



LAW BUSINESS PLAN SAMPLE

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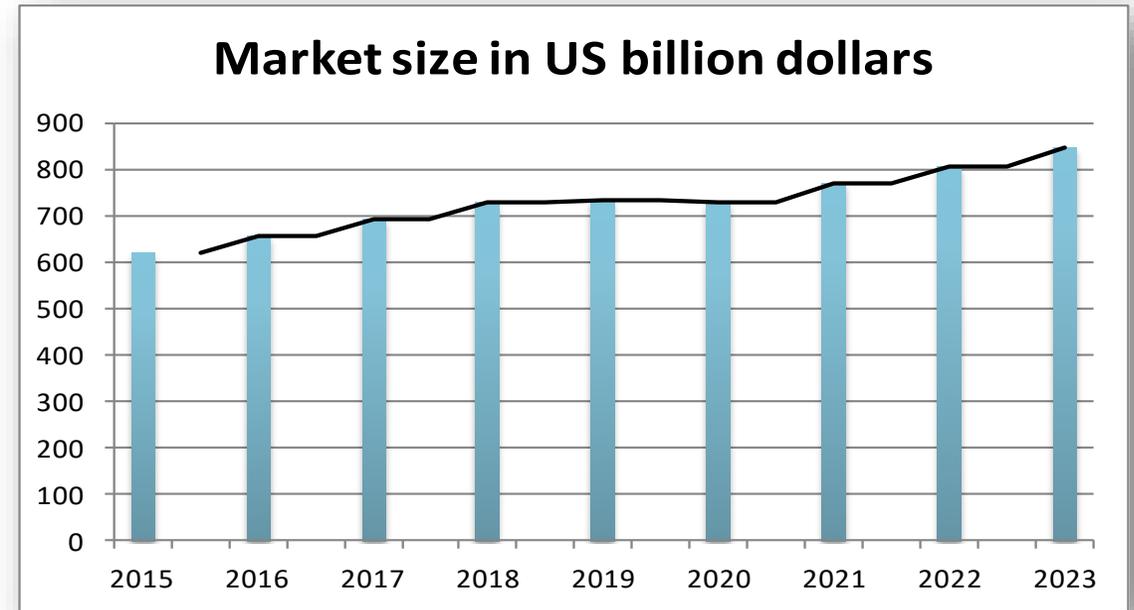
1.0 EXECUTIVE SUMMARY

Law is one of the most popular professional support in the service industry. The market share of legal services in the market of services is over 40% and it helps generating high revenues.

In 2021, the market of global legal services is projected to recover and reach about 767.1 billion U.S dollar after the COVID-19 outbreak that led to an economic slowdown all over the world and a decline in the market size of the legal services to approximately 728.5 billion U.S. dollars in 2020¹

The growing use of the latest technologies in offering the legal services and ensuring transparency in the relationship with the clients is expected to drive the growth of the market. The maturity of legal service providers in North America and Europe is high because they command the highest market share. More than 60% of the legal spending is concentrated in the developed legal markets of North America and Europe.

The demand for legal services in California continued to pick up in the last twelve months leading to revenue growth opportunities for law firms in the region.



2.0 COMPANY DETAILS

2.1 COMPANY OVERVIEW

At **ABC LAW GROUP**, we are always ready to provide the best legal services through an adequately trained team. Our team is geared to answer any questions or concerns that prospective clients might have through scheduling a phone or video consultation.

Our office represents a wide range of clients located in the states of California and Hawaii. The company aims to bring extensive experience, knowledge, and professionalism to every case and also customize the fee structure to fit the client's budget.

Why TSLG?

People are more budget-conscious than ever. A current trend in the legal market is a demand for low-cost and unbundled legal services. **ABC LAW GROUP** is proud to provide elite legal services at an affordable rate. This combination allows for effective service while it also ensures that all ranges of clients have access to legal representation.



AREAS OF PRACTICE



Family Law



Bankruptcy



Civil Litigation



Real estate



Criminal Defense



Landlord-Tenant



**Contract Disputes
& Negotiations**



**Commercial & Consumer
Debt Defense**

2.2 VISION

To serve clients with reliable legal services and assist the customer base in every area of practice. Also, to become a trusted advisor in order to make informed decisions for the clients while considering their best interest. To become the leading, trusted, and reliable law firm by excelling in every aspect of the practice. In addition, to focus on becoming the leading professional firm along with maintaining the competence based on ethics and customer satisfaction.



2.3 MISSION

deliver effective, customized and innovative legal solutions to clients. to mentor our multilingual and passionate team of attorneys and legal staff, to develop a culture full of work ethics, discipline, honesty and fun. Also, we are committed to delivering the top-notch traditional and non-traditional legal services tailored for clients of all the financial abilities.



2.4 COMPANY OBJECTIVES

-  Employ innovative techniques to ensure the most effective legal protection for clients.
-  To be a professional advisor for every client and provide them with a proactive and tailored advice
-  To provide our team with continuous opportunities of professional development and training programs to be well versed with the updated rules and law regulations.
-  To approach every client with a clear mind and soul.
-  To provide the services with a customizable fee structure for clients and therefore maintaining a long-life professional relationship.
-  To provide quality services and representation and continue meeting expectations of our valued clients.
-  To be available for clients anytime by phone and emails to support them in difficult situations.
-  To provide unbundled legal services, flat-fee options, and payment plans to help our community
-  To establish its place in the list of the big-size law firm of the United States and mark its footprints in the industry.
-  To increase profit annually by 12% and achieve a gross revenue of 10 million by our 10th anniversary.
-  To support and mentor our legal team prosper in their careers



2.5 SERVICES

ABC LAW GROUP offers the following services:



Debt ranging from the credit card, loans, medical and tax to student loan

Company aims to negotiate a settlement before a creditor files lawsuit through trial.

DEBT DEFENSE



Assist in providing services ranging from the sale of real property, businesses, operating agreements, drafting and negotiating new or existing contracts.

CONTRACT DISPUTES AND NEGOTIATIONS



Assist with all the aspects of landlord-tenant law including Unlawful detainers.

LANDLORD- TENANT



Assistance with the filing of Chapter 7 and Chapter 13

BANKRUPTCY



Handle all the aspects of family law

Including dissolution, custody and visitation, division of assets, conservatorship, guardianship and prenuptial agreement.

FAMILY LAW



ABC LAW GROUP is comfortable

handling all the aspects of civil litigation, including initiating a suit or defending it.

CIVIL LITIGATION



We always stand to assist our clients in

every case related to real estate. The firm aims to dig every minute detail of the case and advise its clients on various property related matters.

REAL ESTATE



ABC LAW GROUP is experienced in defending and fighting for the rights and liberty of the clients.

It commits to provide protection from misdemeanors, including DUI and domestic violence.

CRIMINAL DEFENSE

2.6 JOB ROLES AND RESPONSIBILITIES

➔ **Managing Partner**: Provides leadership to the legal team by exhibiting integrity, energy, commitment and dedication. The MP should strike to improve their leadership effectiveness through different forms of learning, including conferences, seminars and

books. The MP's responsibilities include:

- 🔨 Budgeting and Finances
- 🔨 Fiscal Management
- 🔨 Mentoring Associates through consistent feedback and goals setting
- 🔨 Overseeing case load and management
- 🔨 Being the vision holder
- 🔨 Promoting the office's culture
- 🔨 Initiating new cases and setting case plans

➔ **Director of Operations**: Supervises the daily operations of the support team and attorneys. The D.O reports directly to the managing partner and is responsible for the direction, growth and coordination of the organization. The D.O's responsibilities include:

- 🔨 Staff management and supervision
- 🔨 Implementing and continuously revising operational policies
- 🔨 Hiring Talents and oversee training programs
- 🔨 Developing and implementing staff evaluations
- 🔨 Keeping track of the office's revenue margins
- 🔨 Improving client support services
- 🔨 Keep track of the office's growth through monthly, quarterly and annual reports
- 🔨 Overseeing the office's marketing and development department



➔ **Supervising Attorney:** Provides substantive and technical leadership to staff attorneys and paralegals and ensures legal compliance of the office through monitoring of changes in law and regulations. The S.A responsibilities include:

- 🔨 Timely processing matters as assigned
- 🔨 Maintaining adequate case files and related records to ensure effective completion of projects assigned.
- 🔨 Evaluate the work product of Associate Attorneys and paralegals and provide feedback to improve
- 🔨 Independently researching, interpreting, and applying legal principles of the most complex nature within the assigned work area.
- 🔨 Discuss the proposed case plan with the M.P and suggest areas of improvement
- 🔨 Leading responsibility on court appearances and pleading preparations.

