

# BUSINESS COACH

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



## ARE YOU OUR NEXT LAWYERIST LAB BUSINESS COACH?

We know you may not be looking for a job, yet your inner voice says your superpowers aren't being optimized—there's more you'd like to do.

- Would you thrive using your experience and knowledge of running a healthy business to coach ambitious and forward-thinking small law firm owners?
- Could you connect with business owners, help them sift through the noise, and create actionable plans that will move their business forward?
- Do you shine when you're teaching and sharing best business practices, tools, and strategies?

We're all about helping you hone your skills and developing what's important to you. We're uniquely positioned to enhance your career and help you become a nationally recognized business coach to law firm owners. If you've already started a coaching business, we can help you focus on what you love most—coaching clients—while we handle back-end operations.

### WHAT IT LOOKS LIKE:

You'll join our Community Team & report to our Community Director. You'll coach & support firms in our [Lab coaching community](#) who we affectionately call Labsters. A typical week may include:

**1:1 Coaching.** You'll facilitate video business coaching calls with established small law firm owners ready to scale & connect with Labsters through a member portal, email, & text.

**Workshops, Webinars, and Group Coaching.** You'll prep for & host online group sessions & drop-in office hours for Labsters looking for additional support.

**Create Valuable Content.** Our coaches are thought leaders and write content for our site and member portal, guest write for other publications, speak at industry events and conferences, and appear on our podcast.

**Team Meetings and Special Projects.** We run our team using EOS. Team members participate in a variety of team meetings and work on quarterly projects and priorities.

**In-Person Conferences.** You'll help facilitate our annual in-person conference, LabCon. Eventually, your job may expand to planning and facilitating in-person firm retreats

### In the first 90 days, you will:

- Onboard and train on topics including:
  - How team Lawyerist and EOS works, including reading parts of [Traction](#),
  - Our business philosophies and approach by studying [The Small Firm Roadmap](#),
  - Our coaching approach by studying [The Heart of Laser-Focused Coaching](#) and [The Coaching Habit](#).
- Establish coaching relationships with an initial roster of approximately 15-20 Labsters.
- Plan and host 2 workshops and 3 group coaching sessions on mutually-agreeable topics.



## WHAT WE'RE LOOKING FOR:

We hire talented people based on a track record of your accomplishments, intellectual curiosity, and alignment with our [Core Values](#).

We're looking for someone with business experience who has coached previously or has a solid grasp of how business coaching works. While specific law experience is not necessary, we'd love it if you understood the problems lawyers who are ready to scale their firm (i.e. not start ups) are facing. Finally, you should align with our philosophy around [building a healthier business](#) and believe firm owners shouldn't sacrifice their health and life to run a successful firm.

## MORE ABOUT US & DETAILS YOU'LL WANT TO KNOW:

We're [Affinity](#) and [Lawyerist](#) (one team; two brands) and we're changing the legal industry by working with legal professionals to create healthy businesses and better lives. In addition to strategic consulting and coaching, implementing tech, and training, we have two podcasts ([Powerful Leaders, No Apologies](#), and [The Lawyerist Podcast](#)), a [best-selling book](#), do a ton of speaking, and remain active in our industry.

We take pride in our work. We're proud of the amazing people on our team who bring their whole selves to work each day. We genuinely love to hear each other's best personal news each week, but also make space if someone needs support. We laugh a lot and know a good deal about each other's lives despite being a distributed team thousands of miles apart.

We also all share a commitment to these core company values:

- **Be Inclusive**
- **Act With Integrity**
- **Grab the Marker**
- **Stay Curious**

The salary range for this position is a base salary of \$75,000 to \$90,000 annually. The final salary offered will be dependent on the candidate's experience and location. This comprehensive package is designed to reward expertise and incentivize performance, aligning with our commitment to recognize and support our team's growth and success.

We're 100% remote so we expect you to have reliable internet, a dedicated professional workspace, and the ability to travel to meetings/conferences typically 5-7 times a year. We work 8:30-5 ET, M-F (w/ flexibility). This is a full-time position. Benefits include health & dental, LTD/STD and life, 401(k) matching, Employee Assistance Program, fitness budget, flexible vacation, and a great team of people you'll be proud to work with.



We embrace diversity and invite applications from people from all walks of life. We're honest and recognize our team isn't as diverse as it should be. We're trying to change that. We see imposter syndrome as a sign of conscientiousness. If you aren't sure whether you qualify, please apply anyway. Let's talk! We'd prefer to have an extra application to consider than for you to screen yourself out. We don't discriminate based on gender identity or expression, sexual orientation, race, religion, age, national origin, citizenship, disability, pregnancy status, veteran status, or other differences. Also, if you have a disability and there's a way we can make the interview process better, let us know ([jobs@affinityconsulting.com](mailto:jobs@affinityconsulting.com) w/ the subject line "Lab Coach Accommodations"). We're happy to accommodate.

## **READY TO JOIN US?**

We'd love to hear from you! Click below and you'll be prompted to click another link to apply. Simply answer a few questions and upload your resume.

Please note that candidates must reside and be eligible to work in the United States or Canada.

Priority deadline for applications: March 19, 2024

<http://affinityconsultinggroup.teamwork.com/app/public/forms/M0x1OjDfqpZzdaxj6Dbn>