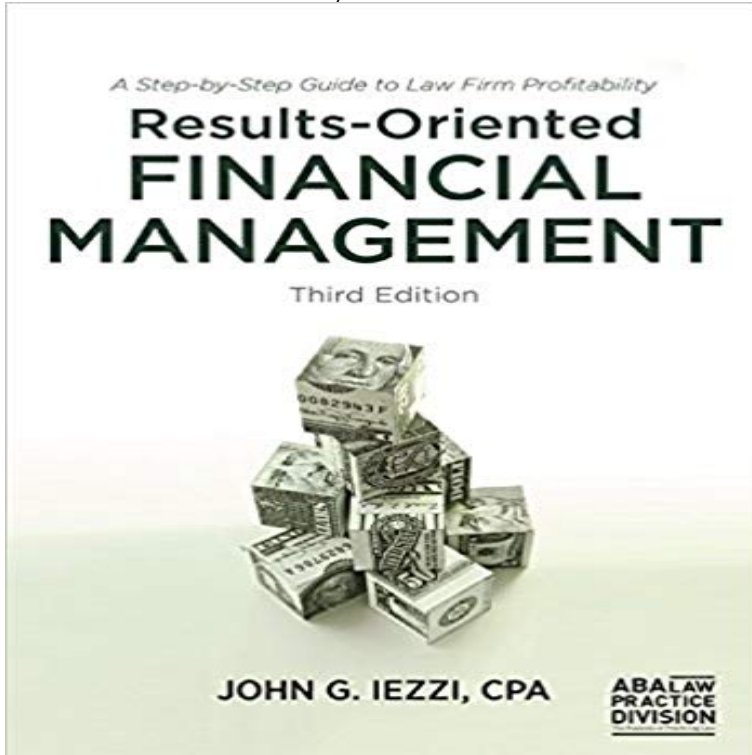


# Results-Oriented Financial Management: A Step-by-Step Guide to Law Firm Profitability



Strong financial management helps law firms profit in the good times and weather the bad ones but it also takes time and effort. Finding the time during a busy day can be challenging, and for many firms, hiring an expensive CFO is out of the question. But now there's the newly updated and revised edition of Results-Oriented Financial Management. The first two versions have helped countless firms reach their financial goals, and this third edition is no exception. Nationally-recognized expert John Iezzi covers every aspect of the financial management process, from gathering a firm's historical data, to preparing and analyzing the overall financial plan. Whether you're a financial novice or veteran manager, this book will help you examine every facet of your financial affairs from cash flow and budget creation to billing and compensation, including: Calculating net income Preparing annual financial plans Setting billing rates and performing analyses on results Performing timekeeper breakeven analysis Examining cash flow analysis Performing pro-forma calculations And much more!

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