

# Review Solicitors: The UK's number 1 legal review site



## Introduction

More and more people are looking for reviews either to help decide which law firm to use or to confirm they are making the right choice of firm before instructing. ReviewSolicitors is the *largest dedicated legal review site in the UK* with over two million visitors annually.

Our platform is unique, as it is tailored for, and solely dedicated to, the legal market. Visitors to the ReviewSolicitors site are motivated and looking seriously for legal advice.

We collect your verified clients' reviews and publish them on the ReviewSolicitors site.

As an accredited and trusted review platform, the reviews you collect through us filter directly to page 1 of Google and are added to facebook and twitter, too. We list every law firm in the UK and have a live feed from the SRA. This ensures our information is up-to-date and accurate.







# Quality, not price

Our principle is that lawyers should showcase their quality, through genuine, *verified feedback*, *rather than compete on price*. We appreciate that whilst not being overcharged is important to clients, helping them to understand the value of paying for a superior service is vital when choosing a lawyer.

Our site is built to help you achieve this: a simple way to promote your online 'word-of-mouth' reputation by allowing satisfied past clients to showcase your legal expertise and trustworthiness.

Online reviews are expected. 90% of people are influenced by online reviews when making a purchasing decision. Showing your firm's credentials through prominently displaying your firm's positive reviews will help to attract new clients and increase conversion rates by giving a great first impression.

Michael Hanney - Co-Founder





# Why join ReviewSolicitors?

## 1. Showcase your reputation online Page No

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# Add Google and Facebook reviews to your profile

Showcase all of your reviews in one place. *Automatically add Facebook and Google* reviews to your ReviewSolicitors profile with our automated integrations. All reviews collected on each of these platforms will adjust *your ReviewSolicitors star rating* which will is then displayed to clients all around the web.

