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A NOTE FROM JULES

Spring is right around the corner again, and with that comes the desire to plant the seeds of growth. With the bad economic news that seems to bombard us at every turn, the notion of finding a way to be fertile seems more important than ever. I've spent a lot of time lately reflecting and researching ways to ensure that my business and, by extension, my client's businesses can survive this downturn. Over and over again, I find myself coming back to adaptation. Just like in nature, where every living thing must adapt over time to survive, we must do the same with our businesses. As I prepare to plant the vegetable garden that helps sustain me each year, it seems fitting that I am also planting the seeds that I hope will sustain my business until the economy gets back on the right track.

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TPS

Real Brief

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Thompson Paralegal Services, LLC

1216 Elm Avenue · Norfolk, NE 68701

P: 888-4-GR8-LGL · F: 888.759.0857

Email: jthompson@tpslegal.com · Web: www.TPSLegal.com

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Recession-Proof Your Practice

The legal profession has recently been hit hard by the recession with shocking reports of layoffs from all over the country. And these layoffs are not limited to paralegals and other support staff. Many firms are laying off attorneys as well.

Like medicine, the law is more safeguarded against hard economic times than many other professions, but it is not entirely unaffected.

Some large firms try to avoid redundancies by cutting back, whether that means layoffs, reducing hours, or outsourcing more. Other are diversifying their services. Others still are hiring younger, less experienced attorneys. Let's briefly explore each of these.

Hiring fresh young talent. Of course, there is the issue of inexperience, but the upside is that they bring new enthusiasm and innovation with them and they are generally very tech savvy which is critical to the future of all business at this time. There's no denying that the way business is done is changing and, if you don't learn how to adapt, you won't survive.

Diversifying services. Let's face it, some areas of the legal profession pick up when times are bad.

Bankruptcies are up 33%. If your practice can offer assistance in bankruptcy, personal injuries, estate planning, corporate mergers, or employment law, you will be able to remain busy.



Cutting back. There are many ways to do this. Most firms will do whatever they can to avoid layoffs. You can try reducing hours or shift sharing until things pick back up. Another solution is outsourcing more work that has previously been done internally such as accounting, hiring, or paralegal and administrative support. Rather than maintaining full time staff members with all those associated expenses, you only pay for the work you need when you need it.

The bottom line is that the recession will ultimately affect each and every one of us. The only way to survive is to be flexible, be creative, and don't be afraid of change.

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Green Treats for Fun and Fitness

March is an exciting month - spring is approaching bringing with it thoughts of getting out, getting healthy, and getting green. What better way to welcome the return of spring than with some delicious smoothies that just happen to be green!

Key Lime Smoothie

- 1 pkg. low calorie Lime gelatin
- 1/2 cup boiling water
- Ice
- 1/2 cup cold water
- 1-1/2 cups whipped topping

Put gelatin in blender. Add boiling water and cover, venting lid. Blend on low speed 1 minute or until gelatin is completely dissolved. Add enough ice to cold water to measure 1-1/2 cups. Add ice water and whipped topping to blender and cover. Blend until thickened and well blended. Serve immediately in chilled glasses and garnish with lime slices.

Melon Smoothie

- 2 cups honeydew melon, cubed
- 1 cup low-fat vanilla yogurt
- 2 TBSP. apple juice
- Ice

In a blender, combine melon, yogurt, and apple juice concentrate. Blend until smooth. With blender running, add ice until frothy. Pour into chilled glasses and garnish with sliced melon.



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LLC

1216 Elm Avenue • Norfolk, NE 68701

P: 888 - 4 GR8 LGL (888.447.8545)

F: 888.759.0857

Email: jthompson@tpslegal.com

Web: www.tpslegal.com

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TPS' Top 3 Recession-Proof Specialties

1. Bankruptcy
2. Personal Injury
3. Wills & Estates, Probate, POAs.

*TPS is fully trained and experienced in providing
paralegal support in these areas of your practice.*

Real Brief Bits

TPS IS HERE TO HELP

Like most businesses, TPS has been exploring ways to safeguard against tough economic times. In order to maintain any business in times like these, being able to diversify and adapt is key to success. TPS will continue working toward expanding its paralegal and administrative support services, while maintaining its high standards of cost effectiveness and work production.

Is your firm losing out on some of the revenue being generated by the increase of bankruptcy filings? TPS offers the latest in bankruptcy services, which covers all 50 states. Or, is your firm in need of additional assistance in preparing bankruptcy paperwork? TPS offers professional and quick turnaround on bankruptcy document preparation, and will also be happy to e-file all of it for you. No hassle. No getting behind. No last minute filing surprises.

**Contact TPS today for comprehensive virtual
paralegal and administrative support:**

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jthompson@tpslegal.com

QUOTE OF THE MONTH

"What separates winners from losers is the courage to persist long enough to win."

~ *David Cottrell, Author*

REAL BRIEF TRIVIA

Villages in New York have a new law that promotes and honors Irish heritage. St. Patrick's Day cannot double as Election Day for villages in New York. That means this year's Village Election Day will be Wednesday, March 18, rather than the traditional third Tuesday in March which just happens to be St. Patrick's Day this year, March 17. Most have accepted the law, but a few Irish candidates are disappointed that they won't benefit from the luck of the Irish said to be strongest on March 17.