➔ **Office manager:** Builds long-term and trusting relationships with clients and supervises the work of support staff in providing guidance and motivation so as to drive the maximum output. The O.M responsibilities include:

- 🔨 Overseeing daily activities to ensure that the office runs smoothly
- 🔨 Overseeing case assignment and meeting deadlines
- 🔨 Maintaining the calendar and scheduling appearances for attorneys
- 🔨 Assist with hiring and training news hires
- 🔨 Supervise staff attendance and oversee timesheets & PTO requests
- 🔨 Assist with performance reviews
- 🔨 Managing the office's billing
- 🔨 Opening and closing matters



🔨 Associate attorney : Provides legal support to the supervising attorney. The A.A responsibilities include:

- TBD

🔨 Paralegal: TBD

🔨 Legal Assistant: TBD

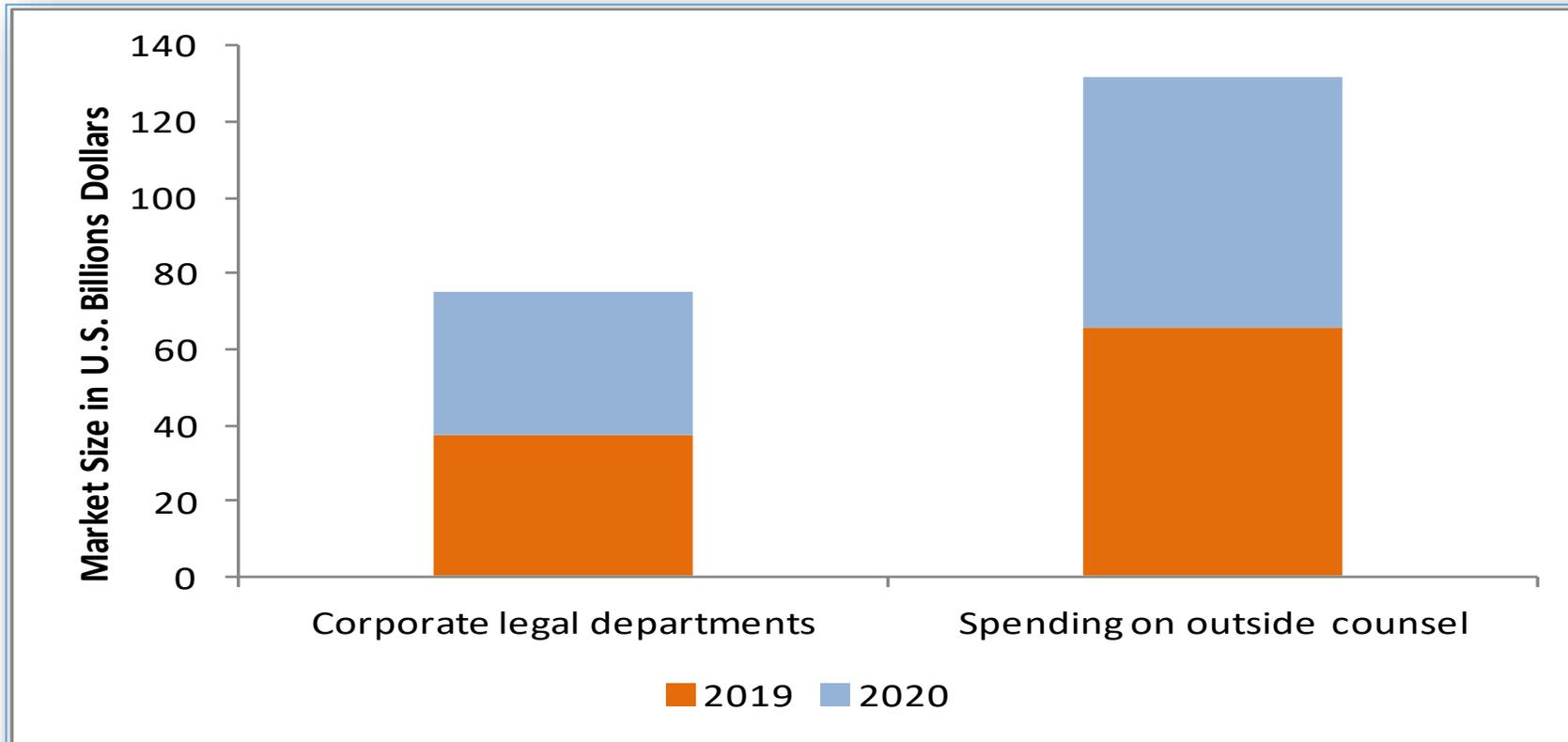


3.0 INDUSTRY OUTLOOK

3.1 MARKET OVERVIEW

Globally, the legal service industry was worth 849 billion U.S. dollars in 2017 and is expected to become a trillion-dollar industry by 2021. One of the main reasons why the U.S. has a disproportionately large legal services market relative to the population and economy of other nations like Europe and China is the connection that many of the global big law firms have with the United States.

Spending on outside legal counsel is the largest segment of the U.S. legal services industry, totaling 66 billion U.S. dollars in 2019. This figure has been steadily growing since 2015 and was [expected to reach](#) 68 billion U.S. dollars in 2020².



3.2 GLOBAL MARKET SIZE OF LEGAL SERVICES

As discussed above, the global legal service market is expected to reach 767.10 billion US dollars even after the COVID-19 outbreak. The growth is mainly because companies are rearranging their operations and recovering from the COVID-19 impact that had earlier led to restrictive containment measures involving social distancing, remote working, and the closure of commercial activities that resulted in operational challenges. The market is expected to reach \$908.17 billion in 2025 at a CAGR of 5%³.

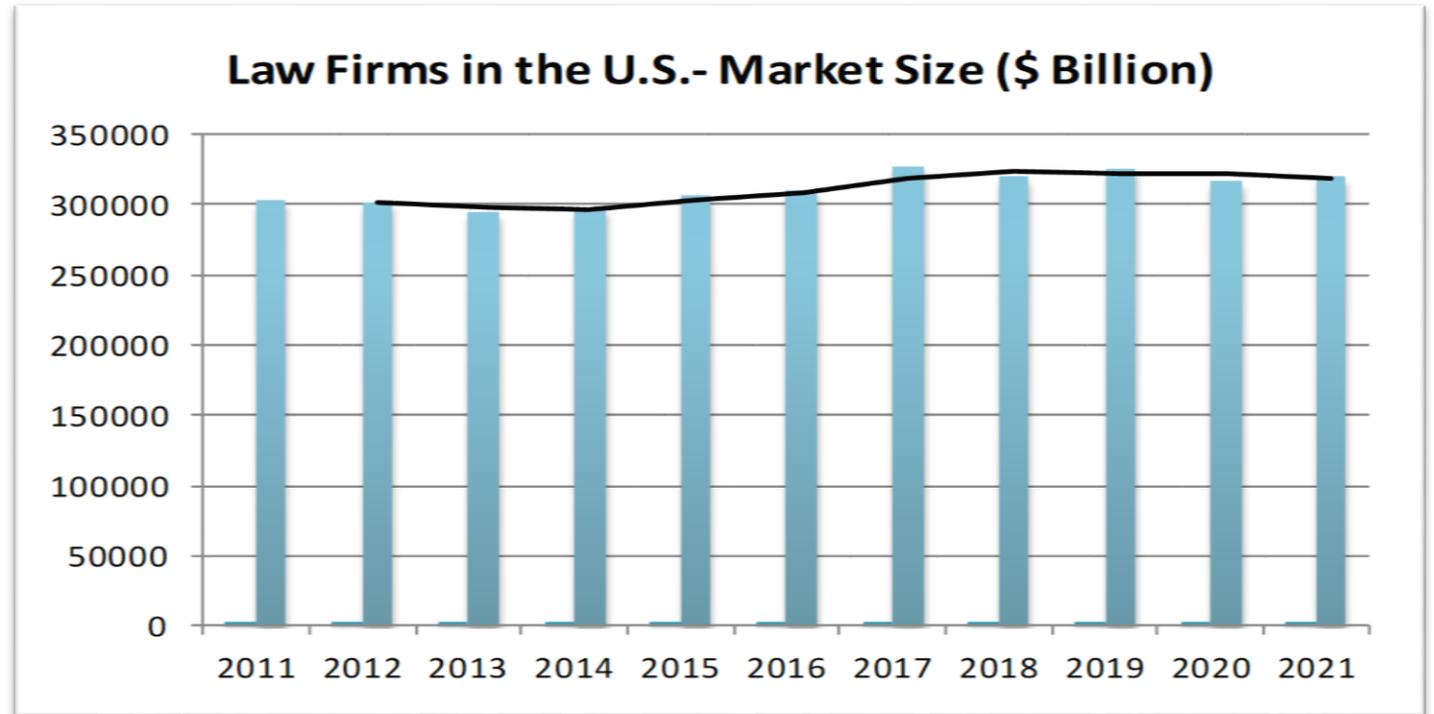
North America was the largest region in the global legal services market, accounting for 56% of the market share in 2020. It was followed by Western Europe, Asia-Pacific, and then the other regions. The top opportunities in the legal services market will arise in the B2B legal services segment that will gain \$117.2 billion of global annual sales by 2023, and in the USA where the market will gain the most at \$48 billion⁴.

