

8FF|PROGRAMS



TURN YOUR LAW FIRM INTO A LAW BUSINESS

> DETERMINE GAP OPPORTUNITIES

Thorough business analysis to identify key priorities.

> DEFINE OBJECTIVES

Develop action oriented objectives to mend GAPs.

> DEVELOP GROWTH STRATEGY

Create a unique strategy tailored specifically to your goals and needs.

> ACCOUNTABLE IMPLEMENTATION

Seamless program integration into your operation to streamline growth with accountability.

8 FIGURE **FOUNDATIONS**

Unlock your business's potential with our dynamic group consulting program, designed to align with your unique goals. Collaborate, strategize, and achieve meaningful results with expert guidance tailored to your needs.

8 FIGURE **GOLD**

Provides deeply customized 1:1 strategy meetings, carefully designed to resonate with your unique requirements and objectives.

8 FIGURE **PLATINUM**

Offers advanced consulting services with a focus on scaling operations, enhancing leadership skills, and implementing effective management principles.

8 FIGURE **DIAMOND**

Delivers comprehensive business growth consulting, including VIP experiences, in-person visits, and specialized audits to streamline growth with accountability.

8 FIGURE **OBSIDIAN**

Designed for established firms aiming to build a lasting legacy, this program provides deeply customized strategy meetings and tailored growth strategies.

BUSINESS GROWTH CONSULTING

8 FIGURE FOUNDATIONS

\$12K

Eligible Law Firms | \$500K or Less in Revenue

WHAT CAN YOU EXPECT?

> GROUP CONSULTING

Personalized, in-depth consultations with a dedicated consultant providing tailored strategies and insights to address your unique challenges.

> MONTHLY MOMENTUM

A consistent and supportive mastermind setting where participants can discuss ongoing challenges, share experiences, and receive guidance from experts to maintain momentum throughout the year.

> ACCELERATOR CONFERENCE*

Includes Accelerator Conference ticket. Enhance your networking opportunities gain access to a collaborative environment where you can share experiences, insights and learn from other driven law firm owners and industry leaders.

> KNOWLEDGE CENTER

The Knowledge Center is a substantial resource that law firm owners can leverage to obtain a wealth of industry-specific knowledge, templates, and best practices.

> PRIVATE MEMBER FACEBOOK PAGE

Inclusion in a private Facebook community allows law firm owners to engage with like-minded individuals, share insights, and seek advice in a collaborative and supportive environment.

*added price.

8X

**ACCELERATE TO EXPONENTIAL GROWTH
IN LIFE, FREEDOM AND REVENUE**

UNLOCK YOUR TRANSFORMATIONAL GROWTH AND ELEVATE PAST THE GROWTH PLATEAU TOWARDS MORE FREEDOM, HIGHER REVENUE AND BETTER RELATIONSHIPS.

BUSINESS GROWTH CONSULTING

8 FIGURE GOLD

\$48K

WHAT CAN YOU EXPECT?

> 1:1 COACHING

Personalized, in-depth consultations with a dedicated consultant providing tailored strategies and insights to address your unique challenges.

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BUSINESS GROWTH CONSULTING

8 FIGURE PLATINUM

\$75K

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> BI-WEEKLY TEAM TRAININGS

Comprehensive training for law firm staff ensures that the entire team is aligned with the owner's vision and equipped with the necessary skills to contribute effectively to the firm's success.

> SIGNATURE CLIENT JOURNEY

The Client Journey Template provides a structured framework for optimizing client interactions, ensuring a seamless and positive experience that contributes to client satisfaction and retention.

> LEADERSHIP ONE COURSE

In-depth leadership training for the entire team over the course of 36 weeks enhances leadership skills, team dynamics, and overall organizational effectiveness.

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BUSINESS GROWTH CONSULTING

8 FIGURE DIAMOND

\$120K

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> MANAGEMENT ONE PROGRAM

Regular check-in calls with the Strategic Implementation Coach (SIC) provide law firm owners with ongoing support, guidance, and accountability to ensure the successful implementation of strategies and initiatives.

> SITE VISIT

A site visit offers an immersive experience, allowing experts to work intensively with the law firm on-site. This personalized attention can lead to tailored solutions and improvements that are specific to the firm's needs.

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BUSINESS GROWTH CONSULTING

8 FIGURE **OBSIDIAN**

\$240K

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> BI-ANNUAL SITE VISITS

Bi-annual site visits offer intensive on-site collaboration, allowing experts to work closely with the law firm, leading to tailored solutions and improvements based on real-time assessments.

