

Certified Online Client Reviews and Your Online Reputation

New Online Reputation Management

Your online media may get contacts to your doorway, but <u>certified online client reviews</u> provide compelling stories that motivate your contacts to step across and move forward. This new **norm**al impacts your online reputation and business generation, daily. We call it the new **'NORM'**.

New Tools Can Aggregate and Syndicate <u>Certified Online Reviews</u>

Imagine making it easy for your clients to provide reviews on Google, AVVO, Martindale, etc. and automatically publishing in scrolling review window on your web site, in your Facebook review tab and as Twitter or Google+ updates.

Also a special website for your reviews to be indexed with keyword 'meta' data for your practice specialties and location(s).



PremierSoftwareCertified Online Client Reviewsand Your Online Reputation

Sites like Google may not list you as the best, locally.

Your firm has a local search opportunity waiting to be claimed online. Fixing your online reputation requires just a few simple, strategic steps. This can have a dramatic impact of your online reputation and business generation from online sources.

Search sites now assign greater emphasis to frequent, high quality client reviews. More and better reviews will boost your search results, and new business. Verify your online status by searching for: 'your practice specialty' attorney in 'your location'. For example, 'Estate Planning attorney in San Diego, CA'

Gain a Competitive Advantage:

In Google, the ideal online profile is to appear on page 1 *and* in the center box '3-pack' as one of the three top search results. You can <u>stand out from others with a 'star' rating</u>. N.B. Google requires five reviews before you are assigned a star rating.





On Managing Your Online Reputation

WHAT YOU NEED TO KNOW

New Tools to Aggregate and Syndicate Client Reviews

Claiming and Correcting Your 50+ Online Listings

Maximizing Local Google Page 1 for Your Legal Specialty

Ways to Integrate with Google+, Facebook and Twitter





Now, Aggregate and Syndicate Reviews

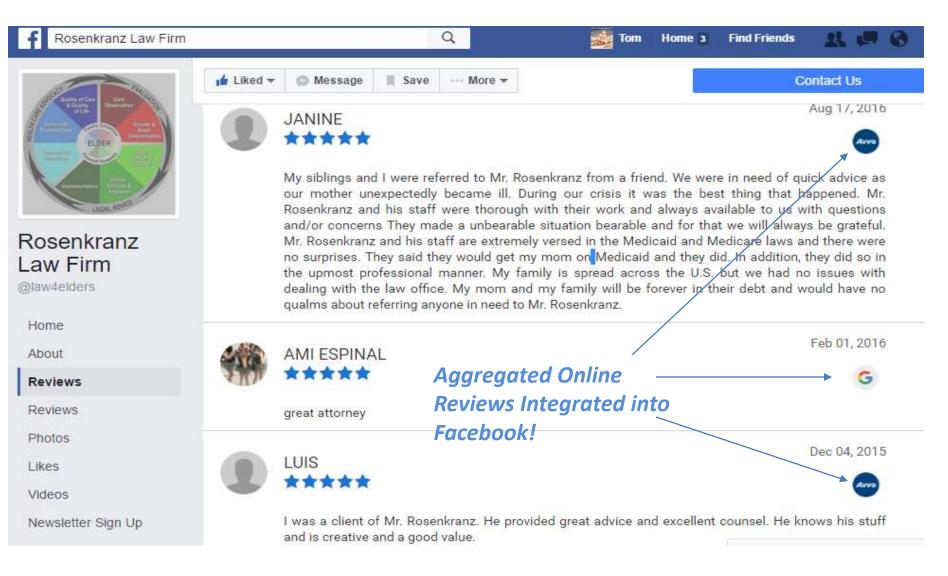
Consolidate Certified Online Reviews, Publish to Your Website, Google+, Facebook and Twitter.

Get more Mileage From Your Reviews



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The Power of Current and Compelling Client Review 'Stories'





It is not a coincidence that law firms that consistently grow usually excel at obtaining and publicizing certified independent online client reviews.

