

MONDAY, MARCH 22–TUESDAY, MARCH 23

We will begin promptly at 7:00am PST / 10:00am EST on both days

BOOT CAMP TO SUCCESS*

Creating a Purpose and Profit-Driven Practice with Academy Co-Founders Robert Armstrong and Sanford M. Fisch

STRATEGIC PLANNING SYSTEM—BRIEF OVERVIEW:**

Aligning Your Business with Your Personal Values

FINANCE AND OPERATIONS MANAGEMENT SYSTEM:

Managing by the Numbers

A SYSTEMS APPROACH TO LEADERSHIP:

Creating a Firm Culture, Focusing on Unique Abilities and the Road to Mastery

STAFF ACCOUNTABILITY AND TEAM BUILDING SYSTEM:

Putting the Right People with the Right Skills in the Right Positions

COMPREHENSIVE TECHNOLOGY SYSTEM:

Leveraging Online and Offline Tools to Draft Documents and Manage Your Firm

INTEGRATED MARKETING AND PUBLIC RELATIONS SYSTEM:

Multiple Marketing Activities Generating an Endless Supply of Qualified Prospects

NO STRESS CLIENT ENGAGEMENT SYSTEM:

Predictably Inspiring Consumers to Take Action and Retain Your Firm

EFFICIENT WORKFLOW SYSTEM:

Drafting, Reviewing and Executing State-of-the-Art Estate Plans

CONTINUING LEGAL EDUCATION SYSTEM:

Staying on the Cutting Edge of Effective Legal Strategies

ANCILLARY BUSINESS SYSTEMS:

Leveraging Client Relationships to Generate Multiple Sources of Revenue

ONGOING MASTERMIND SYSTEM:

Structures to Participate in a Community of Like-Minded Attorneys

* Boot Camp is for VIP Guests only

** Prerequisite for Boot Camp. Attendees must bring their completed Strategic Planning Worksheet. To review the eLearning Training Courses on Strategic Planning and download the Strategic Planning Worksheet, Members go to members.aaepa.com/strategicplanning | VIP Guests please email information@aaepa.com

