

# Pursuit Legal improves billing efficiency by 50% and collects \$13k in past due invoices within one month of implementing LeanLaw's Lean Align Feature



## The Challenge

Pursuit Legal was spending too much time manually creating and sending invoices each month. The process involved significant back and forth in QuickBooks Online, which was time-consuming and inefficient. The firm also struggled with collecting past-due invoices, as clients found paying each invoice individually cumbersome. Additionally, the firm needed a streamlined solution for managing trust accounts to ensure compliance and reduce stress for staff members unfamiliar with accounting processes.

## Benefits of LeanLaw

- 50% reduction in time spent issuing invoices each month
- Collected \$13k in past due invoices within the first month of using LeanLaw's full balance link
- 30% of past-due invoices paid faster
- Streamlined trust management, reducing stress for staff
- Seamless functionality between LeanLaw, QuickBooks Online, and Confido payments

## The Solution

By adopting LeanLaw's Lean Align feature, Pursuit Legal was able to streamline its billing process and improve efficiency by 50%. With LeanLaw's integration with QuickBooks Online, the firm no longer needed to switch between the two systems, saving valuable time. LeanLaw's trust management features made it easy for staff to manage trust accounts, even without extensive accounting knowledge. The firm also implemented Confido payments, enabling clients to pay their invoices online, which led to faster payments and reduced the need for mailing checks.



**50%**  
Less Time Invoicing



**30%**  
Past Due Invoices Paid  
Faster



**50%**  
Past Due Invoices Paid in Full  
with First Invoicing Batch



"LeanLaw makes it very easy. It definitely saves me stress! As someone who's not super familiar with accounting and what needs to be done, LeanLaw was very helpful in setting my system up in the beginning, so everything was flowing properly."

- Krystle Lodzinski, Billing Coordinator, Pursuit Legal