

## Most Popular Posts from March 2011

Posted by [Martha Newman, J.D., PCC, TopLawyerCoach, LLC](#) • April 5, 2011 • [Printer-friendly](#)

### *Top 5 Legal Marketing Posts that Made a BIG Impact Last Month*



Networking, technology, and good old-fashioned communication were hot topics among readers last month. It's clear the legal community wants to stay informed on the latest mobile applications, social media trends - not to mention business strategies.

Here's a look at some of the articles that ranked high at Top Lawyer Coach in March.

#### 1. [Look at Who's in Demand for In-House Counsel Positions](#)

Corporations are showing a need for sophisticated expertise and administrative savvy in managing outside counsel relationships.

#### 2. [5 Best iPhone Apps for Lawyers 2011](#)

Here are the best iPhone apps for up-and-coming lawyers who want to improve their time management and study practices.

#### 3. [Top Social Networks for Legal and Law Firm Marketing](#)

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There are conversations going on RIGHT NOW on social networks that, if you joined, could help you showcase your legal expertise, meet potential clients, and generate business leads.

#### 4. [Google Scholar Becomes a Better Resource for Lawyers](#)

Google improves the search functionality for its case law research tool.

#### 5. [Conquer the Art of Closing a Deal](#)

Top rainmakers will tell you that they look and listen for **VERBAL** and **NONVERBAL SIGNALS** that a client is ready to buy. Once lawyers catch these signals, they move in to close.

Do you have any questions about legal marketing?

Email them to [Top Lawyer Coach!](#)

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