> LEADERSHIP SEMINAR ONSITE

The onsite Leadership Seminar hosted by the 8 Figure Firm team provides a unique opportunity for immersive learning and collaboration, fostering leadership skills and team cohesion.

> SOFTWARE AUDIT

A comprehensive software audit with a detailed report ensures that the law firm's technology infrastructure is optimized for efficiency and effectiveness.

> MARKETING AUDIT

A thorough marketing audit with a detailed report helps optimize marketing strategies for maximum impact and client acquisition.

> SALES TRAINING

Dedicated sales training calls provide targeted insights and coaching to enhance the law firm's sales strategies, resulting in increased client conversion and revenue.

8X

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8 FIGURE PROGRAMS

PACKAGE	8 FIGURE GOLD \$46K	8 FIGURE PLATINUM \$75K	8 FIGURE DIAMOND \$120K	8 FIGURE OBSIDIAN \$240K
CONSULTATION CALLS	●	●	●	●
8FIGURE ACCELERATOR CON	●	●	●	●
MOMENTUM CALLS	●	●	●	●
8FF APP ACCESS	●	●	●	●
UNLIMITED PORTAL ACCESS	●	●	●	●
PRIVATE MEMBER FACEBOOK	●	●	●	●
TEAM TRAINING		●	●	●
LEADERSHIP.ONE		●	●	●
CLIENT JOURNEY		●	●	●
MANAGEMENT.ONE			●	●
COO CO-PILOT			●	●
SITE VISIT*			●	●
LEADERSHIP SEMINAR ONSITE				●
SOFTWARE AUDIT				●
MARKETING AUDIT				●
MONTH OF SALES TRAINING				●
CO-PILOT - 4HRS/WEEK				●
CO-PILOT - PM				●
CO-PILOT - LEADERSHIP				●
CO-PILOT - AUDIT				●
CO-PILOT - TEAM TRAINING				●



VIP ACCELERATOR EXPERIENCE





WHAT THE VIP EXPERIENCE OFFERS:

Business Plan Development: Our expert team will work closely with you to create a robust business plan that outlines your vision, mission, objectives, and strategies for success. This will be your roadmap to guide your business towards achieving its full potential.

Marketing Plan Execution: With the VIP Experience, your marketing efforts will be streamlined and targeted. We will design and execute a results-driven marketing plan that caters to your unique business needs, ensuring maximum ROI and brand visibility.

Budget Management: Managing finances effectively is crucial for any business's sustainability. The VIP Experience will assist you in creating a realistic and practical budget, optimizing resource allocation and minimizing wasteful spending.

Company Goals Alignment: Our program aligns all facets of your business towards a common set of objectives. We'll ensure that every department is working in synergy to achieve your company goals efficiently and effectively.

THE IMPACT OF THE VIP EXPERIENCE:

The VIP Experience offers a plethora of benefits, including:

- ⑧ **Enhanced business efficiency and productivity**
- ⑧ **A clear and unified vision for the entire organization**
- ⑧ **Streamlined resource allocation and cost optimization**
- ⑧ **Increased brand visibility and customer engagement**
- ⑧ **A foundation for long-term growth and scalability**

DELIVERABLES:

- ⑧ **Tailored Business Plan:** A comprehensive business plan outlining your vision, mission, objectives, and strategies for success, serving as your roadmap for achieving your business's full potential.
- ⑧ **Strategic Marketing Plan:** A results-driven marketing plan customized to your business needs, ensuring targeted efforts, maximum ROI, and enhanced brand visibility.
- ⑧ **Optimized Budget Management:** A realistic and practical budget that optimizes resource allocation, minimizes wasteful spending, and supports your business's financial sustainability.
- ⑧ **Aligned Company Goals:** A unified approach aligning all facets of your business towards a common set of objectives, promoting efficiency, collaboration, and effective goal achievement.

AGENDA

DAY 1: FOUNDATION

OVERVIEW OF YOUR KEY ESSENTIALS

(Morning Session (8:00 AM - 12:00 PM))

WELCOME AND INTRODUCTION

- ⑧ Provide an overview of the agenda and objectives for Day 1.

SWOT ANALYSIS

- ⑧ Conducting a comprehensive SWOT analysis of your business.
- ⑧ Identifying strengths, weaknesses, opportunities, and threats.