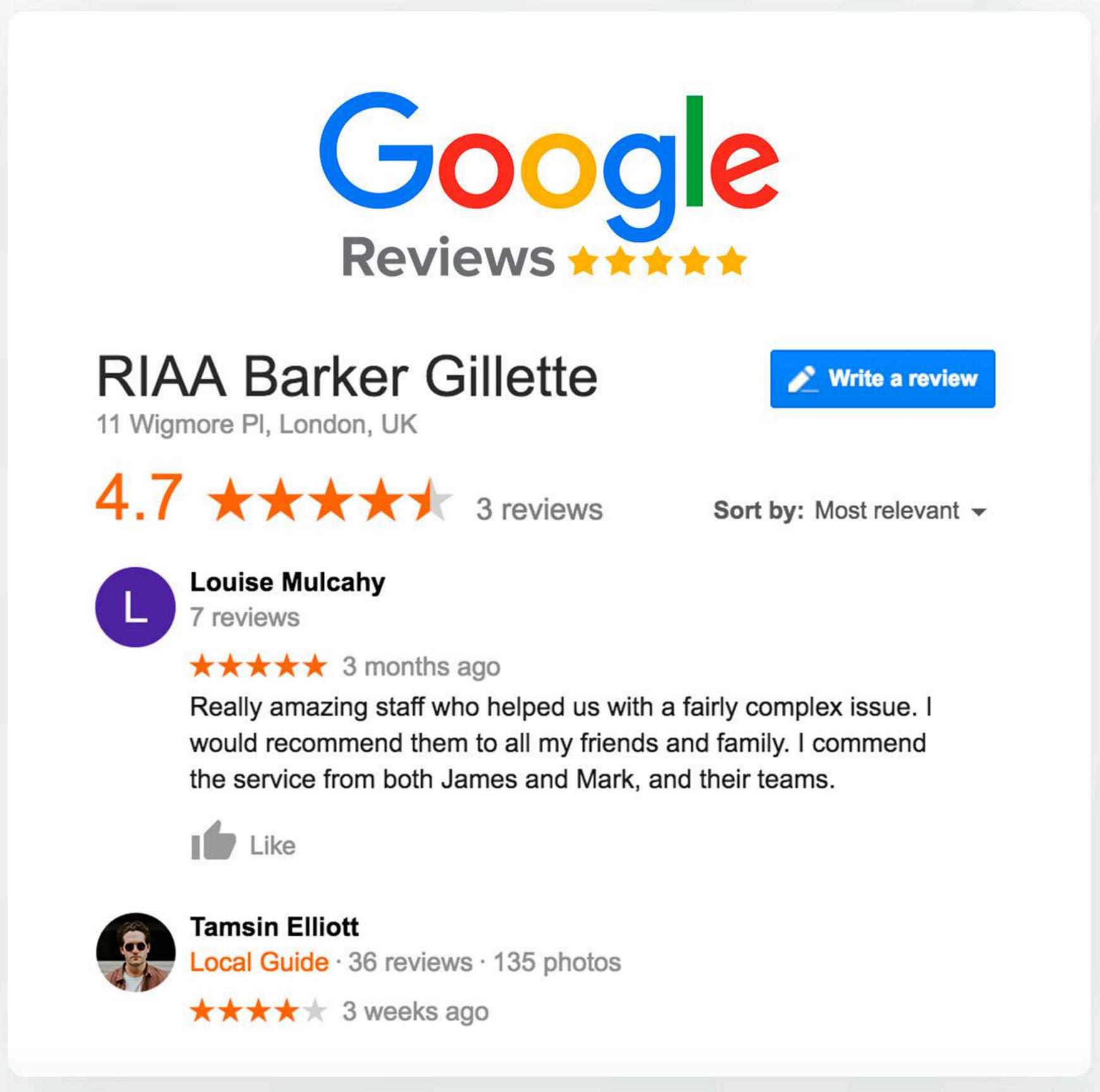


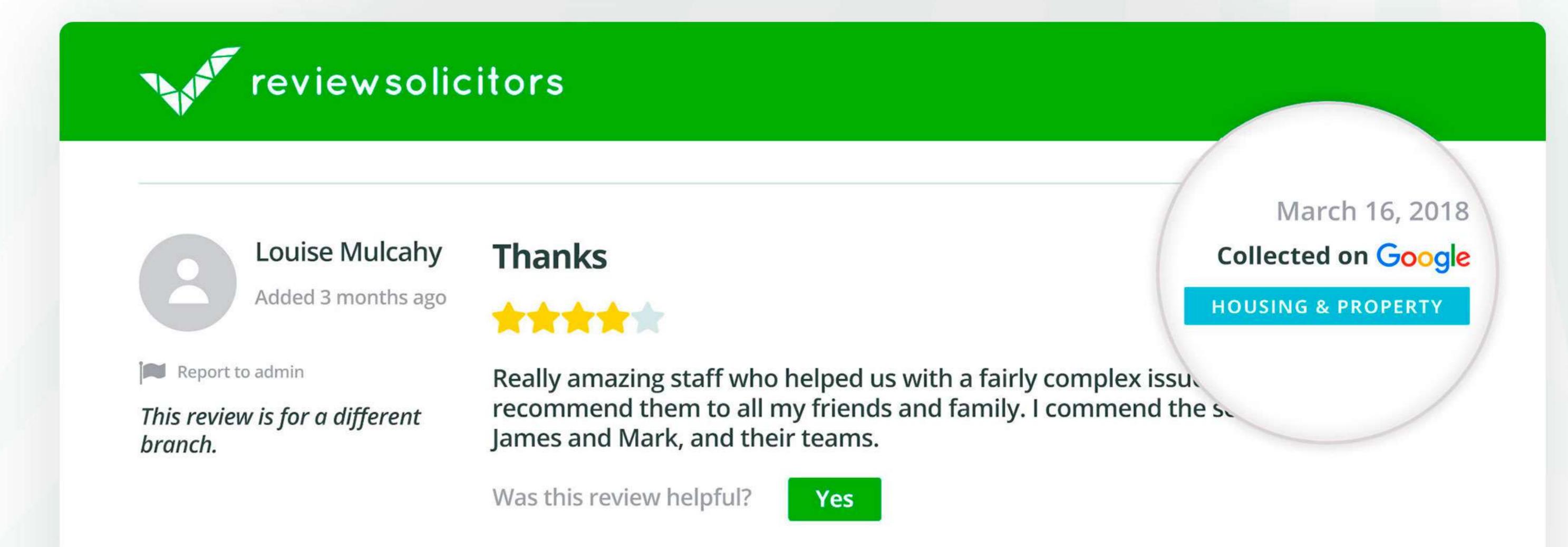


# Add your Google Reviews to your account

ReviewSolicitors allow law firms in the UK to merge their existing Google Reviews into their ReviewSolicitors account.