Most law offices are now investing in data security systems to safeguard sensitive client data, outsourcing non-critical functions to offshore centers so as to reduce the operational costs and increase the profit margins. The emergence of the advanced technologies such as artificial intelligence (AI) is providing the reliable and faster methods in the legal services out course.



3.3 U.S. LEGAL SERVICES MARKET ANALYSIS & FORECAST

The US legal services market is expected to generate total revenue of \$310.2bn in 2021, representing a compound annual growth rate (CAGR) of 2.1% between 2016 and 2020. On the other hand, the use of web-based technologies is allowing legal professionals to work virtually from anywhere. The ease of working remotely helps in providing the professionals with an alternative method of practicing law and fostering a better work-life balance⁵.



• \$ 319.7 Billion
Law Firms in the US Market Size in 2021

• 0.8%
Law Firms in the US Market Size Growth in 2021



3.4 GROWTH TRENDS IN U.S. LEGAL SERVICES

- 🔨 The increasing adoption of the **Legal Process Outsourcing (LPO)** model is expected to provide a motion to the market growth. The LPO model envisages procuring the legal support services, usually provided by in-house legal professionals and attorneys from a third-party service provider.
- 🔨 The growing use of **artificial intelligence (AI)** in providing the legal services is expected to transform the judicial profession considerably over the forecast period. AI allows the enterprises to help in scrutinizing the contracts in bulk and analyzing the data in order to predict the outcomes of the judicial proceedings better than the human beings.
- 🔨 Owing to the increasing incidence of cybercrimes, Law firms are offering **cybercrime legal consulting services** to their clients. This includes cyber-stalking, counterfeiting, money laundering, embezzlement, fraud, and tax evasion using the internet and electronic devices.
- 🔨 Globally, **the changes in political structure, legal reforms, and trade agreements** are creating more opportunities for law offices. For instance, the exit of UK from the European Union in late 2020 is expected to increase the demand for the law services due to the complexity of the regulatory and legislative changes about jurisdiction, judicial structure, and trade.

Actionable Insights: With the growing demand for the legal services, law firms are required to updated and introduce themselves with the latest technological developments and reforms. Many law offices are investing heavily in legal technology. Our law office of the future will provide its clients with access to technical platforms enabling them to continuously monitor the progress and receive regular updates on their litigation matters and working files.



3.5 COMPETITIVE ANALYSIS

3.5.1 STONE & SALLUS LLP

Description: Stone & Sallus LLP serves the businesses, charities, nonprofits, developers, lenders, brokers, individuals, trustees, and families across all of the Southern California in issues related to the **business law, real estate law, wills, trusts, and estate planning, asset protection, dispute resolution, and bankruptcy**. The attorneys and staff offer the service by individualizing advice, support, and guidance depending on the circumstances presented.



Link: <https://www.stonesalluslaw.com>

Firm Size: The firm in total have 7 attorneys

Location: 1500 Rosecrans Ave., Suite #500 Manhattan Beach, CA 90266

Popularity:

LinkedIn - 112 followers

Facebook - 2131 followers



Advantage: This firm provides real-time assistance 24*7



3.5.2 LAW OFFICE OF FOX AND FOX

Description: In Greater Los Angeles and throughout the Southern California, the law office of Fox and Fox offer aggressive and high-quality legal representation to all of its clients. The firm has consistently achieved positive results before, during, and after the trials, and on appeals. Attorneys of the firm use their combined experience and reputation of more than 35 years for innovative approaches in order to address the unique **family law, trust litigation, estate planning and administration, and real estate legal goals** of the clients.



Link: <https://www.foxandfox.com>

Firm Size: The firm in total have 3 attorneys

Location: 4262 Wilshire Boulevard 3rd Floor Los Angeles, Ca 90010

Popularity: No social media presence

Advantage: The attorneys have a combined experience of 35 years in the law practice



3.5.3 JAMISON EMPTING CRONIN LLP

Description: Jamison Empting Cronin, LLP has been fighting for the individuals and businesses throughout California for over a decade. From the moment one hires the firm, their legal team creates a personalized strategy that prioritizes the goals of the clients. Practice areas include **business law, personal injury law, litigation services, estate planning, asset protection, labor, employment law** and **motor vehicle accidents**.



Link: <https://www.jec-legal.com>

Firm Size: The firm in total have 3 attorneys

Location: 14726 Ramona Ave. Suite 108 Chino, CA 91710
825 E. 4th St. Unit 204 Los Angeles, CA 90013



Popularity:

LinkedIn - 12 follower

Facebook - 21 followers



Advantage: It provides skilled legal representation in Inland Empire, Orange County, and the greater Los Angeles area.

3.5.4 LIBERTY BELL LAW GROUP

Description: Liberty Bell Law Group's best civil attorneys are the total package for all the legal matters. This law firm provides professional services in matters related to the **business, employment, family, personal injury, and estate planning**. The experienced civil attorneys are available 24*7 and they handle the legal issues without delay.



Link: <https://www.bestcivilattorneys.com>

Firm Size: The firm in total have 3 attorneys

Location: 20350 Ventura Blvd Woodland Hills, Suite 230 CA, 91364

Popularity:

Twitter: 1323 followers

Yelp: 24 reviews



Advantage: This firm offers a free case evaluation report



3.5.5 McCATHERN

Description: Founded in 1998, Dallas-based law firm McCathern, Shokouhi, Evans, Grinke, PLLC has developed a reputation of excellence in providing legal services to the clients all across the nation. The successful track record of the firm has attracted an impressive clientele list, ranging from Fortune 500 corporations and high-profile organizations to small companies and high-net-worth individuals. It provides services related to **appellate litigation, criminal defense, employment law, family law, estate planning, litigation and dispute resolution, etc.**



Link: <https://mccathernlaw.com/>

Firm Size: The firm in total has 24 attorneys

Location: 3710 Rawlins Street Suite 1600 Dallas, TX 75219

Popularity:

☐ LinkedIn - 771 followers

☐ Facebook - 776 followers



Advantage: McCathern has its offices in Dallas, Houston, Frisco, and Los Angeles.

3.6 MARKET DYNAMICS

Demand for legal work is expected to continue as individuals, businesses, and all levels of government requiring legal services in many areas. The medium wage in 2020 for Lawyers in California was \$159,785 annually or \$76.82 hourly⁶.



Projections of employment of lawyers

In California, the number of Lawyers is expected to grow at an average rate compared with the total for all the occupations. Jobs for Lawyers are expected to increase by 10.9 percent or 10,600 jobs between 2016 and 2026⁷.

Estimated Employment and Projected Growth Lawyers					
Geographic Area (Estimated Year-Projected Year)	Estimated Employment	Projected Employment	Numeric Change	Percent Change	Job Openings
California (2016-2026)	97,400	108,000	10,600	10.9	53,300
East Bay Area (2016-2026)	5,840	6,220	380	6.5	2,880

Projections of employment of paralegals and legal assistants

The median wage in 2020 for the Paralegals and Legal Assistants in California was \$59,356 annually or \$28.54 hourly. In California, the number of Paralegals and Legal Assistants is expected to grow much faster than the average growth rate for all the occupations. Jobs for Paralegals and Legal Assistants are expected to increase at a rate of 18.0 percent or 5,400 jobs between 2016 and 2026⁸.

PROJECTED JOB GROWTH

18%



PARALEGALS AND LEGAL ASSISTANTS
IN CALIFORNIA FROM 2016 - 2026



Estimated Employment and Projected Growth Paralegals and Legal Assistants*					
Geographic Area (Estimated Year-Projected Year)	Estimated Employment	Projected Employment	Numeric Change	Percent Change	Job Openings
California (2016-2026)	30,000	35,400	5,400	18.0	37,900
San Diego County (2016-2026)	3,280	3,700	420	12.8	3,890

There are around 14,931 law firms throughout the United States in the year 2020 ⁹.

Attorney Demographics Details

State * California City Los Angeles
 County Los Angeles ZIP Code

Breakdown by city Breakdown by ZIP code **Search**

California

County	City	Active	Inactive	Judge	Not Eligible	Total
Los Angeles	Los Angeles	27,473	3,043	307	1,069	31,892



3.6.1 GROWTH DRIVERS



Customer Satisfaction:

Being at the start-up phase in the industry, the employees of the firm will not leave any client unsatisfied as it leaves a negative remark on the success path of the company. A satisfied client will then itself promote the brand name of the firm and will add new clients in our law office directory.



