

# Owner to Owner Podcast Notes



## Build a Relationship with an Attorney Before You Need One

Episode #27

### Summary:

Felicia Harris, Founder, and CEO of EverythingHR and EverythingHR Financial Services interview Lori Williams, a 30-year attorney licensed in the state of Michigan. Lori talks about how she went from divorce law to Your Legal Resource, a legal referral service. She also explains what Your Legal Resource can offer business clients, how to go about building relationships with attorneys, and the types of legal needs that her clients typically have.

### Episode Highlights:

- Lori Williams shares her background in legal services.
- How are her services able to be free to clients?
- What is the best way to establish a relationship with an attorney to avoid future problems?
- Does she educate the business owner and if so, what is that process like?
- What are some good characteristics of a good attorney?
- When is the best time to build a relationship with an attorney?
- What are some of the topics discussed when a business owner contacts her?
- Loris Williams talks about her background.
- How did she make the transition as a divorce attorney to starting Your Legal Resource?
- How does a client go about hiring Your Legal Resource?
- What are the different types of needs do her clients typically have?

### 3 Key Points:

1. Hire an attorney that does what you need day-in and day-out.
2. Know what your attorney is going to potentially cost your business.
3. Your Legal Resource has been connecting business owners to attorneys for the past 15 years.

### Tweetable Quotes:

- “It is completely free in the sense that nobody pays any legal fees. They don’t pay me any legal fees. But I will refer my clients to an affordable specialist, and I have worked with these attorneys.” – Lori Williams
- “You need to know that they are educated, not just as a lawyer, they didn’t just pass the bar exam and go to law school and all that. But they have been educated in this area of law.” – Lori Williams
- “After 14 years of ending relationships for a living, I discovered my purpose as an individual. And I found out that I was created to connect people and build relationships rather than end relationships” – Lori Williams

## Resources Mentioned

### Podcast

<http://elshaddaiconsulting.net/everythinghr-owner-to-owner-podcast.html>

### Twitter

<https://twitter.com/everythinghr1>

### Linkedin

<https://www.linkedin.com/company/everythinghr1/>

### Connect with Felicia Harris

<https://www.linkedin.com/in/felicia-g-harris/>

Call for questions about EverythingHR: (586) 461-1400

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