

The Successful Lawyer: New Edition Now Available

Featured in the December 2016 edition of the [Edge International Communiqué](#)

By Edge International



The Second Edition of *The Successful Lawyer: Powerful Strategies for Transforming Your Practice* by Edge founding principal [Gerald A. Riskin](#) is now available in both [paperback](#) and [Kindle versions](#)

Book sections include: The Foundations of Success; Successfully Managing the Client Relationship; Putting Client-Relations Skills to Work; Increasing Your Value; The Business of Law; and Time and Money. Chapter titles include: “Courting Prospective Clients,” “Meeting Prospective Clients,” “Managing Client Expectations,” “Becoming More Valuable,” “Dealing with Difficult People,” “Harnessing Technology,” “Managing Time,” and many others.

Tom Peters, the highly acclaimed writer on business-management practice and author of *In Search of Excellence*, has described *The Successful Lawyer* as “Well argued and exceptionally practical.”

The Kindle version is readable on any electronic device, and you can obtain a Kindle app for any device you have. There’s a link to the app on the Amazon page where the book is listed. You can also order *The Successful Lawyer* from your favourite independent bookseller.