

CHRIS MULLINS

PHONE SALES DOCTOR | SPEAKER | AUTHOR



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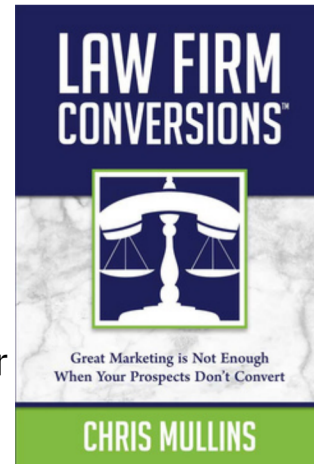
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Chris Mullins is a thought leader in the legal world of intake and attorneys. As the preeminent sales and communications consultant in the legal industry, Chris is the go-to for all things intake and attorneys.

For decades, Chris has been a “phone sales doctor” focusing on better communication skills, empathy, sales, intimacy, conversion, retention, and client control in the legal industry.

As host of the acclaimed podcast Lawyers Tell All™, Chris takes you on a deep dive that shows you the reality of the profession through powerful conversations with innovators in the trenches.

SUGGESTED QUESTIONS

- ✓ You're known as the preeminent Intake thought leader in the legal business. What's the single most important thing law firms need to implement today to improve conversion quickly?
- ✓ Why are law firms spending huge sums on lead generation marketing but spending little to no time or energy on inspecting what happens to those leads?
- ✓ You've said that the intake department is a 24/7 sales department. What do you mean by 24/7?
- ✓ Why do you think Intake isn't viewed as The Law Firm Sales Team?
- ✓ Your reputation precedes you as the expert working with Intake and Attorneys at law firms. What's the biggest area of focus with working with Intake and Attorneys?
- ✓ What do you think about Law Firms creating their own Virtual Intake team?
- ✓ What do you mean by the 1-Call-Close?

**SPEAKING
TOPICS**

INTAKE SALES/CONVERSIONS 1-CALL-CLOSE