> Researched, Presented by Tom Caffrey 856.429.3010 tcaffrey@premiersoftware.com



LAW OFFICE OF

Meet Our Attorneys Services

'Your Law Firm'

Our free Business Scan will provide a report on your current online status

Overview



Your firm's name, address and telephone need to be claimed for each listing and Online Presence consistent, else the search site are confused about who you are and how each listing lates to your firm

| | | Business Na. | Address | Phone | Rating | Reviews | Status | |
|---|------------|-----------------|------------|----------|--------|---------|--------|---------------------|
| G | Google | Sample and Exan | nple | 239-0300 | 0.0* | 0 | A | Fix low rating |
| 8 | Yelp | Sample & Examp | le | 239-0300 | 0.0* | 0 | 4 | Fix multiple errors |
| 0 | Citysearch | Sample and Exan | nple, P.C. | 239-0300 | 0.0* | 0 | A | Fix multiple errors |

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'Your Law Firm'

Our free Business Scan will provide a report on your current online status

| Ø | Foursquare | | | | 0.0 * | 0 | A | Fix multiple errors |
|------|-----------------|--------------------|-----------------|--------------|-----------|-----------|---|---------------------|
| | Kudzu | Not found | Not found | Not found | Not found | Not found | A | Create listing |
| f | Facebook | Sample and Example | 1230 Brace Road | 444-555-6789 | 3.7 * | 3 | A | Fix multiple errors |
| | Merchant Circle | | | | 0.0 * | 0 | A | Fix multiple errors |
| | Mapquest | | | | 0.0 * | 0 | A | Fix multiple errors |
| Avvo | Αννο | Not found | Not found | Not found | Not found | Not found | A | Create listing |
| C | Martindale | Not found | Not found | Not found | Not found | Not found | A | Create listing |
| | Lawyers.com | Not found | Not found | Not found | Not found | Not found | A | Create listing |
| | | | | | | | | _ 12 |

Common Sense Marketing

- Consider:
 - Highly Satisfied Clients are the best source of New Clients
 - Google is where you are most often found or validated
 - Certified Client Reviews are highly trusted
 - The presence of Reviews and Google YouTube Videos helps Google determine your status as the 'best local resource'
 - More, Frequent and High Quality Reviews will have Google assign a star rating and let you stand apart from local firms



Steps to Convert More Clients From the Internet

- Fix Your Online Directory Listings
 Claim and/or Clean-up for Consistency
- Maximize Your Google Page 1 Presence Client Reviews on Google Google Star Rating Short Videos on YouTube
- Perfect Your Internal Process and System Client Survey/Thank You with Links



Where is Your Firm?

Search for: "Keyword" + "attorney in" + "City, State"

____ Inside the '3-Pack'?
____ How Many Reviews?
____ Star Rating?

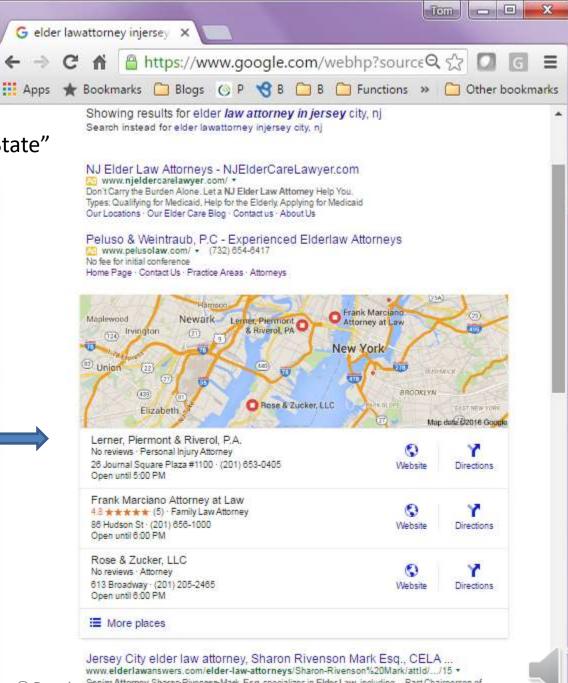
City and Keywords in Meta Data (View Page Source)

Title?

- ___ Description?
 - _ Keywords?

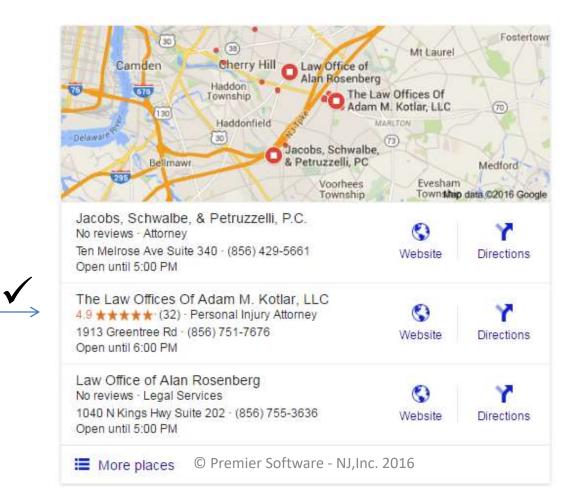
Videos?

