

# An estate planning lawyer grows her solo practice to a regional law firm with Smokeball as her foundation



**230% increase in revenue**

**3**

**New regional office locations**



**10 staff hires**

Sarah Ostahowski knew the right technology was key to growing **Sarah's Law Firm**, the estate planning practice she founded as a solo practitioner. But general client relationship management software didn't capture the legal-specific functionality she needed as her firm grew.

Switching to Smokeball increased her staff's efficiency and their ability to deliver the outstanding service their clients rave about. Automated workflows outline all associated tasks, deadlines, and documents, so staff don't stress that they're missing steps or waste time reinventing the wheel. "Smokeball's workflows are a big deal. I'm very task-oriented, and they keep our team on task," says Sarah.

## All-in-one software that serves as a foundation for growth and profitability

- **Automated workflows** that outline tasks to stay on track and nail deadlines
- **Firm insights** that empower Sarah to make data-informed decisions for her business
- **Stand out Smokeball customer service** that mirrors the values of Sarah's Law Firm

### Sarah's Law Firm

**Area of Law:** Estate Planning and Elder Law

**Firm size:** 10

**Location:** Shepherd, MI



**"Smokeball is the lifeline of our practice. It helps us provide the best representation for our clients while maintaining our mental health. It's allowed us to become a high-revenue producing firm with multiple locations, happy clients, and a happy team."**

Sarah Ostahowski  
Founding Partner,  
Sarah's Law Firm

