <p><i>You</i> keep 30%</p>	<p><i>You</i> keep 80%</p>  <p>YLF keeps 20%</p>																																																																																																																
Hours Worked	<h1>60HRS +</h1>	<h1><i>Flexible</i></h1> <p>As much as <i>You</i> want</p>																																																																																																																
Location	 <p>At an office</p>	 <p>On a boat... or wherever <i>You</i> like</p>																																																																																																																
Ownership	 <p><b>DISCLAIMER:</b> <b>ONLY IF YOU BECOME A PARTNER</b></p>	 <p>All <i>Yours</i> from day 1</p>																																																																																																																
Clients	<p>The Firm's</p>  <p>Never Yours</p>	<p>All <i>Yours</i></p> 																																																																																																																
Family Time	<table border="1" data-bbox="533 1908 852 2086"> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>Maybe!</td><td>X</td></tr> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>Maybe!</td><td>X</td></tr> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>Maybe!</td><td>X</td></tr> </table> <p>Very limited - Weekends?</p>	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	X	X	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	Maybe!	X	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	Maybe!	X	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	Maybe!	X	<table border="1" data-bbox="1158 1908 1476 2086"> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr> <tr><td>MON</td><td>TUE</td><td>WED</td><td>THU</td><td>FRI</td><td>SAT</td><td>SUN</td></tr> <tr><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td><td>X</td></tr> </table> <p>As much as <i>You</i> choose!</p>	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	X	X	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	X	X	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	X	X	MON	TUE	WED	THU	FRI	SAT	SUN	X	X	X	X	X	X	X
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	X	X																																																																																																												
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	Maybe!	X																																																																																																												
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	Maybe!	X																																																																																																												
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	Maybe!	X																																																																																																												
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	X	X																																																																																																												
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	X	X																																																																																																												
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	X	X																																																																																																												
MON	TUE	WED	THU	FRI	SAT	SUN																																																																																																												
X	X	X	X	X	X	X																																																																																																												

Your Law Firm Pty Ltd

7 Techno Park Drive, Williamstown, Victoria 3016

T: (03) 8589 3577 | F: (03) 8692 6297 | [www.yourlawfirm.com.au](http://www.yourlawfirm.com.au) | [info@yourlawfirm.com.au](mailto:info@yourlawfirm.com.au)

# Your LAW FIRM

## Business System

- Home business
- Training
- Virtual office
- Visiting clients
- 'Holding the client's hand'
- Fixed fee
- Added value
- Positive approach etc.

## Network

- Mentoring
- Locum
- Referral
- Cross Marketing
- Social
- Precedents Sharing
- Newsletter etc.

## Image

- Trademarks
- Brand Marketing
- Local Marketing
- Values
- IP
- Tagline
- Operations Manual
- Style Guide
- Stationery etc
- Website etc.

## Support System

- Book Keeping
- Invoicing
- BAS Lodgement
- Financial and Business advice
- Practice Management System
- Online Research Platform
- Office 365
- Cloud based
- Latest Remote Transcription Technology
- Business Set-up
- Remote secretarial Support
- Remote Paralegal Support
- Stationery etc.