

**Case Study:**

Verena Meiser,
Partner,
Lewicky, O'Connor, Hunt &
Meiser

Website:

www.lohmlaw.com

Industry:

Legal

Employee Count:

1-20

About Lewicky, O'Connor, Hunt & Meiser

Lewicky, O'Connor, Hunt & Meiser provides legal representation across a range of practice areas, including litigation and arbitration, business law, guardianships, divorce and family law, wills and estate planning, commercial law, real estate law, and defense of employment law claims.

Lewicky, O'Connor, Hunt & Meiser utilized Sebastian Lane Consulting to conduct sales planning, identify opportunities for growth, create systems & processes for sales and business operations, as well as to facilitate communication to new employees in preparation for expansion of the firm.

About Verena Meiser Partner at Lewicky, O'Connor, Hunt & Meiser

As Partner, Verena Meiser works to continuously develop and grow Lewicky, O'Connor, Hunt & Meiser, along with her partners. Verena regularly advises clients on all matters related to estate planning, special needs planning, estate and trust administration, and elder law.

With each Partner serving as the pillar for their practice area, Sebastian Lane Consulting was an attractive choice for Verena's firm. With Sebastian Lane Consulting's focus on customizing the client acquisition process to meet the bandwidth and comfort zones of all involved, Sebastian Lane Consulting was able to tailor personal goals & solutions for each partner in conjunction with a unified growth plan for the firm.

"Jesse provides a fresh, objective analysis of the various aspects of our law practice coupled with helpful quantitative feedback. The process of working with him has been eye opening, confidence building and an essential contribution to our success."

Verena Meiser, Partner



"Verena & her team are highly qualified Subject Matter Experts, which has made our partnership extremely fruitful.

Lewicky, O'Connor, Hunt & Meiser provides top-notch legal expertise, and Sebastian Lane Consulting helps convert this value into organic growth and new clients. This is the true essence of our partnership.

- Jesse Mahle
CEO,
Sebastian Lane Consulting

Strategy, Goals and Results

Sebastian Lane Consulting created a Unified Growth Plan and Individual Growth Plans, blending data and personal goals to create benchmarks that matched firm and partner needs to bandwidth. Lewicky, O'Connor, Hunt & Meiser already had an outstanding reputation in the legal community and with their customers. Working with Sebastian Lane Consulting converted their professional capital into revenue results. Within 50 days of the completion of the plans, growth had increased 46% due to customized sales processes and proper valuation of their expertise in the marketplace.

Short-term Goals:

- Increase Revenue
- Maximize Value of Billable Hours
- Add Associate Attorneys

Long-term Goals:

- Build sustainable partnerships
- Unified Systems & Processes
- Increase predictability of sales

The Final Results



46% sales growth within 50 days



Added 2 Associate Attorneys in Q-1



Billable rate increase of 21.4%

Ultimately, Sebastian Lane Consulting helped Lewicky, O'Connor, Hunt & Meiser make significant, sustainable improvements to its growth strategy. Verena and her firm were able to focus on their valued clients, leaving the sales strategic planning to a sales expert who is in line with their values and ingrained in their company culture. A reliable source of sales expertise has resulted in accelerated goals, streamlined processes and fast-tracked organizational growth.