Diversification:

It offers a diversified portfolio that consists of a mix of distinct services in an attempt to provide justice to its clients in every possible way. Through this growth strategy, the firm will reach the doorstep of every client at a fast pace while offering a customized fee structure.



Skilled Workforce:

An organization can only be successful if there are people who are super skilled and who work for it whole-heartedly. The firm will hire and retain the right people who will help the firm to grow and enjoy the future endeavors. The staffs, who adjust themselves in the business culture, follow the vision and mission of the company proves to be a true asset for the company.



Online services access:

In today's era most of the clients are more comfortable with having an online discussion of their cases. This not only efforts. Having access to the online services, the firm will make efforts to take the offers mental peace to the clients but it will also help the firm to get the positive feedback for its advantage of "anytime and anywhere" strategy.





Professional Qualification:

According to small business trends, 82% of the successful business owners admit that the owners/partners with the right qualifications and experience are responsible for the success of the start-up. The attorneys of the above cited firm possess apt qualifications that will lead the firm to touch success heights even with the limited cash flows at the initial stage¹⁰.



3.6.2 OPPORTUNITIES

The legal services in the US have mostly appeared at the top whether it is for ranking or high-paying jobs.

Litigation and trial attorneys

Civil and criminal attorneys are in high demand in the US. Firms with criminal defense attorneys will establish themselves well in the market as crime rate is expected to increase due to the pandemic.

Legal consulting & HR service

Many business organizations are too small to have an in-house counsel. Yet, they need to make sure that their policies, employee handbook, and practices are complying with employment law and other government mandates. Our office will establish contact with these organizations as they provide an immense opportunity for income growth.

Dispute Mediator service

In the present day, there is a high demand for dispute mediators. Being a dispute mediator is one of the most lucrative business ideas for attorneys. Our office will take benefit of every bit of business opportunity that draws its success path.

Business Registration Service

New businesses need the help of an attorney to be incorporated and ensure legal compliance and start their business operations properly. With the growing rate of new businesses, our office will search for and contact start-ups to initially offer our corporate services and eventually become their Of-Counsel.



- Influencers Representation Following AB 5

TBD (research ongoing)



3.6.3 CHALLENGES

Challenge # 1: “Challenges regarding the acquirement of new client business”

For a law firm to become successful and remain competitive within its field, new client acquisition is important. Maintaining healthy client acquisition efforts is important because it increases the growth potential of the firm and helps ensuring that there are new clients to take the place of the previous ones that has left or those that no longer require any legal services.

Challenge # 2: “Cost control and expense growth”

Affording and maintaining reasonable overhead costs together with the funding for growth is a prevalent issue reported by the small law firms. The struggle is often felt when the firms seek growth, yet they lack the cash flow for affording the essentials they think are needed, such as larger office space or more staff and attorneys for handling the tasks and client caseloads. While this challenge is undoubtedly frustrating; by placing a focus on maximizing the billable time – our law offices can find the best opportunity to generate more revenue for the purpose of growth.

Challenge #3: “Keeping up with the competition from other firms in your practice area”

Maintaining healthy competition within the practice area of our law office has become increasingly difficult in the present times. This challenge arises from the increased use of the internet by the clients in order to secure the legal services and heightened demand for more specialized law firms. By implementing the well-crafted online marketing plans, our law offices can better position themselves so as to compete with the similar firms.



Challenge # 4: “Getting paid by clients”

For any size of our law office to sustain, time must be billed and paid regularly. Unfortunately, many law firms report trouble in not just accurately recording the billable time but also in collecting payments owed by the clients since the process of billing and collections are so essential for the success of our law office; there should be a heavy focus placed on implementing and maintaining the necessary timekeeping practices and regularly making the efforts for collection.

Challenge # 5: Finding New Staff

One of the most reported issues by small law firms is hiring of the right staff. Law firms often require employees and attorneys that are not just knowledgeable of certain areas of practice, but also deeply experienced if not certified in the area of need. Spending adequate time finding the right talent will prevent a huge waste of time and efforts in training, which usually leads to a slow down of the office’s productivity.



Conclusion

While challenges can slow down the growth of an office, they also present an opportunity for improvement and solid development. However, our team must work closely and proactively to resolve these problems for remaining competitive in the market and fostering growth. Our law offices should pay attention to the commonly reported issues discussed above and reported by clients, and actively work towards innovative solutions which may include enhanced marketing, charging reliable professional fee, arrange mentoring sessions.



4.0 MARKETING STRATEGY AND SALES STRATEGY

4.1 SALES AND ADVERTISING

Online Advertising:

According to PPC statistics report, it was expected that 40 percent of the advertising spending and efforts of the world would be online; that is a substantial number and law firms should be sure not to ignore it. Paid online advertising consists of pay-per-click (PPC), display ads, and pay-per-impression (PPI) ads.

Pay-Per-Click (PPC) -

For driving of paying traffic and access to a wider audience, our office will make good use of this strategy because, according to a survey, approximately 74% of the businesses get to benefit from this marketing strategy. This will allow the right client base to get access to the services of our law office¹¹.

Search Engine Optimization (SEO) -

SEO technique is a one-time investment marketing strategy that will allow our law office to enjoy its benefit over a long period. Around 87% of smart phone owners use the search engine; this will allow the firm to drive huge traffic to its website and thereby helps in raising the revenue terms¹².

Blog -

Blog writing is a great tool to make the audience aware of the latest news of the achievements that the firm has made. In the USA, people spend more time in reading the blogs (approximately 3 times more) as compared to reading the e-mails. This will allow the firm to expand its customer base in very less time and reach more people¹³.



Run E-mail Campaigns

E-mail marketing is very well-organized way of growing the client base for the firm. Clients are more comfortable using e-mails for the purpose of sharing important information with their professional hirers. The firm will market itself by regularly sending e-mails to the potential clients that seek to interact with and hire the firm for services. As per a survey, it is expected that the number of e-mail users is set to grow up to 4.3 billion globally by the end of 2023¹⁴.



4.2 MARKETING STRATEGIES

Below are listed some of the marketing strategies that the firm will adopt to expand its outreach:

1. Website marketing:

The website is a very basic and easy source for attracting and retaining the potential customers. The firm will direct the traffic to its website by making it user-friendly. The company will make sure to display the contact forms, blog icons, social media icons, featured products and services on its website so that the customers can find it easy to gather any information and post any inquiry. Moreover with a 284 million internet user base in 2020 in the United States; it will serve as a helping hand in reaching the customers widely¹⁵.



2. Social Media Marketing:

The firm will use social media platforms for promoting its services. This will allow the company to increase its brand visibility in just one click. The company will create short videos and post the testimonials of its services, share the development of the firm, etc. This will surely help the company in increasing its customer base and therefore increasing the revenue. Some of the social media platforms that will work out for the firm include the following:



Google ads:

Through this platform, our law office will effectively advertise its services. Well-timed ads will turn the individuals into the valuable customers. The conversion rate claimed by Google in the advocacy industry accounts for 1.96%¹⁶.

Yelp:

It is the fastest-growing application as it has a user base of over 29.6 million in 2020. As the application is available in approximately 42 different languages; this will oust the customers to make use of the app. Our law office will widely make use of this platform because of its benefits and driving the valuable client traffic¹⁷.

LinkedIn:

LinkedIn is a great source for generating the business leads and hiring professionals for business. Our law office will market itself using this channel to get along with the professional world.

If any start-up wants to be the eye-catcher in a short period then social media marketing is one of the utmost important platforms in today's digital world. Worldwide digital ad spending has recently achieved a modest growth of 2.4% in 2021 and reflects the growing awareness of the digital media in the developing world. Hence to be successful, it is necessary to invest time and money in marketing on different social media platforms.



4.3 COMPETITIVE EDGE

ABC LAW GROUP is set up to be in the lap of California firms that offers a great client base. With an effective marketing plan in place, our law office will make sure that we maintain relevance within an increasingly growing and competitive space. With the marketing tips and tricks mentioned above, our law office will make sure that these are regularly used to increase the number of resultants/converted clients, by this means standing ahead in line with its competitors.



The biggest competitive strength of our law office is the portfolio of services it offers, its location in the heart of DTLA and Oahu and our diverse multilingual legal team. Our law offices in LA usually offer legal services in high demand, such as divorce and bankruptcy. There is a great benefit if one approaches our office because we can assist with multiple matters and areas at the same time and avoid our client's the burden of finding different attorneys for each area. Moreover, we offer a comfortable fee structure depending upon the paying capacity of clients, so that clients can enjoy hazard free services and can focus on the resolution of their issue.



