James Smith

- **Professional Contacts**
  - Close relationships with three life insurance specialists
  - Working relationships with many other financial professionals
  - Happy to introduce
- **Teamwork**
  - Teamwork = best results at lowest cost
  - Difficult to find outside partners that have same commitment
- **Compensation**
  - Bills hourly.
  - Want to explore alternative comp arrangements
- **Financial Advisors**
  - Relationships with two FAs; mixed experience
  - Only work with FAs serving HNW clients
  - Clear communication essential to success
- **The Person**
  - Managing partner at ABC Law Firm
    - Full service firm; seven offices; 100+ lawyers
  - Loves helping clients reach goals
  - Goal now: continue growing firm
    - 10-year goal: begin to exit firm
    - 15-year goal: fully retired
- **Areas of Expertise**
  - Estate planning
  - Asset protection planning
  - Family and closely held business law
    - Succession planning
    - Buy-sell agreements
    - Sales and acquisitions
    - Contracts and employment law
- **Practice Goals**
  - Grow revenue 15%/year
  - Provide financial planning
- **Practice Management**
  - Main growth driver: referrals from other professionals
    - Client referrals less important
  - Strong support team; can manage expansion
- **Clients**
  - Family businesses and entrepreneurs
    - Physicians
    - Real estate developers
    - Software developers
  - Half of clients: $5+M net worth
  - 50+ clients match ideal client profile