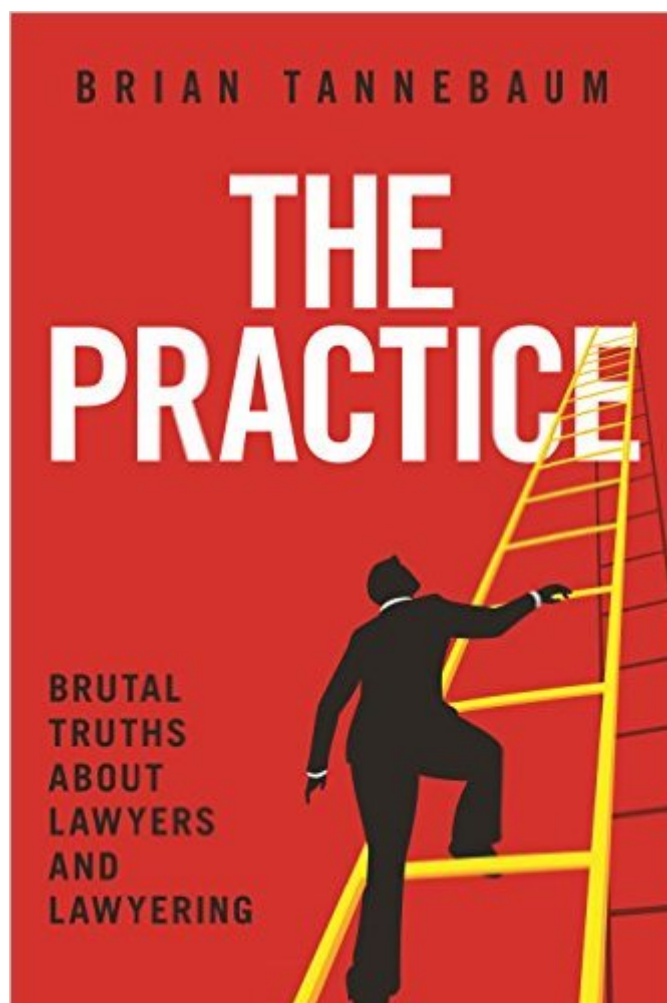


The book was found

The Practice: Brutal Truths About Lawyers And Lawyering



Synopsis

In *The Practice*, Tannebaum riffs on everything from asking yourself what type of lawyer you want to be, to the most effective way to market yourself in an industry where lawyers increasingly over-rely on social media to prove their relevance. It also discusses other important topics, including the proper way to handle referrals, rainmaking, reinventing yourself as a lawyer, personal branding, and much more. This book offers a no-holds-barred "truth" about the legal profession in the author's honest and at times humorous signature voice. Readers will find clear and truthful advice on a wide range of topics that will help them become a better, and more informed lawyer.

Book Information

Hardcover: 299 pages

Publisher: American Bar Association (August 7, 2015)

Language: English

ISBN-10: 1627220011

ISBN-13: 978-1627220019

Product Dimensions: 6.4 x 0.8 x 9.3 inches

Shipping Weight: 1.6 pounds (View shipping rates and policies)

Average Customer Review: 4.7 out of 5 stars Â Â See all reviews Â (19 customer reviews)

Best Sellers Rank: #130,036 in Books (See Top 100 in Books) #49 in Â Books > Law > Legal

Education > Legal Profession #639 in Â Books > Literature & Fiction > Essays & Correspondence > Essays #36013 in Â Books > Reference

Customer Reviews

When I first started my own law practice, I was looking everywhere for advice and read everything I could get my hands on. My Uncle Jim got me a book called "How to Start and Grow a Law Practice" by Jay Foonberg, which I found to be extremely helpful. From there, everything I read was sort of a watered down version of Foonberg's book, maybe with a chapter or two on how to start a Facebook account or send Tweets. Then there are books written by people who practiced law for a minute, and now advise other lawyers about how to use social media and stupid stuff that can be figured out by asking a teenager. Although I have been on my own for about three years, I bought a copy of Brian's book because his column on *Above the Law* actually had useful advice. When I opened it, I was sitting in a coffee shop after court, and figured I would read a chapter or two. I ended up reading the entire book in one sitting. Every once in awhile, you read something and a lightbulb goes off in your head, and it changes your life forever. That is *The Practice*, in a nutshell. So why is it life

changing? Whenever I read a law practice book, my first question is "How is it different than Foonberg's book?" Foonberg taught us how to manage a trust account, communicate with our clients regularly, and how to arrange your desk. Once you're up and running, there are very few chapters about sustaining your law practice. How much do small firm lawyers make? What do I do if the phone hasn't rang in a month or two? The Practice is a practical tome about sustaining a law practice for the long term.

[Download to continue reading...](#)

The Practice: Brutal Truths About Lawyers and Lawyering Introduction to Transactional Lawyering Practice (American Casebook Series) Shot and a Ghost: a year in the brutal world of professional squash Britain's Gulag: The Brutal End of Empire in Kenya Custody for Fathers : A Practical Guide Through the Combat Zone of a Brutal Custody Battle The Brutal Telling: A Chief Inspector Gamache Novel (A Chief Inspector Gamache Mystery Book 5) Something to Believe In: Politics, Professionalism, and Cause Lawyering The Freelance Lawyering Manual: What Every Lawyer Needs to Know about the New Temporary Attorney Market Essential Lawyering Skills, 4th Edition (Aspen Coursebooks) Essential Lawyering Skills (Aspen Coursebook) Skills & Values: Lawyering Process, Legal Writing & Advocacy Public Interest Lawyering: A Contemporary Perspective (Aspen Elective) Buddhism: How To Practice Buddhism In Your Everyday Life (Buddhism for Beginners, Zen Meditation, Inner Peace, Four Noble Truths) Selling and Communications Skills for Lawyers: A Fresh Approach to Marketing Your Practice Evernote for Lawyers: A Guide to Getting Organized & Increasing Productivity (Law Practice Management Book 1) Dharma and Dhamma: An Overview of Dharma and Dhamma, and How to Apply them in Daily Life (includes Moksha, the Four Noble Truths, the Eightfold Path, and Nibanna) GMO Myths and Truths: A Citizen's Guide to the Evidence on the Safety and Efficacy of Genetically Modified Crops and Foods, 3rd Edition The Four Noble Truths and Eightfold Path of Buddhism: Discover the Essence of Buddhism and the Path to Nibbana Reincarnation and Karma: Two Fundamental Truths of Human Existence : Five Lectures Given During January to March 1912 in Berlin and Stuttgart The Bible Cure for Asthma: Ancient Truths, Natural Remedies and the Latest Findings for Your Health Today (New Bible Cure (Siloam))

[Dmca](#)