**Projected
Profit and
Loss
Statement**

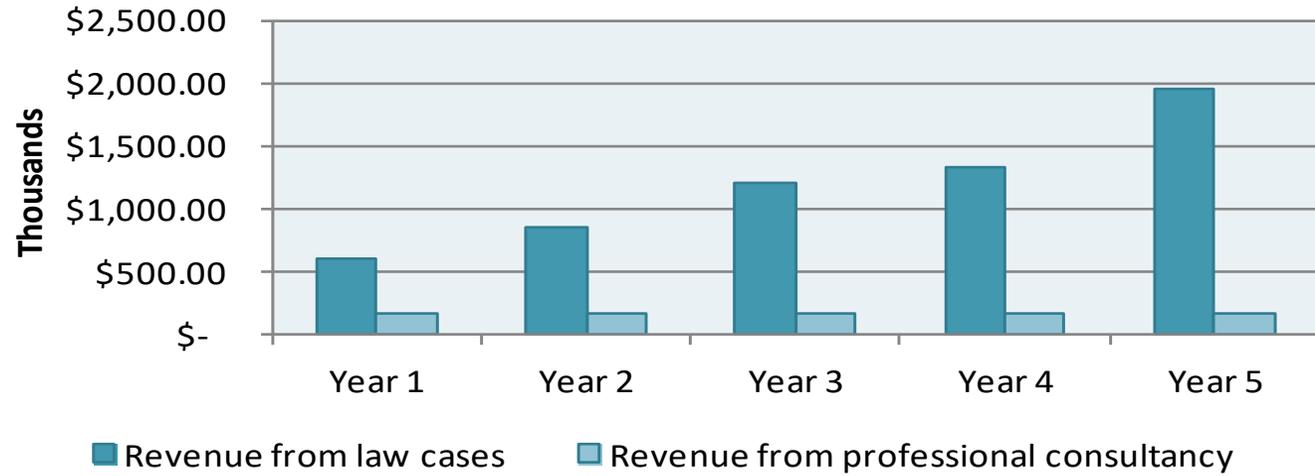
Particulars	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue streams					
Revenue from law cases	\$ 600,000.00	\$ 850,410.00	\$ 1,195,367.22	\$ 1,330,759.29	\$ 1,947,541.58
Revenue from professional consultancy	\$ 156,000.00	\$ 160,804.80	\$ 165,757.59	\$ 170,862.92	\$ 176,125.50
Other miscellaneous revenue	\$ 15,000.00	\$ 15,462.00	\$ 15,938.23	\$ 16,429.13	\$ 16,935.14
Total revenue	\$ 771,000.00	\$ 1,026,676.80	\$ 1,377,063.04	\$ 1,518,051.34	\$ 2,140,602.23
Direct operating cost					
<u>Employees salary</u>					
Supervising attorney	\$ 90,000.00	\$ 92,016.00	\$ 94,077.16	\$ 96,184.49	\$ 98,339.02
Managing partner	\$ 237,455.00	\$ 242,773.99	\$ 248,212.13	\$ 253,772.08	\$ 259,456.58
Director of operations	\$ 158,079.00	\$ 161,619.97	\$ 165,240.26	\$ 168,941.64	\$ 345,451.86
Legal assistant	\$ 50,758.00	\$ 155,684.94	\$ 265,287.13	\$ 271,229.57	\$ 388,227.15
Paralegal	\$ 65,059.00	\$ 133,032.64	\$ 272,025.15	\$ 347,648.14	\$ 497,609.64
Total expenses	\$ 601,351.00	\$ 785,127.54	\$ 1,044,841.83	\$ 1,137,775.91	\$ 1,589,084.25
Gross profit	\$ 169,649.00	\$ 241,549.26	\$ 332,221.21	\$ 380,275.43	\$ 551,517.97
Gross profit%	22.00%	23.53%	24.13%	25.05%	25.76%
Indirect operating cost					
Transportation expenses	\$ 25,000.00	\$ 25,560.00	\$ 26,717.91	\$ 28,553.87	\$ 31,199.56
Consulting expenses	\$ 35,000.00	\$ 35,784.00	\$ 37,405.08	\$ 39,975.42	\$ 43,679.38
Electricity expenses	\$ 12,000.00	\$ 12,268.80	\$ 12,824.60	\$ 13,705.86	\$ 14,975.79
Advertisement expenses	\$ 10,000.00	\$ 10,224.00	\$ 10,687.17	\$ 11,421.55	\$ 12,479.82
Telephone & Internet expenses	\$ 10,000.00	\$ 10,224.00	\$ 10,687.17	\$ 11,421.55	\$ 12,479.82
Stationery	\$ 3,000.00	\$ 3,067.20	\$ 3,206.15	\$ 3,426.46	\$ 3,743.95
Insurance expenses	\$ 5,000.00	\$ 5,112.00	\$ 5,343.58	\$ 5,710.77	\$ 6,239.91
Repair & Maintenance	\$ 5,000.00	\$ 5,112.00	\$ 5,343.58	\$ 5,710.77	\$ 6,239.91
Miscellaneous expenses	\$ 30,000.00	\$ 30,672.00	\$ 32,061.50	\$ 34,264.65	\$ 37,439.47
Total expenses	\$ 135,000.00	\$ 138,024.00	\$ 144,276.73	\$ 154,190.92	\$ 168,477.60
Earning before interest and taxes	\$ 34,649.00	\$ 103,525.26	\$ 187,944.48	\$ 226,084.50	\$ 383,040.37



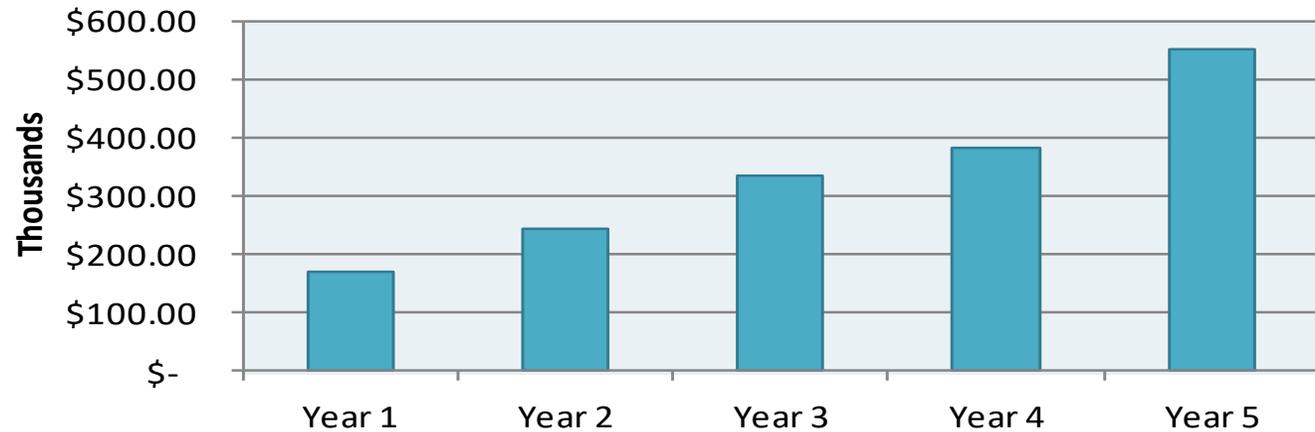
Depreciation on					
Building	\$ 2,778.00	\$ 2,701.00	\$ 2,626.00	\$ 2,553.00	\$ 2,482.00
Laptops and PC	\$ 3,750.00	\$ 3,281.00	\$ 2,871.00	\$ 2,512.00	\$ 2,198.00
Furniture & Fixtures	\$ 3,571.00	\$ 3,316.00	\$ 3,080.00	\$ 2,860.00	\$ 2,655.00
Generator	\$ 219.00	\$ 212.00	\$ 205.00	\$ 199.00	\$ 193.00
Amortization of startup costs	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00
Earning before taxes	\$ 4,331.00	\$ 74,015.26	\$ 159,162.48	\$ 197,960.50	\$ 355,512.37
Taxes	\$ 909.51	\$ 15,543.20	\$ 33,424.12	\$ 41,571.71	\$ 74,657.60
Net profit	\$ 3,421.49	\$ 58,472.05	\$ 125,738.36	\$ 156,388.80	\$ 280,854.77
Net profit%	0.44%	5.70%	9.13%	10.30%	13.12%

