

PRACTICE42

PREMIER PRACTICE INSTITUTE

CLIENT MAINTENANCE PLAN TRACK ROADMAP[®]

WELCOME TO YOUR ROADMAP

We are so excited you are here in our Group Coaching Program - Practice42's Premier Practice Institute.

In this section of our Membership Library, we will be working alongside you to support you as you build your Client Maintenance Plan. Do not hesitate to let us know your questions through our Premier Practice Institute Members Only Private Facebook Page and by participating in our Group Coaching Calls each month!

PRACTICE42 CMP PRACTICE TRACK[©]

We always start the list of our Practice Track Resources, which you will use to create your law firm's Playbook, with a sample Workflows. Read the Workflow first, Resource Number 1, so that you can use it as a "Table of Contents" for all the included tools here. You can modify this timeline and customize these tools as you move forward, as well as use it to build out more than one Workflow for this Practice Area.

1 365 Day Client Maintenance Plan Workflow

2 Client Maintenance Plan Considerations When Building Your Plan

3 Creating Your Client Maintenance Plan Mission Statement

4 Creating Your Client Maintenance Plan Benefits Flyer

5 Watch > How to Add \$100K to Your Law Practice!

6 Developing CMP Pricing and Using Contracts

7 WATCH > Planning for Operational Success

8 Sample CMP Annual Renewal Letters

Annual Renewal Letter - You Have to Create Your Legacy

Annual Renewal Letter - Ben Franklin Theme: Do Not Delay or Procrastinate

Annual Renewal Letter - Law Changes Theme: A/B Trust Renewal

Annual Renewal Letter - Greatest Mistakes Theme

9 CMP Specific Training and Education

Throughout this section of Practice42's Premier Practice Institute you will find more information on specific topics filled with information and training you need for this area! Be sure to jump to learn even more On Demand or participate in a Live Course!