

8-Week Sales & Marketing Challenge

THE 8 WEEK CHALLENGE MISSION STATEMENT:

To equip Sales & Marketing legal teams with the tools, accountability and metrics to aggressively grow and master leads and conversions.



WHAT YOU'LL GAIN:



Daily Competition Dashboard Reporting + Accountability



Weekly Strategy Workshops:
Every Thursday from 3:00-4:30 ET, dive deep into tactics that drive success.



Buddy Coach System
Pair up with a professional from another firm to enhance learning and ensure process adherence.



Weekly Recap Videos
Keep law firm owners and C-Suite teams in the loop with expectations for each week.

TRANSFORMATIVE OUTCOMES:

- Increase profitability by at least \$20K a month.
- Boost productivity and gamification.
- Enhance role clarity and KPIs.
- Strategy share of what's converting where and when.
- Increase referrals, brand awareness & visibility.
- Systemized follow-up process with accurate reporting
- Systemized Referral Management Process with weekly measurement.
- Clear marketing process with weekly tracking.
- Pair employees with some similar firm dynamics.
- Process adherence and commitment...beyond the 8 weeks!



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
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
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