

Book review:

The seven elements of successful country law firms

The Federation Press

Authored by Caroline Hart

Review by Megan Lawton

Principal Lawyer
Vivid Advice

Whilst you should probably scroll past LinkedIn videos about the 'three reasons you are losing market share' and 'two signs your business is failing' you probably should make time for *The seven elements of successful country law firms* by Caroline Hart.

Most small practice lawyers don't have time for business skills and besides, the legal profession is a vocation, a calling, success is measured on the amount of legal work you do right? Hart clearly demonstrates that there is more to being successful than legal knowledge and there are unique opportunities and benefits to rural practice.

Part celebration; part self-help and part guilty pleasure, (who wouldn't enjoy a discussion about the ethics of a "dickhead tax" or how "their time

management was up the shit"?) this book is a gem.

The hardest connection to make, for many of us in private practice, is the connection between the practice of law and the business of law. Hart's extensive research and interviews with real lawyers, elbow deep in rural Queensland and New South Wales joins those dots. How is leadership important to the success of your practice? How can you drive profitability? What is the value of culture? What should be in your succession plan to deal with the first 72 hours after disaster strikes?

In short, traditional legal education rarely prepares owners of country law firms for their role. Hart mixes

CAROLINE HART

THE SEVEN ELEMENTS OF

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together some critical resources and the seven elements and presents them in snack sized chunks that even the most time-poor sole practitioner would find nourishing. Hart presents useful case-studies and words from the coalface which are so uniquely relatable. The clearest lesson to take-away from this book is that you are not alone and it doesn't have to be this way.