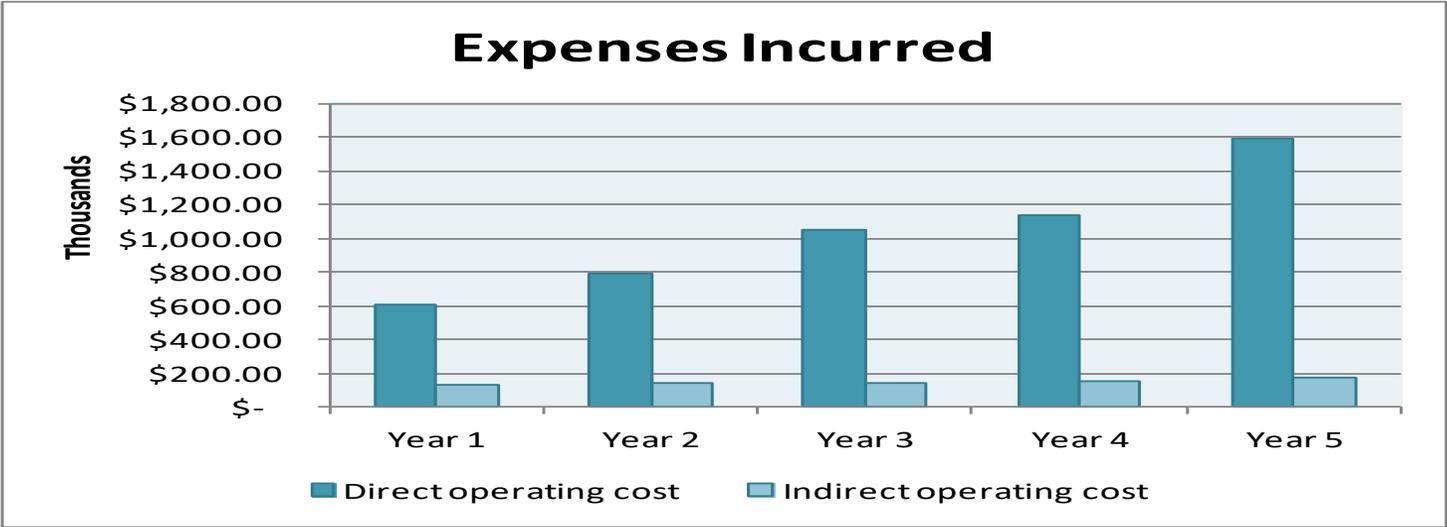
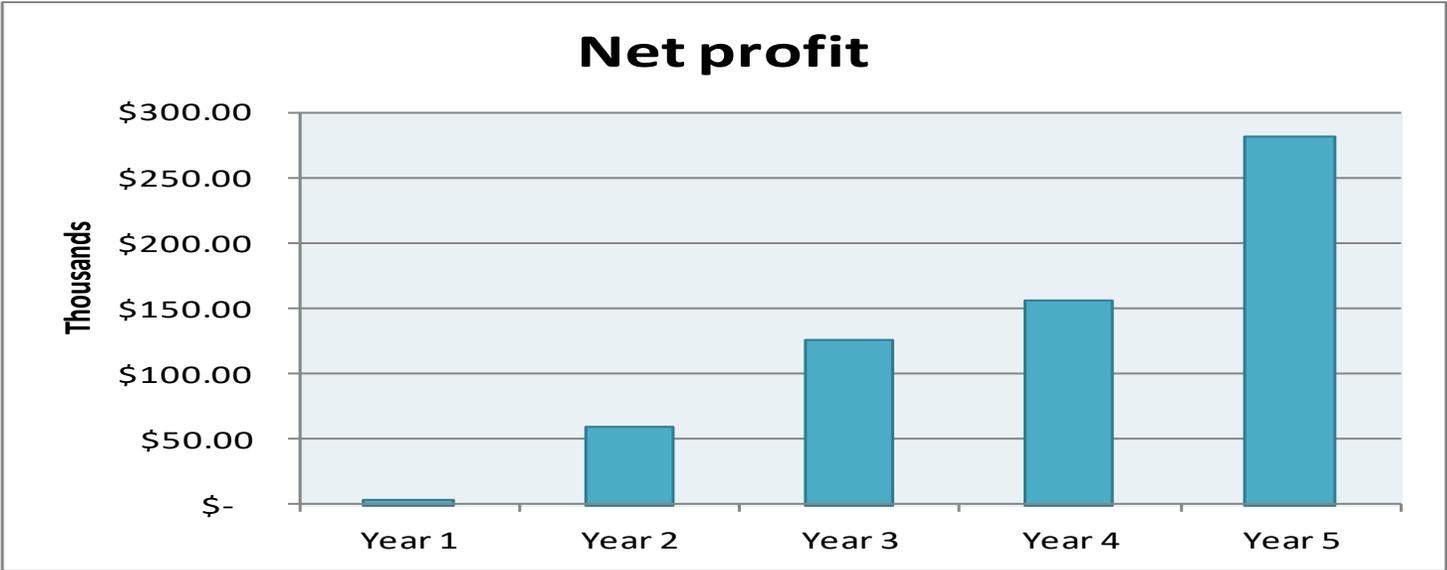


Revenue Streams



Gross profit



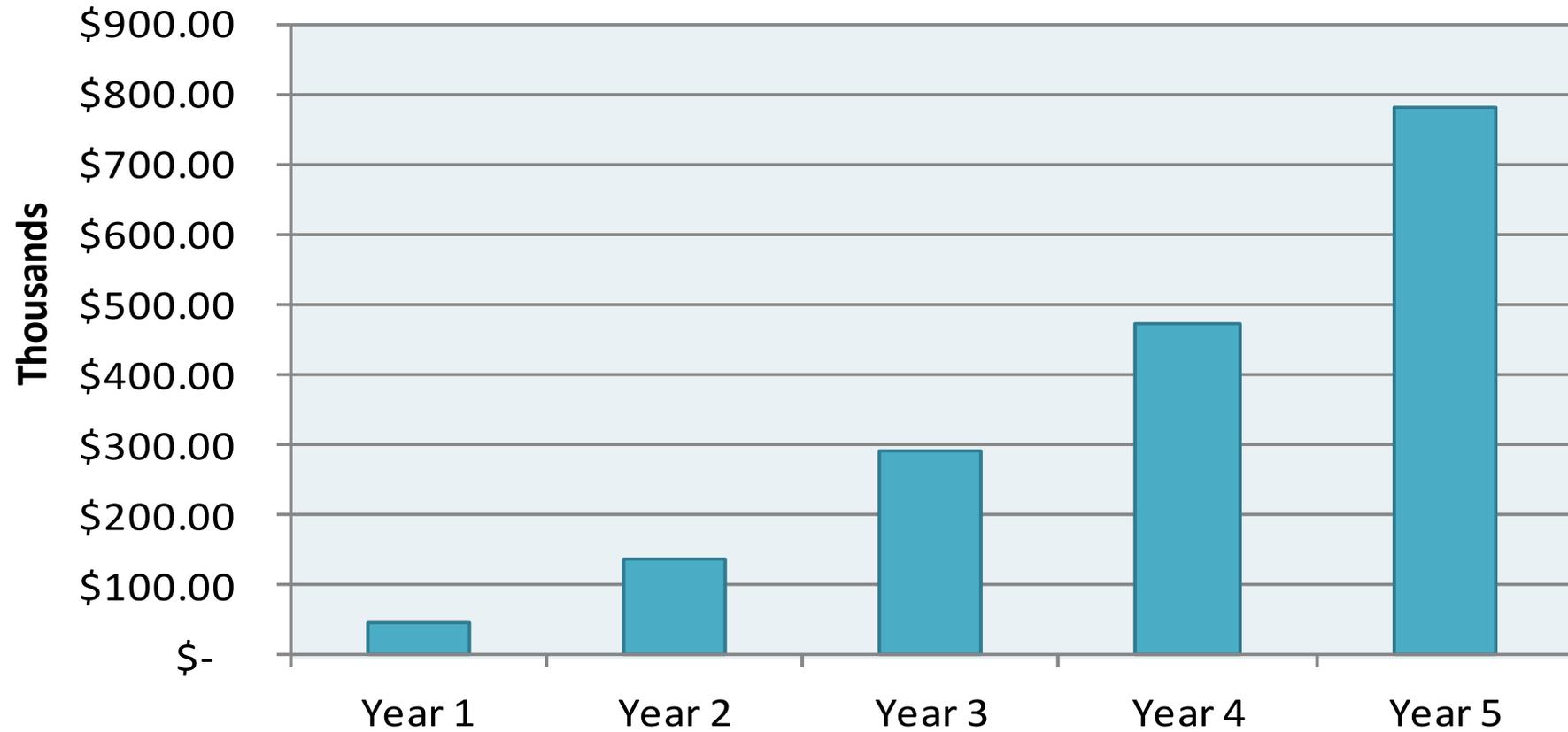


Projected Cash Flow Statement

Particulars	Year 1	Year 2	Year 3	Year 4	Year 5
Cash at the start of year	\$ 13,000.00	\$ 46,739.49	\$ 134,721.54	\$ 289,241.90	\$ 473,754.70
Cash Inflows					
Revenues	\$ 771,000.00	\$ 1,026,676.80	\$ 1,377,063.04	\$ 1,518,051.34	\$ 2,140,602.23
Cash Outflows					
Direct Operating Expenses	\$ 601,351.00	\$ 785,127.54	\$ 1,044,841.83	\$ 1,137,775.91	\$ 1,589,084.25
Indirect Operating Expenses	\$ 135,000.00	\$ 138,024.00	\$ 144,276.73	\$ 154,190.92	\$ 168,477.60
Taxes	\$ 909.51	\$ 15,543.20	\$ 33,424.12	\$ 41,571.71	\$ 74,657.60
Total Cash outflow	\$ 737,260.51	\$ 938,694.75	\$ 1,222,542.68	\$ 1,333,538.54	\$ 1,832,219.45
Changes in Cash during the year	\$ 33,739.49	\$ 87,982.05	\$ 154,520.36	\$ 184,512.80	\$ 308,382.77
Closing Cash Balance	\$ 46,739.49	\$ 134,721.54	\$ 289,241.90	\$ 473,754.70	\$ 782,137.47



