

# BUSINESS COACH FOR SMALL FIRM LAWYERS

100% REMOTE (U.S. BASED) FULL-TIME (40 HRS/WEEK)



## ARE YOU OUR NEXT BUSINESS COACH?

At [Lawyerist](#), we're guiding attorneys in building healthier businesses. We believe the traditional small firm model is broken. Too many lawyers struggle to make ends meet, get clients, meet their client's expectations, and hire and manage an effective team. They live in a constant state of overwhelm. Through our [best-selling book](#), [highly-proclaimed podcast](#), and [top-ranking site](#), we present a client-centric law firm management model that allows firms to build thriving, future-oriented businesses. For owners seeking help implementing these ideas, we offer a [paid coaching community](#).

### WE'RE LOOKING FOR A BUSINESS COACH WHO CAN:

- **Coach lawyers in our Lab community.** As a coach, you'd facilitate workshops and webinars, conduct 1:1 coaching on strategies and initiatives, and create tools that help lawyers succeed.
- **Conduct sales calls for potential Lab members.** We aren't slimy salespeople and we don't believe in high-pressure tactics. Instead, we have a client-centered, value-driven sales approach that ensures lawyers are a good fit for our program. Our coaches conduct qualification and strategy calls.
- **Create valuable content.** Our coaches are thought leaders and write content for our site, guest write for other publications, speak at industry events and conferences, and appear on our podcast.

### IDEALLY, YOU:

- Have demonstrated success in building or running a business or have experience coaching or consulting small businesses (experience with law firms not necessary but a plus);
- Are aligned with our philosophy around how to build a healthier business;
- Share a commitment to these core company values (that we'll talk about a lot more during the hiring process): **1. Build an inclusive community. 2. Create value. 3. Improve the system. 4. Find the lever. 5. Grow as people.**

### MORE ABOUT OUR TEAM AND THIS ROLE:

We really like what we do, but think we should accomplish our work in 40 hrs/week so we can devote time to other things we really like doing. (Really. We take vacations and actually check out). We are tech-savvy and love finding new and smart ways to work. We take pride in our work and hold ourselves to high standards. We have Taco Thursday lunches and play games and have interesting team chats.

We've scoped this as a full-time (40hrs/wk) position but it could also be part-time (~30 hrs/wk). We're remote so we expect you to have reliable internet, a professional workspace, and the ability to travel typically 4-5 times/year. We'll offer a competitive base salary and benefits include a health allowance, retirement matching, profit-sharing, flexible vacation, and a great team of people you'll be proud to work with every day. We value diversity. We see imposter syndrome as a sign of conscientiousness. If you're a minority and/or woman wondering if you're really qualified, you probably are, so please apply!



## APPLICATION PROCESS:

To apply, please submit each of the following to [jobs@lawyerist.com](mailto:jobs@lawyerist.com); with the subject line “[Full Name]: Application for Business Coach”.

- **Responsive Resume** (in PDF format). We are reviewing your resume to determine the following:
  - Your skillset and how it would support you in your role as a business coach
  - Outcomes and the effectiveness of your work
  - Your ability to problem-solve
  - Your ability to learn and grow personally and professionally
- **Your Business Philosophy** (in PDF format). We’d like to know how you approach starting or running a business. If you have published content that will help us learn more about how you think about or teach others about running their business, please feel free to submit it. Otherwise, please write 1-2 pages on a common problem you see in small businesses and how you’d approach solving it.
- **Video Cover Letter:** As a distributed team, we use video a lot. Instead of a cover letter, please prepare a 2-3 minute video introduction. We are not looking for anything professionally produced. [Loom.com](https://www.loom.com) is a free tool that will allow you to record yourself on your computer or phone. We also aren’t looking for you to be silly or overly dramatic (this isn’t your Survivor casting video). In your video:
  - Introduce yourself to our team
  - Based on what you know so far, tell us why you are excited about joining our team and why you’d be the perfect fit for this position

Lawyerist is an equal opportunity employer. We embrace and encourage our employees’ differences in age, color, disability, ethnicity, family or marital status, gender identity or expression, language, national origin, physical and mental ability, political affiliation, race, religion, sexual orientation, socio-economic status, veteran status, and other characteristics such as personality and personal interests that make our employees unique.

At this time we are only accepting US-based applications.