

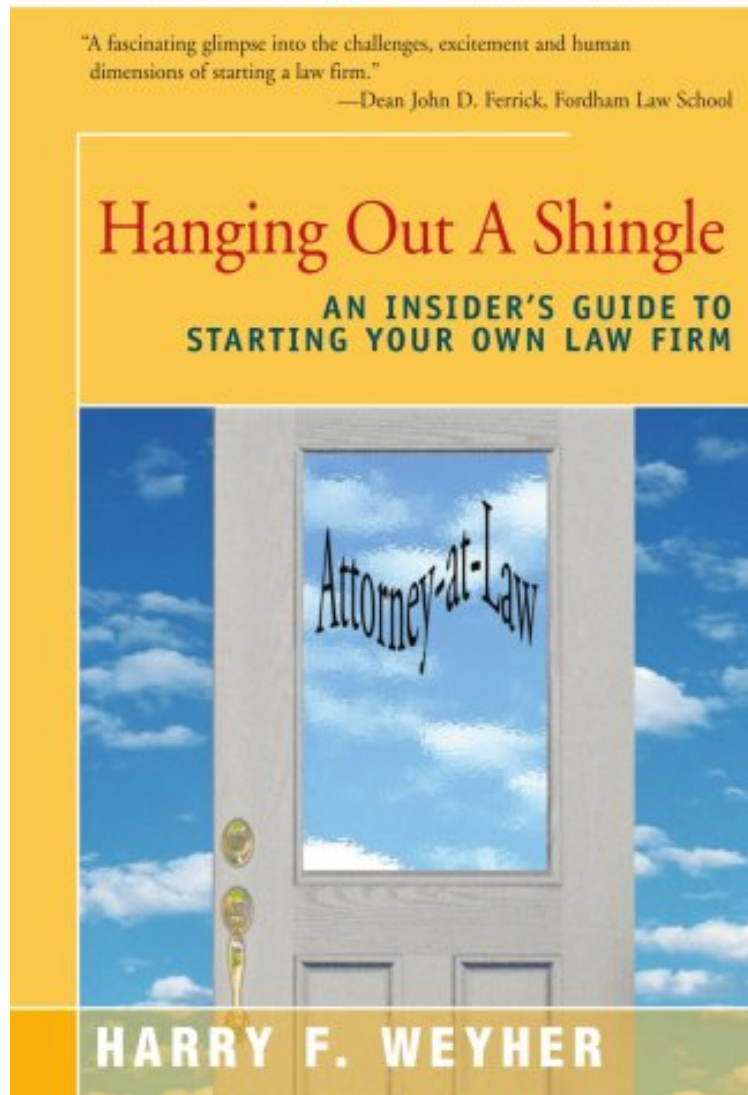
(Free pdf) Hanging Out A Shingle: An Insider's Guide To Starting Your Own Law Firm

Hanging Out A Shingle: An Insider's Guide To Starting Your Own Law Firm

Harry Weyher III

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Harry Weyher III : Hanging Out A Shingle: An Insider's Guide To Starting Your Own Law Firm before purchasing it in order to gage whether or not it would be worth my time, and all praised Hanging Out A Shingle: An Insider's Guide To Starting Your Own Law Firm:

116 of 119 people found the following review helpful. "Hanging Out a Shingle" -- The book was a waste of time.By

Timothy S. McKinley The title was the best thing about this book. Originally published in 1987 it was republished in 2000...apparently with no effort to update the book. No advice was offered regarding office equipment. No mention was made of electronic research media. I was especially amazed at the 1940s tone of the chapter entitled, "Women and the Law," which speculated about the effect the increase in the number of women lawyers would have on the practice of law. The book contains a number of war stories from the 1800s and 1900s seemingly derived from biographies which add little to the substance of the book.

0 of 0 people found the following review helpful. Book is mis-titled- should be "Musings and Stories on Hanging Out a Shingle" By 4wardho The book is not, as the front cover states, "an insider's guide to starting your own law firm. Rather, it is like a book you compile after listening to your aging grandfather, as he lays back in his well worn thinking chair, tell stories about his and others' past experiences as lawyers starting off on their own. The book is outdated and is not practical as a recipe book or manual for starting on your own, but it does share many great stories, from which important principles may be learned and remembered. I have read (er, read some, skimmed most) a few of the recipe books and have learned some things, but they are so boring and the lessons forgettable!! I actually remember the principles when they are in story form, so this book was a pleasant surprise. Here is a couple of my own musings on the book:

Marketing: He offers a historical account of the pregnancy, birth, and infancy of the exciting exploration of lawyer marketing. As a focus on some of the then-new strategies of lawyers testing what marketing worked after its birth in 1977, the book lacks the retrospect of someone today who may view many of the methods of the 80's and early 90's as overused, out-of-date, or just plain innocuous. He emphasizes the benefits of advertising and reduces the importance of "old fashioned" social networking, which I believe he did in part because advertising was so new when he was writing this book. Despite being out of touch, I enjoyed this section for the principles it teaches-among which is that you need to be creative and stay ahead of the game.

Out-dated: In addition to the above, he makes references to moonshine and bootlegging, word processing and WP departments, and of course, lusting after Pussy Galore from Goldfinger (1964). Overall, this is one of the more encouraging and inspiring (again, not instructional) books on hanging out your own shingle because he tells stories of where and how successful lawyers got started on small and simple cases. He offers hope-while you may have few or no clients, just remember that your client does not have a lawyer and may need you more than you need them. "Your clients may be slow in coming, and they may not be entirely to your liking. But they will come. Patience, perseverance, talent, and a little luck will send them your way." P.272

20 of 20 people found the following review helpful. interesting historical anecdotes, but not very useful

By Internet shopper This book is written in a "scholarly" "dry wit" style. It is not that easy of a read. It does present a lot of interesting historical anecdotes about the practice of law and famous or interesting lawyers, but besides raising a few questions or topics to consider, it does not really provide a good guide or reference book to start your own practice. Mercifully, it does have a brief summary of the chapter at the end of the chapter.

Do not recommend this book if you are looking to start your own firm. It is interesting if you want to get tidbits of what other lawyers have done, both historical figures and contemporary attorneys.

"Down to earth discussion of the possibilities- and the pitfalls- of practicing law." Robert W. Bennett, Dean, Northwestern Law School. "A good readable book." Bill C. Beutel, Anchorman, WABC-TV. "Anybody who has ever wanted to be a lawyer will relish this book." Eileen Ford, Ford Models, Inc.

"A fascinating glimpse into the challenges, excitement and human dimensions of starting a law firm." -- Dean John D. Ferrick, Fordham Law School

About the Author Harry F. Weyher was a founder of Olwine, Connelly, Chase, O'Donnell Weyher in New York. He was senior associate counsel to the New York State Crime Commission and an adjunct associate professor of law at the N.Y.U. Law School. He is a magna cum laude graduate from Harvard where he was editor of The Law .