The importance of collecting reviews for your law firm is undeniable. This allows you to seamlessly add your Google Reviews into your ReviewSolicitors profile. You can even continue to collect and respond directly to Google reviews through your ReviewSolicitors account.







# Google Page 1

Gathering reviews through
ReviewSolicitors provides you with a star rating next to your Google listing and Google organic searches. This gives potential clients more confidence in your firm and increases click through rates (CTR).

A good star rating helps to generate more qualified leads and boost ad performance.



## 65 Reviews of Clarkson Wright & Jakes rated 5/5...

https://www.reviewsolicitors.co.uk > Kent > Orpington •

\*\*\* Rating: 5 - 65 reviews

CWJ is an award winning regional firm of Solicitors based in Orpington, Kent serving private individuals, businesses and organisations. ... Andrew is the great grandson of the founder of Clarkson Wright & Jakes Ltd. ... Upon qualification, Andrew worked with a major city firm before ...

## 188 Reviews of Coles Solicitors Limited rated 4.5...

https://www.reviewsolicitors.co.uk → North Yorkshire → Northallerton ▼
★★★★★ Rating: 4.5 - 188 reviews

Coles Solicitors is one of Yorkshire's leading law firms operating from 9 offices across North and East Yorkshire, ensuring clients across our entire network are able to access our team of dedicated professionals. We are a high street law firm handling property, family, litigation ...

### 107 Reviews of E S N Solicitors rated 5/5 in Birm...

https://www.reviewsolicitors.co.uk → West Midlands → Birmingham ▼

★★★★ Rating: 5 - 107 reviews

Read, rate and review E S N Solicitors solicitors in Birmingham.

## 49 Reviews of Whitehead Monckton Limited rate...

https://www.reviewsolicitors.co.uk > Kent > Maidstone >

\*\*\* Rating: 4.5 - 49 reviews

Read, rate and review Whitehead Monckton Limited solicitors in Maidstone.



# Google Reviews from the web

## Google localised search

Google credits ReviewSolicitors as the number 1 legal review site in the UK and will feature every review collected on ReviewSolicitors in your law firm's knowledge panel. Actively collecting reviews through us will give a true representation of your client base.

This will significantly boost your local and national presence and help differentiate your firm from its competitors.