Closing Cash Balance



**Projected
Balance
Sheet
Statement**

Particulars	Year 1	Year 2	Year 3	Year 4	Year 5
<u>Fixed Assets</u>					
Building	\$ 100,000.00	\$ 97,222.00	\$ 94,521.00	\$ 91,895.00	\$ 89,342.00
Depreciation	\$ 2,778.00	\$ 2,701.00	\$ 2,626.00	\$ 2,553.00	\$ 2,482.00
Balance	\$ 97,222.00	\$ 94,521.00	\$ 91,895.00	\$ 89,342.00	\$ 86,860.00
Laptops and PC	\$ 30,000.00	\$ 26,250.00	\$ 22,969.00	\$ 20,098.00	\$ 17,586.00
Depreciation	\$ 3,750.00	\$ 3,281.00	\$ 2,871.00	\$ 2,512.00	\$ 2,198.00
Balance	\$ 26,250.00	\$ 22,969.00	\$ 20,098.00	\$ 17,586.00	\$ 15,388.00
Furniture & Fixtures	\$ 50,000.00	\$ 46,429.00	\$ 43,113.00	\$ 40,033.00	\$ 37,173.00
Depreciation	\$ 3,571.00	\$ 3,316.00	\$ 3,080.00	\$ 2,860.00	\$ 2,655.00
Balance	\$ 46,429.00	\$ 43,113.00	\$ 40,033.00	\$ 37,173.00	\$ 34,518.00
Generator	\$ 7,000.00	\$ 6,781.00	\$ 6,569.00	\$ 6,364.00	\$ 6,165.00
Depreciation	\$ 219.00	\$ 212.00	\$ 205.00	\$ 199.00	\$ 193.00
Balance	\$ 6,781.00	\$ 6,569.00	\$ 6,364.00	\$ 6,165.00	\$ 5,972.00
Total fixed assets	\$ 176,682.00	\$ 167,172.00	\$ 158,390.00	\$ 150,266.00	\$ 142,738.00
<u>Current Assets</u>					
Cash balance	\$ 46,739.49	\$ 134,721.54	\$ 289,241.90	\$ 473,754.70	\$ 782,137.47
Startup costs	\$ 100,000.00	\$ 80,000.00	\$ 60,000.00	\$ 40,000.00	\$ 20,000.00
Depreciation	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00	\$ 20,000.00
Balance	\$ 80,000.00	\$ 60,000.00	\$ 40,000.00	\$ 20,000.00	\$ -
Total assets	\$ 303,421.49	\$ 361,893.54	\$ 487,631.90	\$ 644,020.70	\$ 924,875.47
<u>Liabilities</u>					
Paid In Capital	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00	\$ 300,000.00
Retained Earnings		\$ 3,421.49	\$ 61,893.54	\$ 187,631.90	\$ 344,020.70
Earnings	\$ 3,421.49	\$ 58,472.05	\$ 125,738.36	\$ 156,388.80	\$ 280,854.77
Total Capital	\$ 303,421.49	\$ 361,893.54	\$ 487,631.90	\$ 644,020.70	\$ 924,875.47

