



KAREN ECKSTEIN
LIMITED



MORE REWARD™



Missed Opportunity Risk Evaluation

Turn hidden risks into increased profits: A powerful evaluation to boost your bottom line.



Potential income gains from **Scope Creep**

Are you doing work for clients for nothing?

We can help you turn a high-risk, unprofitable client into a low risk, profitable one.

Our experience shows us that many firms risk losing between **£9,000*** and **£150,000*** per fee earner per year, due to inadequate processes and systems.

MORE REWARD™ helps you spot unprofitable clients, reduce the risk of scope creep, and turns risk into reward.

With our practical insights, you can identify where you can improve your profits quickly by making improvements to your systems.



Potential income gains from improvements to **Poor Processes**

Are your processes losing you money?

A review by MORE REWARD™ can identify if your processes are letting you down- for example, many firms are not linking their emails to their client files (a risk in itself) and are failing to charge for emails sent as well- with most people sending at least 10 emails to clients a day – that can amount to a loss of revenue of, on average, **£46,000*** per fee earner a year!

Poor billing processes can cause significant cashflow problems - one client received payment of over **£300,000*** of aged fees following a review by us – with no referral out to debt collectors or litigation!

Why not use MORE REWARD™ to review your processes and systems and see where you are losing money and see how the leaks can be plugged?

* Amounts may vary depending on the firm



Money lost due to **Target Issues**

You could be losing substantial sums (up to £100,000) and putting your business at risk, due to issues with targets.

Are your targets helping your team – or harming your business?

Too many firms set targets that don't reflect actual capacity or working patterns – leading to burnout, under performance, claims, and staff resignations.

All of these impact the firm's turnover, profitability, and cashflow – with potentially devastating consequences.

MORE REWARD™ reviews your targets and relevant financial data and advises on risk implications to help you improve performance and avoid disaster.



Money lost due to **Complaints and Claims**

Complaints and claims by clients and regulators can have a devastating impact on your business- there are 7 hidden impacts of complaints and claims, meaning that even a simple dispute can lead to internal and external costs in excess of **£100,000***.

MORE REWARD™ can review your firm's exposures, and suggest simple steps (including proposed risk reviews) to mitigate the likelihood and impact of complaints and claims, leading to potentially significant savings.

* Amounts may vary depending on the firm

Ready to unlock your firm's hidden profits?

Contact us today to book your missed opportunity risk evaluation. For just £8,995 plus VAT, our MORE REWARD™ diagnostic can identify the potential value you are missing.

Email: hello@kareneckstein.co.uk Call: **07973627029**