

### Better Marketing, One Container at a Time

SALLY J. SCHMIDT

I heard an expert on organizing say that the biggest mistake people make, whether they are tackling their closets or their desks, is to buy baskets, bins and containers. Her advice was to take an inventory of what you have, figure out what you really need and determine how you use it. Then—and only then—do you buy containers.

I thought it sounded a lot like a law firm approach to knowledge management (KM), perhaps the hottest trend in professional service firms. Knowledge management is the discipline of managing the firm's intangibles and "intellectual capital"—which includes experiences, relationships, ideas or processes—and making them available throughout the firm. Many people believe that using this internal knowledge effectively can determine a law firm's future competitiveness and success.

Yet law firms often start the process of knowledge management like organizing a closet. They look for the software or system that will tidy it up neatly, instead of taking a realistic assessment of how the firm can capture and share information.



Sally J. Schmidt (schmidtmarketing@msn.com), president of Schmidt Marketing, Inc., has counseled more than 225 law firm clients over the past 14 years. She was the first president of the Legal Marketing Association.



#### How Knowledge Management and Marketing Intersect

While the jargon may come and go, knowledge management is more than a passing trend. The concept can be an integral part of how your firm operates. Knowledge management has enormous implications for the effectiveness of a firm's marketing program. For example:

**Referrals.** Have you ever seen an internal memo or e-mail inquiring, "Does anyone know a litigator in Des Moines?"

**Client service.** What process is in place to ensure that all lawyers assigned to a particular client's matters are educated about the client's quirks and requirements, such as billing guidelines?

**Mailings.** Has the firm ever sent two, three (or 25) holiday cards to the same client, each signed by a different lawyer?

**How can a law firm capture and share its intellectual capital and turn it into marketing strategy? By taking stock of its needs, first.**

**Pitches for business.** Have the lawyers ever scrambled around the day before a proposal was due to develop a list of representative transactions for a prospective client?

#### **Getting Started**

Regardless of firm size, management of knowledge will make a firm's marketing efforts more effective and efficient. Yet it can seem overwhelming in terms of time and expense. As your firm begins to look at how it might implement a knowledge management program for marketing, here are some logical and important places you might start.

**Relationship database.** Management of client and contact information is a key to marketing success. Begin by merging all the party invitation lists, newsletter mailing lists and client lists into one marketing database that allows you to track your firm's relationships. Ideally, this database will interact with your firm's time and billing system, so you can access better information. For example, produce a list of the firm's top 50 clients to receive a special letter from the firm's managing partner or a report that indicates the best sources of business for each of the firm's practice areas. Even if this isn't possible, use a data-

base software package or enhance your existing system to include some key fields, such as the source of the contact; the contact's relationship with the firm; the industry of the company; the practice areas used by clients and other areas that make sense for your firm (for example, recipients of specific mailings, form of entity or date of incorporation).

**Intake form and procedure.** One of the most important elements of relationship management is the client intake process. You should take a good look at your firm's form and system and ask yourself: Are we collecting the infor-