

Talking Points for Law Firms

VOICEMAIL: Reseller/Consultant > Law Firm

I have some great information on one of our new Microsoft Office solutions. We've had a lot of traction with law firms on this product. It's basically **Office for Legal**. I'm sending you an email now that includes a link to a 3 minute video (produced by Microsoft studios) that show you exactly what the legal features are. I'm hoping you can share this email with a paralegal or attorney in the firm that can give feedback on whether they would like to set up a 10 minute phone call or demo to learn more.

LIVE CONVERSATION: Reseller/Consultant > Law Firm

Same as above plus the following...

This solution just won an App Award from Microsoft – Best Business Value for an Office Add-in (3rd place out of 1700 apps).

Do your attorneys rely on Outlook to get reminded of deadlines. I can set up a call so that you can learn how this feature can this can work with your current billing or case management system. It's the only product on the market that does this inside of Outlook so that as you receive email notices from courts or opposing counsel you can instantly generate deadlines based on the court rules without leaving your Inbox. And if you don't have an electronic calendaring system, this qualifies you for a discount on malpractice insurance (which can even pay for the cost of the product).

I'm hoping you can share this email with a paralegal or attorney in this firm that can give you some feedback on whether they would like to set up a phone call or demo to learn more.