Clarkson Wright & Jakes - Solicitors and Notaries

Website

Directions

4.6 \*\*\* 10 Google reviews Lawyer in Orpington, England

#### Reviews from the web

ReviewSolicitors

5/5

65 reviews

Facebook 5/5

5 votes

## E S N Solicitors

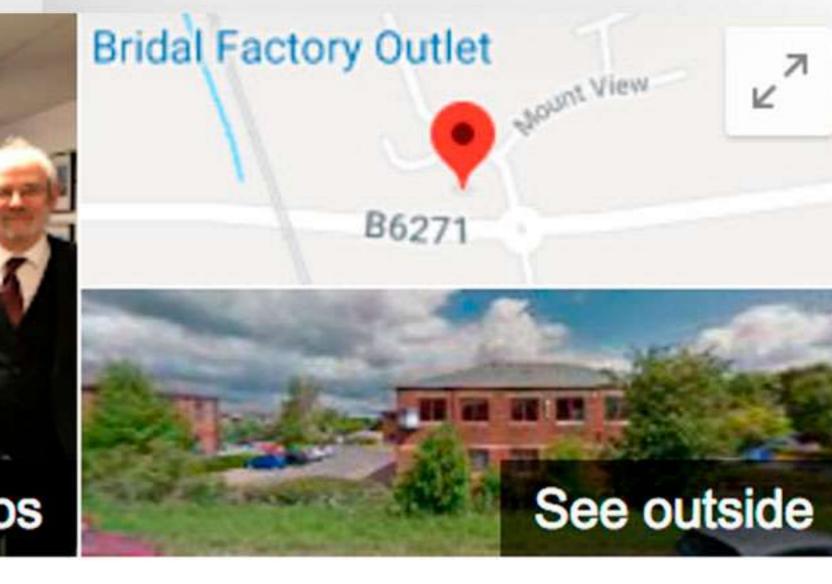
See photos

4.5 \*\*\* 6 Google reviews Lawyer in Birmingham, England