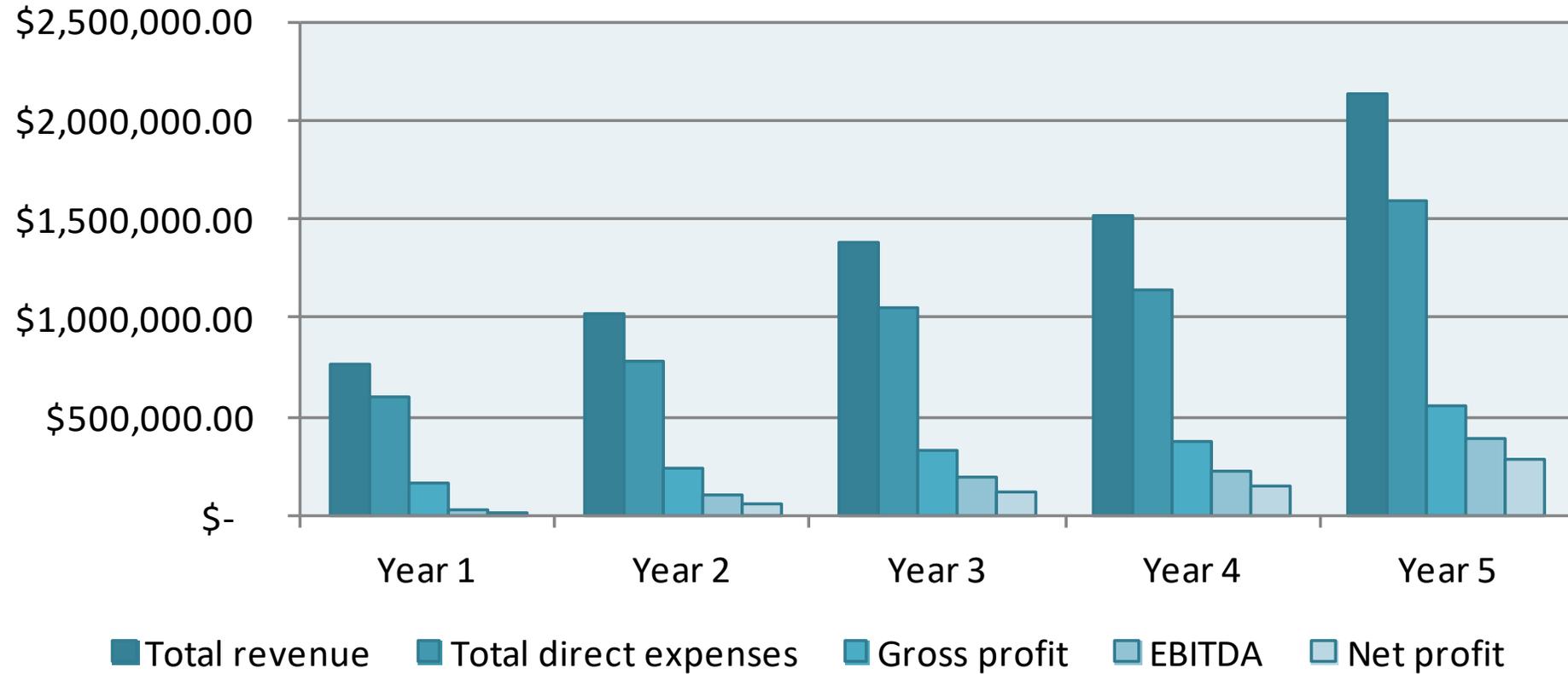


Summarized Yearly Report

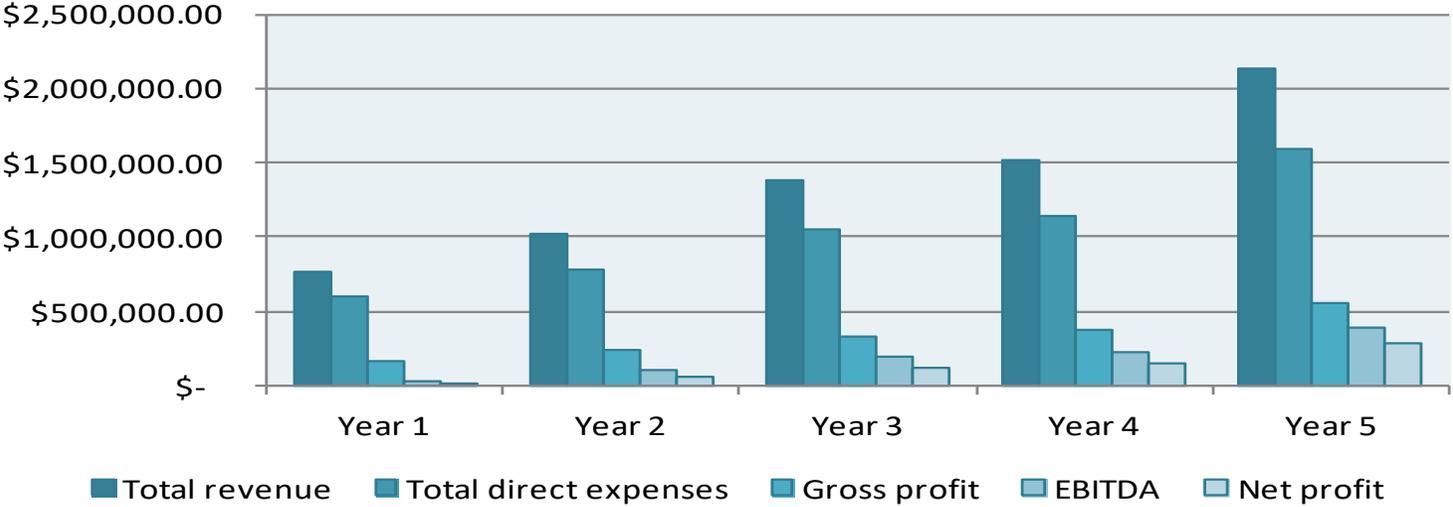
	Particulars	Year 1	Year 2	Year 3	Year 4	Year 5
Profit and loss statement	Total revenue	\$ 771,000.00	\$ 1,026,676.80	\$ 1,377,063.04	\$ 1,518,051.34	\$ 2,140,602.23
	Total direct expenses	\$ 601,351.00	\$ 785,127.54	\$ 1,044,841.83	\$ 1,137,775.91	\$ 1,589,084.25
	Gross profit	\$ 169,649.00	\$ 241,549.26	\$ 332,221.21	\$ 380,275.43	\$ 551,517.97
	EBITDA	\$ 34,649.00	\$ 103,525.26	\$ 187,944.48	\$ 226,084.50	\$ 383,040.37
	Net profit	\$ 3,421.49	\$ 58,472.05	\$ 125,738.36	\$ 156,388.80	\$ 280,854.77
Cash flow statement	Cash at the beginning of year	\$ 13,000.00	\$ 46,739.49	\$ 134,721.54	\$ 289,241.90	\$ 473,754.70
	Cash inflow	\$ 771,000.00	\$ 1,026,676.80	\$ 1,377,063.04	\$ 1,518,051.34	\$ 2,140,602.23
	Cash outflow	\$ 737,260.51	\$ 938,694.75	\$ 1,222,542.68	\$ 1,333,538.54	\$ 1,832,219.45
	Net Changes in cash	\$ 33,739.49	\$ 87,982.05	\$ 154,520.36	\$ 184,512.80	\$ 308,382.77
	Closing cash balance	\$ 46,739.49	\$ 134,721.54	\$ 289,241.90	\$ 473,754.70	\$ 782,137.47
Balance sheet statement	Net Tangible Assets	\$ 176,682.00	\$ 167,172.00	\$ 158,390.00	\$ 150,266.00	\$ 142,738.00
	Total Current Assets	\$ 126,739.49	\$ 194,721.54	\$ 329,241.90	\$ 493,754.70	\$ 782,137.47
	Total Assets	\$ 303,421.49	\$ 361,893.54	\$ 487,631.90	\$ 644,020.70	\$ 924,875.47
	Total Capital	\$ 303,421.49	\$ 361,893.54	\$ 487,631.90	\$ 644,020.70	\$ 924,875.47
	Total Retained Earnings	\$ -	\$ 3,421.49	\$ 61,893.54	\$ 187,631.90	\$ 344,020.70
Ratios	Gross Profit %	22.00%	23.53%	24.13%	25.05%	25.76%
	Net Profit %	0.44%	5.70%	9.13%	10.30%	13.12%



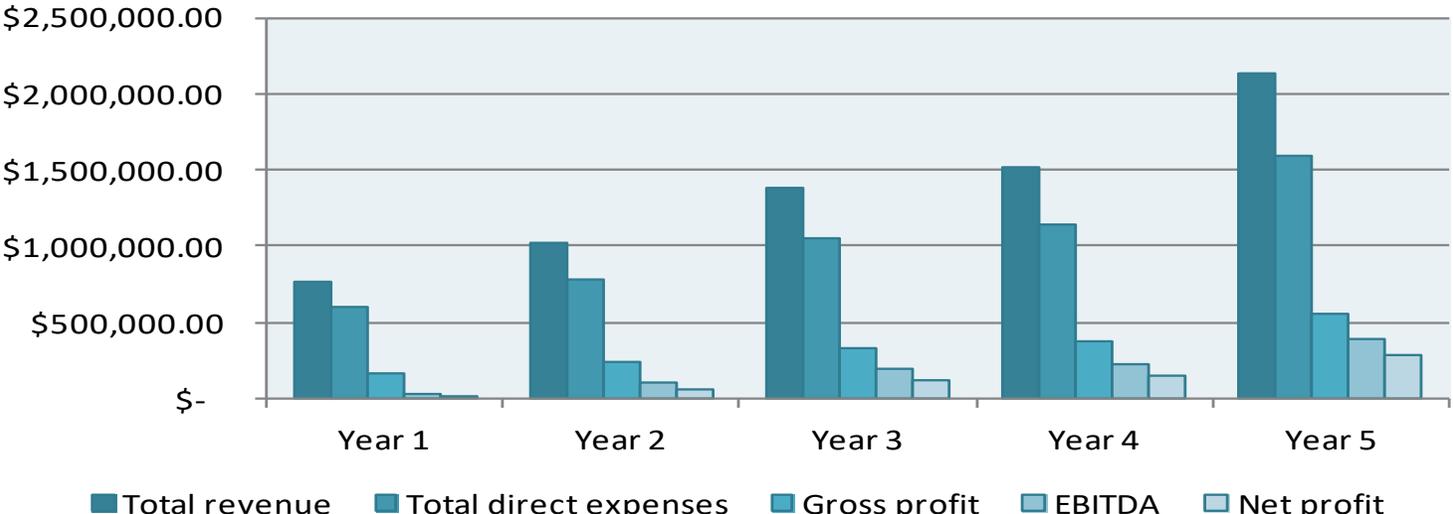
Profit And Loss Summary



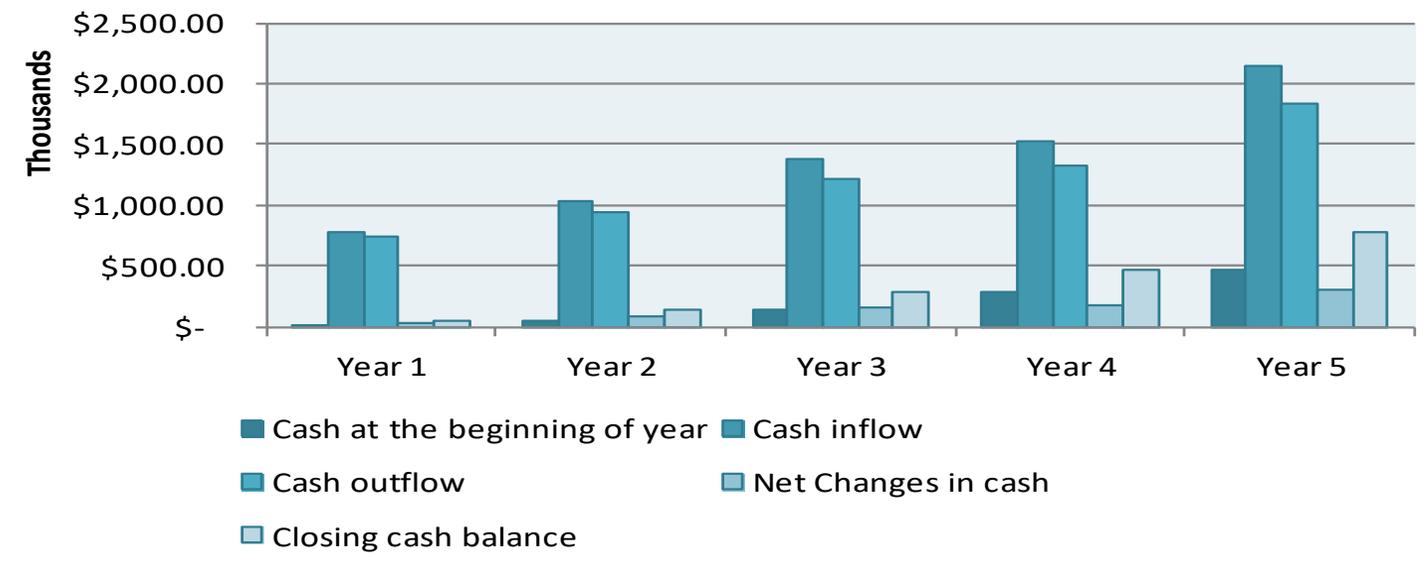
Profit And Loss Summary



Profit And Loss Summary



Cash Flow Summary



Balance Sheet summary



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