
6 small things that can bring effectivity and profitability

As learned from our best performing clients



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**Founder of SingleCase,
fastest growing law
firm management
platform in CEE region**

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**We work with hundreds
of firms. So what the **best**
performing teams do
differently?**

**1. Put time estimation
to all tasks you assign**

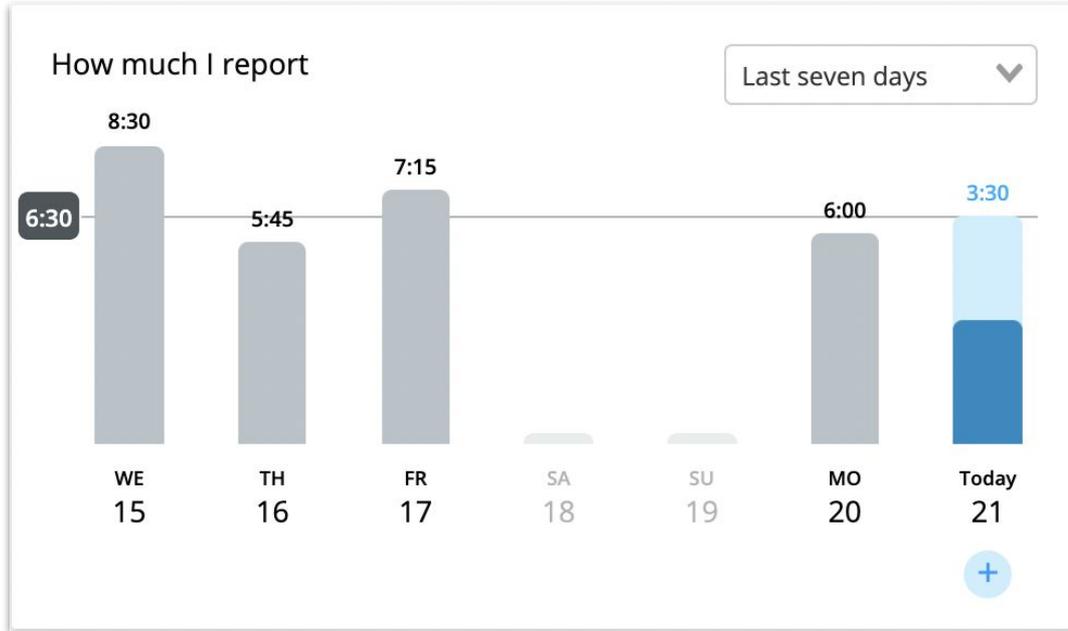


Brain operation 5 hours



Drafting yet another NDA 5 hours

2. Show people on daily basis how they are doing. In a nice way.



Meeting the target



At this rate at the end of the month you will have reported: **130 hours.**

That is about **7 hours** less than target.

**3. Always let people input
time spent and
proposed billed time**

12 %

**raise in billed hours reported
in a 25-people law firm**

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**4. Show people how much
money is hanging in the
air**

Manager

Co-Manager

Primary assistant

Secondary assistant

--- Choose assignee ---

--- Choose assignee ---

--- Choose assignee ---

--- Choose assignee ---

Future incomes total (including external costs): € 25 557.50

Client	Future income	Unbilled time		
<input type="checkbox"/> Coca-Cola HBC CEE ▲	€ 4 485.00	✓ 30:00 h	ENTER INVOICING	   
<input type="checkbox"/> Corporate ▼ ●●●	€ 570.00	✓ 03:00 h Limit: 20:00 h	ENTER INVOICING	   
<input type="checkbox"/> Litigation Dermacol ▼ ●●	€ 2 790.00	✓ 22:00 h	ENTER INVOICING	   
<input type="checkbox"/> Litigation Dermacol 23/122 ▼ ●●	€ 1 125.00	✓ 05:00 h	ENTER INVOICING	   
<input type="checkbox"/> ROSSMANN DE GmbH ▲	€ 10 900.00 Fee: € 12 000.00	✓ 36:30 h	ENTER INVOICING	   
<input type="checkbox"/> General legal advisory ▼ ●●●●●	€ 10 900.00 Fee: € 12 000.00	✓ 36:30 h	ENTER INVOICING	   
<input type="checkbox"/> Siemens Mobility ▲	€ 10 172.50	✓ 60:00 h	ENTER INVOICING	   
<input type="checkbox"/> 00. GENERAL ▼ ●●●●●●	€ 326.25 Fee: € 1 500.00	✓ 02:15 h Limit: 10:00 h	ENTER INVOICING	   
<input type="checkbox"/> AGINE GmbH settlement ▼ ●●●●●	€ 3 070.00 Limit: € 13 000.00	✓ 17:00 h	ENTER INVOICING	   
<input type="checkbox"/> Litigation CZ ▼ ●●●●●	€ 6 776.25	✓ 40:45 h	ENTER INVOICING	   

**5. Let people see how
effective they are
when they can act on it**



PROFIT

€ 2 454.67

REAL HOURLY RATE

€ 117.23

**6. Let people see how
much they **earn** and how
much they **cost****

“Lawyers are rewarded based on amount paid for their work. That motivates them to work effectively and on the highest rates possible. Openness promotes trust and their interest in firm’s success.”

Bogdan Hajduk, Hajduk & Partners

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**Try it now and see
what happens.**