



## How To MANAGE A Small Law Firm Named one of Inc. 5000 Fastest Growing Companies

How To MANAGE a Small Law Firm ranks **number 1,087** on the 2015 Inc. 5000 with three-year revenue growth of 400 percent

**MIAMI - AUG. 12, 2015** – How To Manage A Small Law Firm, the leading provider in outside C-Suite services exclusively for the solo and small law firm market, has been named to Inc. Magazine’s Inc. 5000. Just unveiled, the 34th annual **Inc. 5000** list highlights America’s fastest-growing private companies.

Founded by attorney RJon Robins, How To Manage A Small Law Firm provides a unique and sometimes polarizing approach to small law firm management based on the premise that happy lawyers make more money, and lawyers who are broke can’t do much good for anyone, least of all their own clients. Offering a unique, four-stage approach, the company provides law firms with outside chief executive officers, chief financial officers and chief operating officers who coach, hold the owners of the firms accountable and teach the lawyers all the things about how to manage a small business that is rarely ever spoken about in most law schools.

How To Manage A Small Law Firm functions as the outside CEO for nearly 200 solo and small law firms across the United States. Combined, Members of the How to Manage a Small Law Firm community of happy lawyers, gross nearly \$50 million, employ more than 250 attorneys and staff and serviced an estimated 2,000 consumer and business clients in the United States. A byproduct of How to Manage a Small Law Firm’s growth was the creation of more than 100 new high paying jobs in 2014.

In addition to its work with retained member law firms, the company produced a national speaking tour to teach lawyers about the business of law firm management. The Tour was sponsored by Microsoft and LexisNexis and has been hosted by several dozen bar associations and law schools across the Country since 2011. How to Manage a Small Law Firm also puts on quarterly workshops which each go an inch wide & a mile deep into a different one of The 7 Main Parts of A Successful Business including marketing, sales, production, staffing, physical plant, financial controls & metrics and the mindset necessary to be the owner of a successful business.

“We would not have been able to achieve this success without the trust and wild enthusiasm of our Members,” said Robins. “When I started this business in 2008, I set out to prove that happy lawyers make more money. Seven years later, there are thousands of current and previous clients who can attest to the success our firm provides. Our Members kick butt!”

The Inc. 5000 list represents the most comprehensive look at America's entrepreneurs. The average company on this year's list achieved an impressive three-year growth. The Inc. 5000's aggregate revenue is \$205 billion, generating 647,000 jobs over the past three years.

**FOR MORE INFORMATION, PLEASE VISIT**

<http://www.howtomanageasmalllawfirm.com/> or  
<http://www.inc.com/profile/how-to-manage-a-small-law-firm>

RJon is available for interviews upon request.

For all press inquiries, please contact Bruno Solari at [Media@HowToMANAGEaSmallLawFirm.com](mailto:Media@HowToMANAGEaSmallLawFirm.com)

**ABOUT INC.5000:**

The 2015 Inc. 5000 is ranked according to percentage revenue growth when comparing 2011 to 2014. To qualify, companies must have been founded and generating revenue by March 31, 2011. They had to be U.S.-based, privately held, for profit, and independent--not subsidiaries or divisions of other companies--as of December 31, 2014. (Since then, a number of companies on the list have gone public or been acquired.) The minimum revenue required for 2011 is \$100,000; the minimum for 2014 is \$2 million. As always, Inc. reserves the right to decline applicants for subjective reasons. Companies on the Inc. 500 are featured in Inc.'s September issue. They represent the top tier of the Inc. 5000, which can be found at <http://www.inc.com/5000>.

**ABOUT HOW TO MANAGE A SMALL LAW FIRM:**

How To Manage A Small Law Firm is the leading provider of outside C-suite services exclusively for solo and small law firms. The company works to help ambitious and entrepreneurial lawyers discover how to create profitable law firms. It has provided counsel to more than 2,000 law firms and puts on more than 40 events year, ranging from workshops, Continue Learning Education events and sponsorship events.



**MEDIA CONTACT:**

Bruno Solari

Public Relations Manager

E: [Media@HowToMANAGEaSmallLawFirm.com](mailto:Media@HowToMANAGEaSmallLawFirm.com) | P: (305) 335 - 9180

