



CASE STUDY — C&B LAW GROUP

How C&B Law Group Tripled Their Caseload with Filevine

The employment and personal injury firm deployed powerful case management software — and propelled their firm forward



Location: Los Angeles and
Burbank

Practice Areas: Workers
Comp, Employment,
Personal Injury

Products Used: Filevine,
Lead Docket

Website: cblawgroup.com

THE CHALLENGE

C&B Law Group has made a name for itself through its commitment to compassionate service to the firm's clients. But time-intensive administrative tasks made it challenging for the firm to grow.

Clients come to C&B Law Group not only for its strong reputation for winning cases, but also for the firm's empathetic treatment throughout the legal process.

But while the firm's lawyers and staff were interfacing with clients and building legal cases, they still had to devote significant time to administrative tasks, such as managing staff, communicating with collaborators, and following up with potential clients.

This heavy workload made it difficult to bring on new clients and scale the firm's growth. Further, the headache of constant lead tracking and on-boarding meant that the firm couldn't follow up with many promising potential



Jack Bazerkanian

C&B Law

Jack Bazerkanian is the founding attorney of C&B Law Group, LLP in Los Angeles, California. Since 2014, he has represented clients in personal injury and employment law cases, including securing notable settlements such as \$1,000,000 in a wrongful termination case and \$650,000 in a wrongful death case. Jack is known for his dedication to justice and commitment to achieving favorable outcomes for his clients.

3x

More cases the firm
can handle with
Filevine.

THE SOLUTION

With Filevine, the firm streamlined and automated their administrative tasks, freeing up valuable time to connect with more clients and grow the practice.

Filevine's powerful case management software led to firm-wide improvements.

The firm found that Filevine's automations streamlined the administrative work for lawyers and staff. They were able to spend less time tracking down information or figuring out next steps, while collaborating on cases became easier and faster.

This resulted in a lasting growth spurt for the firm, leading to significantly more clients.

"We can handle 3 times more cases because Filevine makes it easier to do our work. It keeps us organized and on-task."

The firm has also been able to improve the quality of cases, bringing in higher settlements for their clients and stronger financial results for the organization.

"Because Filevine assists us at every step to build the strongest case possible as quickly as possible, our average case value has gone up by 30%."

30%

Average case
value growth

Some of the firm's growth came from an improved lead tracking system, which allowed them to find more clients with stronger cases, without ballooning their marketing budget.

The firm uses Filevine's Lead Docket to track and convert more leads. The system's automations make it easier for intake staff to find the best potential clients, follow up with them before other firms do, and bring them on-board.

200%

Increase in signed
leads with Filevine's
lead tracking

"Filevine has doubled our efficiency in signing on new clients. It has cut the signup time in half.

With Filevine, we've increased our signed leads by 200%. We have three times the clients signing on now."

With the help of Filevine, lawyers at the firm have been able to expand their mission to pursue justice for more clients. More members of their community are benefitting from the firm's expertise and getting positive case results that empower them to move forward with their lives.



See how Filevine can help your firm grow with a free demonstration.
Request a Demo at filevine.com