

# Outsourced bookkeeper saves law firm \$150K/year and increases realization rate to 90%

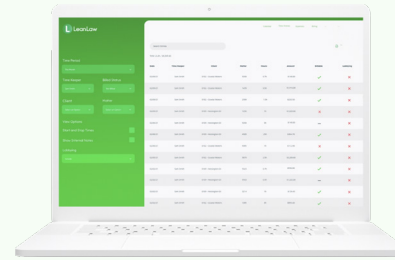
## The Challenge

A larger midsize firm with four offices was having payment realization issues. The three person back office accounting team was using Clio accounting software: their trust accounts were not in compliance with bar association rules.

The firm decided to outsource the accounting and switch to Cosmolex. And yet, they were still not able to extract data for KPIs, request evergreen retainers or get real time reports on their data. The firm thought they wanted a practice management solution instead of creating a best in breed legal tech stack. It was costing them...

## Benefits of LeanLaw

- 50% Increase in Payment Realization Through Evergreen Trust
- LeanLaw Accounting Pros understand ABA Compliance with IOLTA
- Easy Data Extraction for KPIs



## The Solution

Karyn Andersen at Total Sum Accounting was hired because she is a law firm accounting expert -- almost all of her clients are law firms. Karyn re-introduced them to LeanLaw and showed them how easy IOLTA trust compliance can be if you use the right tools. With LeanLaw's evergreen trust requests, realization went from 50% to almost 90%.

By outsourcing to Karyn's team, the law firm doesn't have to deal with bandwidth issues when someone is out sick or on vacation, and they don't have to pay the additional overhead employer taxes, health insurance, 401k, or provide office space for the employees.



**50% Increase**  
in Realization Rate



**100% Decrease**  
in Overhead, Employment  
Tax, Health Insurance, 401K



**100% Coverage**  
for Absence



“When the lawyers start really looking at the numbers and realizing, wow, I can have these experts as my back office for less than I'm paying my staff, it's an easy decision to outsource the accounting. LeanLaw really is the best out there for trust accounting.”

- KARYN ANDERSEN, TOTAL SUM ACCOUNTING