Reviews from the web

5/5 107 reviews ReviewSolicitors





## Coles Solicitors

Website

Directions

4.5 \*\*\* 4 Google reviews Lawyer in Northallerton, England

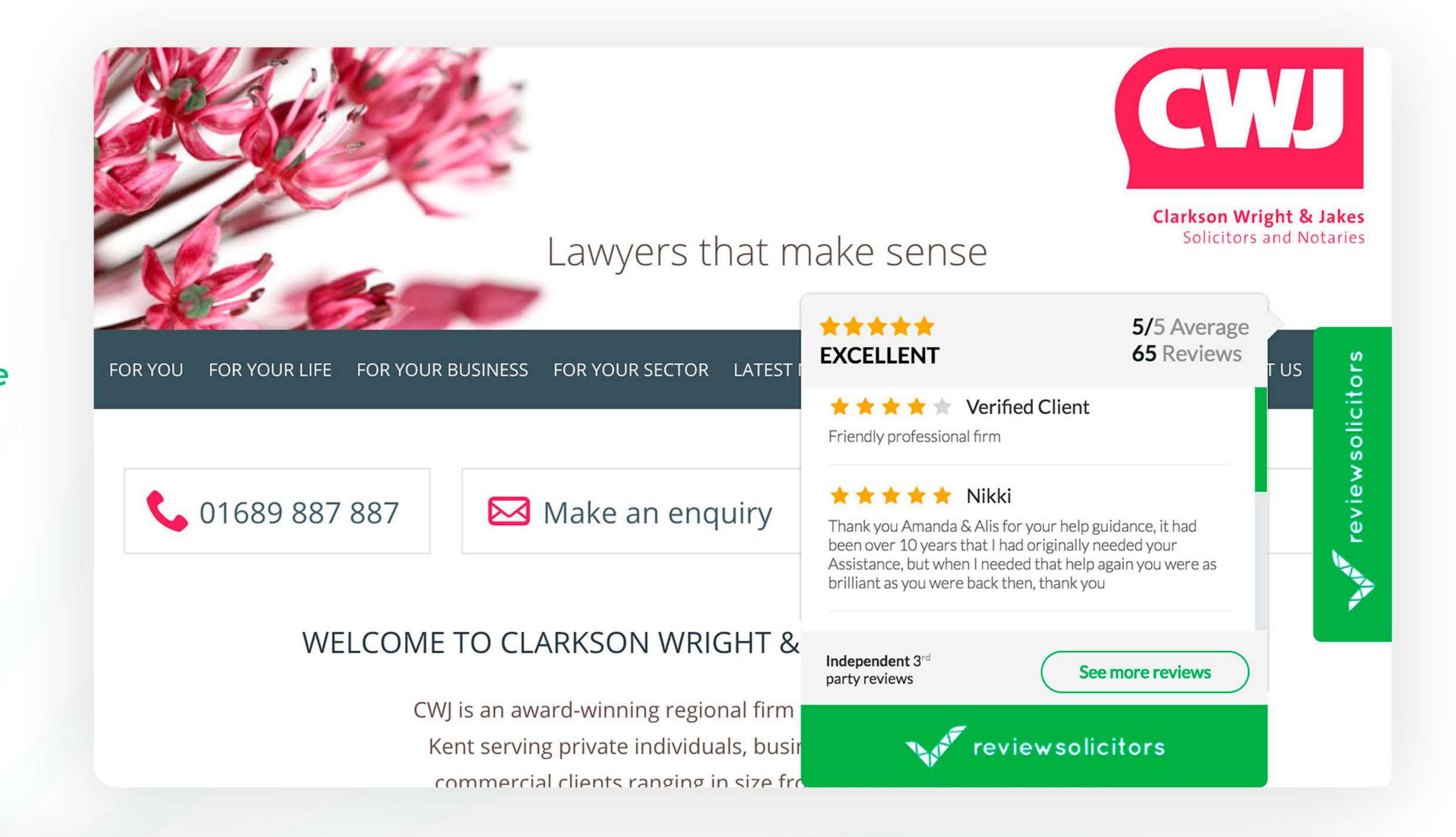
Reviews from the web

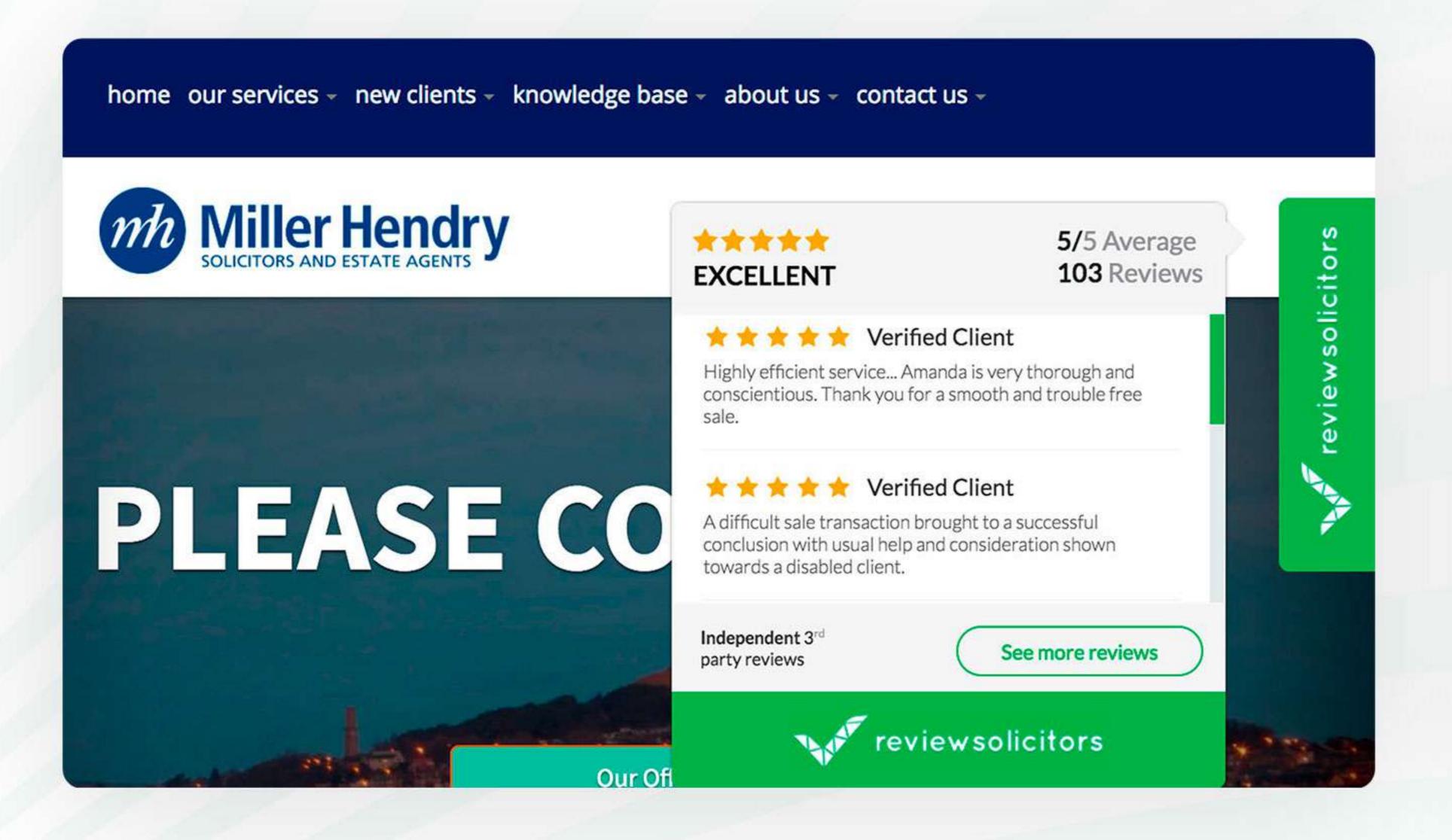
4/5 188 reviews ReviewSolicitors