(check More/Videos)



© Premier Sector Attorney Sharon Rivenson Mark Esq. specializes in Elder Law, including ... Past Chairperson of the New Jersey State Bar Association Elder Law Section.

Model Google Page 1 Star Rating and Many (32) Good Current Reviews Who Are You Going to Call?



 \checkmark

Success!

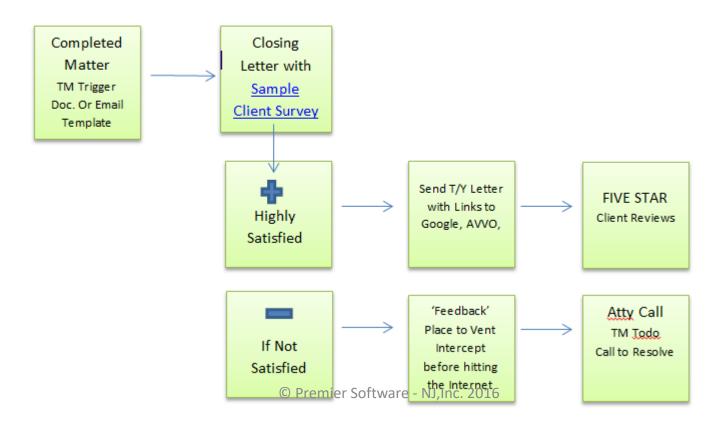
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Meet Our Attorneys Services

'Your Law Firm'

Perfecting Your Internal Process Verify Level of Client Satisfaction Ask for the Review

How Time Matters Can Help Manage Your Online Reputation:



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'Your Law Firm'

Add this scrolling window to your firms web site.

Show your certified client reviews from across the internet Google, AVVO, Martindale, Yelp, etc.



Excellent communication from entire staff and Attorney

Aug 10, 2012

Request appointment

Aug 15, 2012

Write a review



I live in Massachusetts and my parents lived in Florida. Rosenkranz Law was recommended to me by a prominent Boston Elder Law attorney. After my father passed away my mother would not move north and I needed to ensure her care in Tampa. In addition to arranging care from this distance I needed to find all my options for support, health care and eventually Medicaid.

I can't even begin to express my satisfaction and gratitude to Jack and his team. They informed me about support opportunities I was not even aware existed. They not only advised me how to set up my mother's records, but they walked me through the application process so I could apply for aid that was due to my mother. Whenever I had a question, they were always there with an answer and if necessary, recommendations.

When it came time for a nursing home Jack and his team were there. They helped me prepare the financials and they navigated through the labyrinth of social services on my mother's behalf. When there was a problem, Jack literally made a federal case out of it, and prevailed.

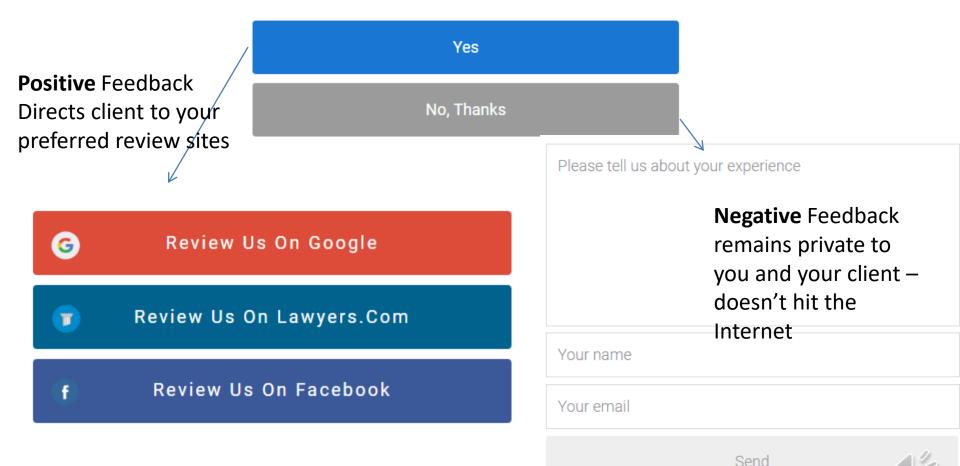
Jack's team is not only professional, but also compassionate. When it came time to do paperwork that required my mother's signature Jack went to the nursing home to meet my mother. She always remembered what a nice, friendly man the lawyer was that came to see her.

