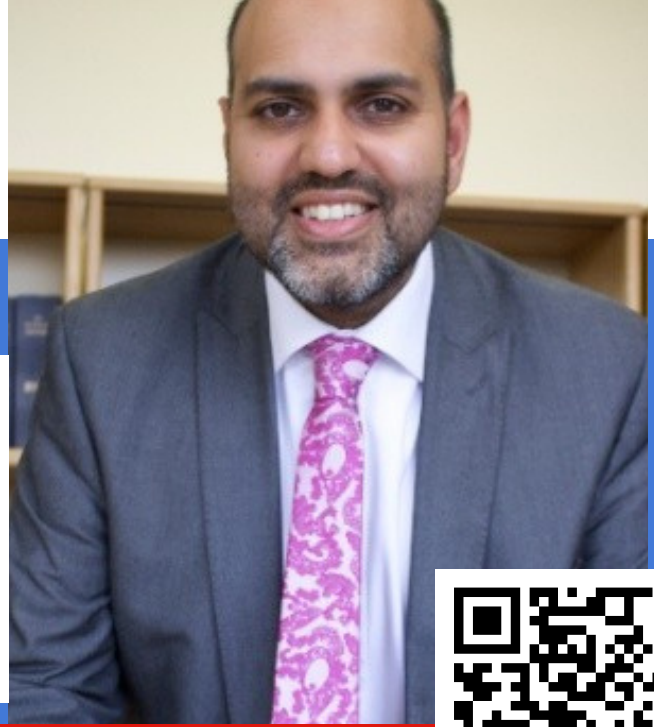


Helping Lawyers Think, Work and Bill Commercially



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About Jay

A **solicitor of 21 years and former litigator at Allen & Overy**, Jay has spent much of his career leading and transforming law firms. As Managing Partner of his previous full-service firm, he grew the business from **9 staff to 68 in just four years** – significantly increasing profits, chargeable hours, and billings while reducing debt to virtually zero.

Using practical, proven strategies, he **increased average time recording from 2.3 to 5.8 chargeable hours per day** and went on to sell the firm in 2021.

Today, Jay helps law firm owners and leaders build stronger, more profitable, and more efficient businesses through advisory, strategy, and training services.

Services



Non-Executive Director Support

Working hands-on with law firm owners (typically two days per month) to improve operations, fix challenges, and drive growth.



Strategy Days

Deep-dive sessions analysing all aspects of the firm – from financial performance, people management, and systems to marketing, cashflow, efficiency, and exit strategy.



Ad-Hoc Advisory

Ongoing support tailored to your firm on specific aspects of law firm management and growth.



Training and Workshops

Delivered to firms of all sizes across the UK – **over 55 sessions to date** – covering key topics such as:

- **Time Recording, Fees, and Efficiency:** On average, increases billing per fee earner by £78,343 per year; one client reported a 28.9% profit increase in 9 months.
- **Conversion Skills:** Typically improves enquiry-to-client conversion rates by 20–30%.
- **Marketing, Business Development, and Rainmaking:** Building personal and firm brands, referral networks, and sustainable client pipelines.



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