

SELECT BIBLIOGRAPHY©

[Julie Savarino](#) is a [highly rated](#), internationally known expert, coach and top 100 [thought leader](#) on LinkedIn in business and client development for law firms, lawyers, and other professional services firms. All of her services, advice, coaching and counsel, as well as each [book](#), [program](#), [webinar](#), [podcast](#), [app](#), and other [publication](#) she authors or delivers is based on her:

- 1) Disciplined study of many resources (a selection appears below), and
- 2) Over 30 years' experience helping generate hundreds of millions in new revenues.

Julie is a continual learner who regularly reads, studies, researches, and analyzes new information and data. Below are select sources (but not necessarily all) that she relies on, studies, analyzes, cites, and adapts for all her work.

** Indicates Julie Savarino's recommendations of some of the best reading material on each subject.

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Numerous Other Resources – Some of the other websites, blogs, magazines, centers, etc. regularly read, analyzed, adapted & assimilated: American Bar Association Model Rules of Professional Conduct – www.americanbar.org, The American Lawyer - www.AmLaw.com, Above the Law, LOMARs Accounting Office Management & Administration Report, Law Office Management & Administration Report, Partner's Report, www.lomar.com, Association of Legal Administrators, Harvard Business Review, Legal Management, www.alanet.org, Legal Marketing Association, LMA Strategies, www.legalmarketing.org, The National Law Journal, www.nlj.com, Texas Lawyer, Of Counsel, Harvard Business Review, The Wall Street Journal, The New York Times, Los Angeles Times, Washington Post, USA Today, Corporate Counsel, In-House Counsel, Corporate Legal Times, Intellectual Property Today, IP Counsel, Chief Legal Officer, American Management Association, www.amanet.org, Society for Marketing Professional Services, www.smps.org, American Corporate Counsel Association's Docket www.acc.com, periodicals, blogs and websites of the Law Practice Management Section, Litigation Section and Business Law Sections of the American Bar Association, www.americanbar.org, Georgetown's Center for the Study of the Legal Profession, <https://scholarship.law.georgetown.edu/csfp/>, Buying Legal Council/Legal Procurement, <https://www.buyinglegal.com/Management>, A New Paradigm for Professional Services Firms: Resilience and Opportunities in the Face of Uncertainty, <https://www.expertwebcast.com/a-new-paradigm-for-professional-services-firms-resilience-and-opportunities-in-the-face-of-uncertainty/>, Small Business Administration, <https://www.sba.gov/sites/default/files/articles/Survival%20Tips%20for%20Managing%20During%20an%20Economic%20Downturn.pdf>, Legal Lean Sigma Institute, <http://legalleansigma.com/about-llsi/news-and-resources/>, Legal Value Network, <https://www.legalvaluenetwork.com/>, Suffolk University Law School's Institute on Law Practice Technology & Innovation, <https://www.suffolk.edu/law/academics-clinics/what-can-i-study/legal-innovation-technology>, LawDragon.com, LexBog.com, Law21 Blog, <https://www.law21.ca/2020/04/pandemic-i-what-were-up-against/>, Amazing Firms/Amazing Practices Blog by Gerry Riskin, <https://www.gerryriskin.com/>, among many other sources. Survey results from and by: Peer Review Monitor, BTI Consulting Group, www.bticonsulting.com, Lexis-Nexis, https://www.lexisnexis.com/communities/lexisnexis_biz/b/bizblog/default.aspx, Thomson Reuter's Marketing Partner Forum, www.westlegaledcnet.com and the Association of Corporate Counsel (ACC), www.acc.com, Intapp, <https://www.intapp.com/news/>, Corporate Legal Operations Consortium (CLOC) <https://cloc.org/>, and others.

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More resources can be found at www.BusDevInc.com

