Michael Grant

Founder, MG Legal Ops. Websites for small and medium law firms, built in about four weeks and owned by the firm.



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Education

J.D.	University of Illinois Chicago School of Law
B.S., Business Administration	Colorado State University: operations management and marketing
CSPO	Certified Scrum Product Owner

Background

My parent has owned and run their own firm for more than 25 years, so I grew up seeing what it takes to run a small practice. There's always more to do than there is time, and something like the website usually ends up on the back burner.

I studied business at Colorado State University, focusing on marketing and operations management, and later earned my J.D. from the University of Illinois Chicago School of Law. While I was in law school, I also worked as a legal extern researching regulation for financial products.

For the past six-plus years, I've worked at a software distributor that serves small and medium businesses. I started out in sales, spent time on the support team, and later moved into product and engineering and then commerce operations. Along the way, I led the rollout of a new subscription billing model used by tens of thousands of businesses.

Why I do this

I like taking things that are usually complicated and expensive and making them simple and affordable. Larger companies have whole teams for their websites. Small firms usually don't, and I don't think they should have to pay big-company prices to get the same quality of work.

Newer tools have made a good website much faster to build than it used to be, so I keep my prices in line with the actual work. You get a fixed price before we start, and your domain, your site and all of your accounts stay in your firm's name, so you're never locked in.

What working with me looks like

- A fixed price. You'll know the cost before we start, and the monthly care plan covers the updates most firms need.

- A clear plan. You'll get a written plan and a launch date, and you'll see every page before it goes live.

- Careful moves. Switching domains, hosting or Google accounts is where websites usually run into trouble, so I take it step by step and make sure your leads keep reaching your inbox.

- Respect for the rules you work under. Legal advertising has its own rules, so I'll point out anything on your site they might apply to. You always have the final say on what it says.

- One person to talk to. You'll work with me directly, from our first call to long after launch.

Outside of work

When I'm not working, I'm usually exploring a new Chicago neighborhood with my wife, Charlotte, and our terrier-Chihuahua mix, Georgia.