



Your CorporateCounsel Advantage™

How to Build Your Practice Through Business Clients



Your CorporateCounsel Advantage™

Top Reasons You
Can Grow Your
Practice Through
Your CorporateCounsel
Advantage™



Your CorporateCounsel Advantage™

Create renewable income.



Your CorporateCounsel Advantage™

Capture additional
client dollars.



Your CorporateCounsel Advantage™

Get paid for what
you already give away
for free.



Your CorporateCounsel Advantage™

Develop referral
relationships with your
clients' key advisors.



Your CorporateCounsel Advantage™

Create another profit
center in your estate
planning practice.



Your CorporateCounsel Advantage™

Have a unique
marketing strategy.



Your CorporateCounsel Advantage™

Do it without:

- Increasing your overhead
- Learning a lot of new “law”
- Ramping up your staff or marketing costs



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Review Brochure



Your CorporateCounsel Advantage™

2004 Revenue with 10 Clients

1 st Year Fee	\$19,250
Annual Fee	\$31,750
Additional Estate Planning Fees	\$49,500
Funding Fees	\$8,485
Annual Estate Planning Renewal Fees	\$7,000
Additional Corporate Work	\$41,110
TOTAL FEES	\$157,095



Your CorporateCounsel Advantage™

And the Work Just Keeps
Coming In!

And They All Refer in
Family & Friends!



Your Corporate Counsel Advantage™

Includes:

- Backstage System/Process
 - Step by step system including letters, scripts, meeting agendas, CE workshops, public workshops, handouts, marketing materials, and Annual Minutes System
- Brochure Template
- Website
- Time Matters Template
- 3 Training Days
- Monthly Coaching Teleconference



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Optional/Additional:

If you also need corporate legal/technical training and systems, we will provide an additional Advantage for legal training and step by step systems and templates for:

- Buy-Sell Agreements
- Operating Agreements
- Employment Agreements
- Incorporating System
- Other As Needed



Your Corporate Counsel Advantage™

Training Days:

September 22nd in Tampa

(LTGP is September 23rd)

Agenda:

Process Overview

The Strategic Legal Audit™



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Training Days:

Agenda for Session 2 (January 5):

- One-Year Focus Advantage™
- Using the YCC Toolkit to Generate Additional Revenue



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Training Days:

Agenda for Session 3 (April 6):

- Delivering on Client Service Promises
- Using The One Quick Question™ to Generate More Client Dollars



Your CorporateCounsel Advantage™

Pricing:

- \$9,862
- Lifetime Growth™ Members \$5,186 for first 10 Registrants
- Bring team members at no additional charge.
- Annual Renewal \$4,783



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Payment Structure:

- 1/3 of Fee Due By Sept. 2
- 1/3 of Fee Due At Second Workday in January
- 1/3 of Fee Due at Third Workday in April



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Money Back Guarantee:

If you don't recover your registration fee within 120 days of completing the Advantage we will refund your registration fee.



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Registration Forms Available
Online at
www.thestrategiccounsel.net or
contact Laney at (813)286-1700
or laney@thestrategiccounsel.net.