LEADERSHIP AND TEAM BUILDING

- ⑧ Meeting cadence and implementation communication
 - Effective leadership for business transformation.
 - Building high-performing teams.

UNDERSTANDING BUSINESS FUNDAMENTALS

- ⑧ Vision, Mission, Core Values, and Service Standards
- ⑧ Brand message and appeal

FINANCIAL LITERACY

- ⑧ Business Ratios overview
- ⑧ Ratio analysis
- ⑧ Budgeting and financial planning.

LUNCH BREAK (12:00 PM - 1:00 PM)

Afternoon Session (1:00 PM - 6:00 PM)

INTENTION - DEFINING BUSINESS GOALS AND STRATEGIES

SETTING CLEAR BUSINESS GOALS

- ⑧ Identifying your business's short-term and long-term goals.
- ⑧ Review or build company goals.
- ⑧ Identify key goals per Quarter.

MARKETING AND SALES STRATEGY

- ⑧ Refine or build a marketing plan tailored to your business.
- ⑧ Sales Funnel analysis and Development

AGENDA

DAY 2: TRANSFORMATION

SETTING UP THE SYSTEMS THAT CREATE PREDICTABILITY

(Morning Session (8:00 AM - 2:00 PM) (Working Lunch)

STRATEGIC PLANNING

8 Develop system creation

This two-day site visit is designed to provide participants with a solid foundation in business knowledge, help them define specific business goals and strategies, and witness the transformation of their business acumen. The SWOT analysis conducted on Day 2 will play a crucial role in this journey by identifying key areas for improvement and growth.

PROGRAM: THE VIP EXPERIENCE

PHASE 1: DISCOVERY AND ASSESSMENT

- ⑧ Understand your business's current status, challenges, and opportunities.
- ⑧ Conduct a SWOT analysis to identify strengths, weaknesses, opportunities, and threats.
- ⑧ Define the goals and objectives for the VIP Experience.

PHASE 2: BUSINESS PLAN DEVELOPMENT

- ⑧ Collaboratively design a robust business plan aligned with your vision and objectives.
- ⑧ Identify key strategies and action steps to drive growth and success.
- ⑧ Develop a timeline for implementation and progress tracking.

PHASE 3: STRATEGIC MARKETING PLAN EXECUTION

- ⑧ Conduct market research and analysis to understand your target audience and competitors.
- ⑧ Create a tailored marketing plan to reach and engage your ideal customers effectively.
- ⑧ Implement marketing campaigns with a focus on measurable results.

PHASE 4: BUDGET OPTIMIZATION AND MANAGEMENT

- ⑧ Analyze your business's financial health and identify areas for cost optimization.
- ⑧ Create a realistic budget that aligns with your business goals and marketing initiatives.
- ⑧ Implement effective budget management practices to ensure financial sustainability.

PHASE 5: COMPANY GOALS ALIGNMENT

- ⑧ Foster a culture of collaboration and shared vision across all departments.
- ⑧ Align individual and team goals with the overall company objectives.
- ⑧ Implement performance tracking mechanisms to monitor progress.





ASSESSMENT PACKAGES



PACKAGE 1

- 10 seats + Virtual explore session

\$5K

PACKAGE 2

- 10 seats + in person explore sessions

\$7.5K

ADD ONS

- Extra seats can be purchased at \$150 per seat
(this includes explore session)

Integrating Kolbe assessments in your business is pivotal for fostering leadership growth and optimizing team performance. These assessments unveil individuals' innate strengths, guiding leaders in aligning their strategies accordingly. Pairing team members based on their Kolbe profiles cultivates a collaborative environment where complementary strengths drive optimal results. This not only enhances productivity but also nurtures a cohesive workplace culture, ensuring sustained success for the business.

- EXTRA CONSULTATION CALL

\$1K

- ACCELERATOR TICKET

\$1.5K

- 1 SITE VISIT - CORE CONSULTANTS

\$20K

- COO FRACTIONAL HOURS (4 X WEEK)

\$4.2K

- CLIENT JOURNEY IMPLEMENTATION

\$1.5K

PER MONTH FOR ONE YEAR

- CLIENT JOURNEY TEMPLATE

\$5K

- BUNDLE OF CALLS 3X +

\$750

- LEADERSHIP DAY

\$15K

- SOFTWARE AUDIT

\$5K

- MARKETING AUDIT

\$5K

- SALES AUDIT

\$10K

- SALES TRAINING

\$15K