My mother bounced back and forth from assisted living to nursing home and this caused some interesting insurance issues. Jack's team was always on top of it. After my mother passed away there were some billing disputes, and that is not a time when you can concentrate or deal with those types of issues. It was such a comfort to have Jack settle those problems to my satisfaction.

Basically, they knew who to talk to - when I didn't. They knew what they were supposed to say, what forms needed to be filed and how; and as importantly, what NOT to do. I did not. I live in Massachusetts and together we got it done. I don't know what I would have gone through without them. I found a jewel.

One Click on 'Write Review' Makes It Easy To Obtain a Client Review

Would you recommend us?

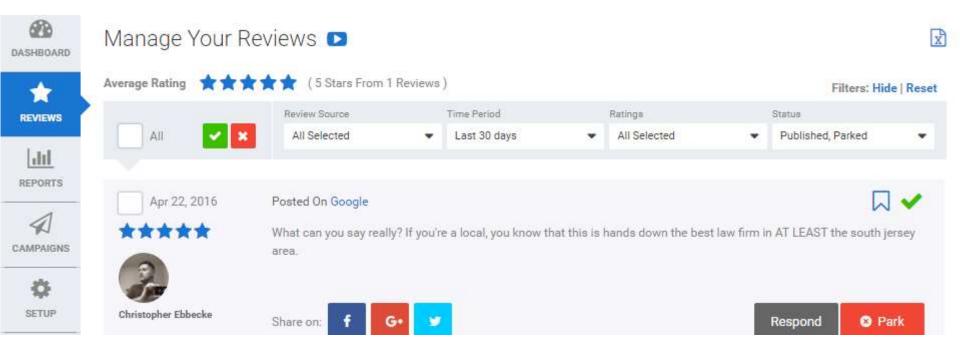


Client Reviews - Account Management





Tools to Manage Online Reviews





Reports On All or Selected

| 1EWS | REVIEWS OVER TIME | REVIEWS | & RATINGS BY S | OURCE A | VERAGE RATI | NG OVER TIME | | | | | |
|------------------|---|---------|----------------|-----------|-------------|--------------|---------|----|---|---|--|
| ORTS | All Selected | - | All Time | | | | | | | | |
| 1 | ĥ | Q | | | | - | · | | | | |
| PAIGNS | Select All | ^ | | | Rev | views O | ver lin | ne | | | |
| СР ТUP | Dex Knows Facebook | | | | | 3 | | | | | |
| | Foursquare Google Insider Pages | | | | | | | | | | |
| | Kudzu | | | 2 | | | 2 | 2 | 2 | 2 | |
| | Lawyers.com Mapquest | | | | | | | | | | |
| | Martindale | • | | | | 20 - 10 | | | 2 | | |

Next: Two easy, done for you steps:

- Step 1. Let Premier provide your <u>free</u> report on your online status and a <u>free</u> demonstration account.
- Step 2. Activate your account whenever you like and start receiving the benefits of a well managed online reputation and an optimized internal process for closing files and maximizing Client Reviews.

Premier's Pricing We Made It EASY:

\$200. or less* per monthNo Long Term SubscriptionPresently NO Set-up ChangeCall for Special pricing (existing clients, early adopters)



Done for You

Our standard price is \$200. per month. We reduce that by 10%, to \$180/month for firms where we have an existing and current working relationship or certain other affiliations. We will extend that to 'friends of your firm' if they are referred by you.

For this we:

- Help identify your business listing status and help you clean-up your directory listing.
- Work with you on your custom review site and work with you on the meta data location and practice area keyword combinations.
- Assist with adding to your web site a scrollable window displaying aggregated client reviews and the link to other review sites to make it easy for client to give their reviews
- Provide sample document templates for use in your practice management system.
- Assist with customizing email templates that can be sent to ask for a review and then ask to share a review on other popular search sites
- Help you integrate with Facebook, Twitter and Google+ to leverage publication of review to other venues increases your level of social media activity
- We train and support of course
- We will also remind you to do your part which is to simply **ask for the review!**



The most successful firms are taking the above steps to get and to stay ahead. We hope we can assist you and hope to hear from you soon to schedule your next step.

All the Best,

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Thank you