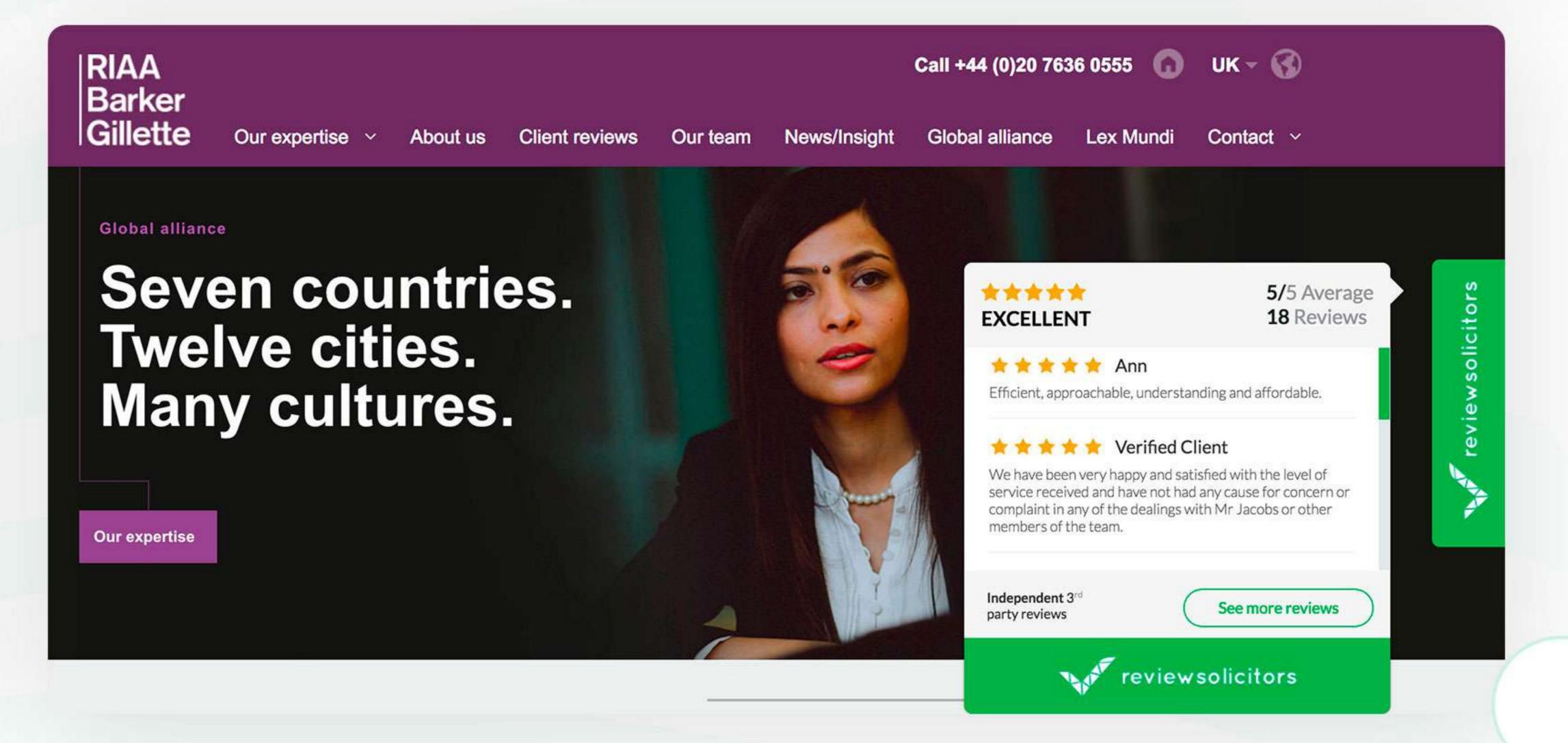


# Widgets

We provide a variety of widgets to help you showcase your average star rating and recent reviews to potential clients visiting your site. Our widgets will only show your most recent 4 - and 5 - star reviews, so clients have the best impression of the services you offer.





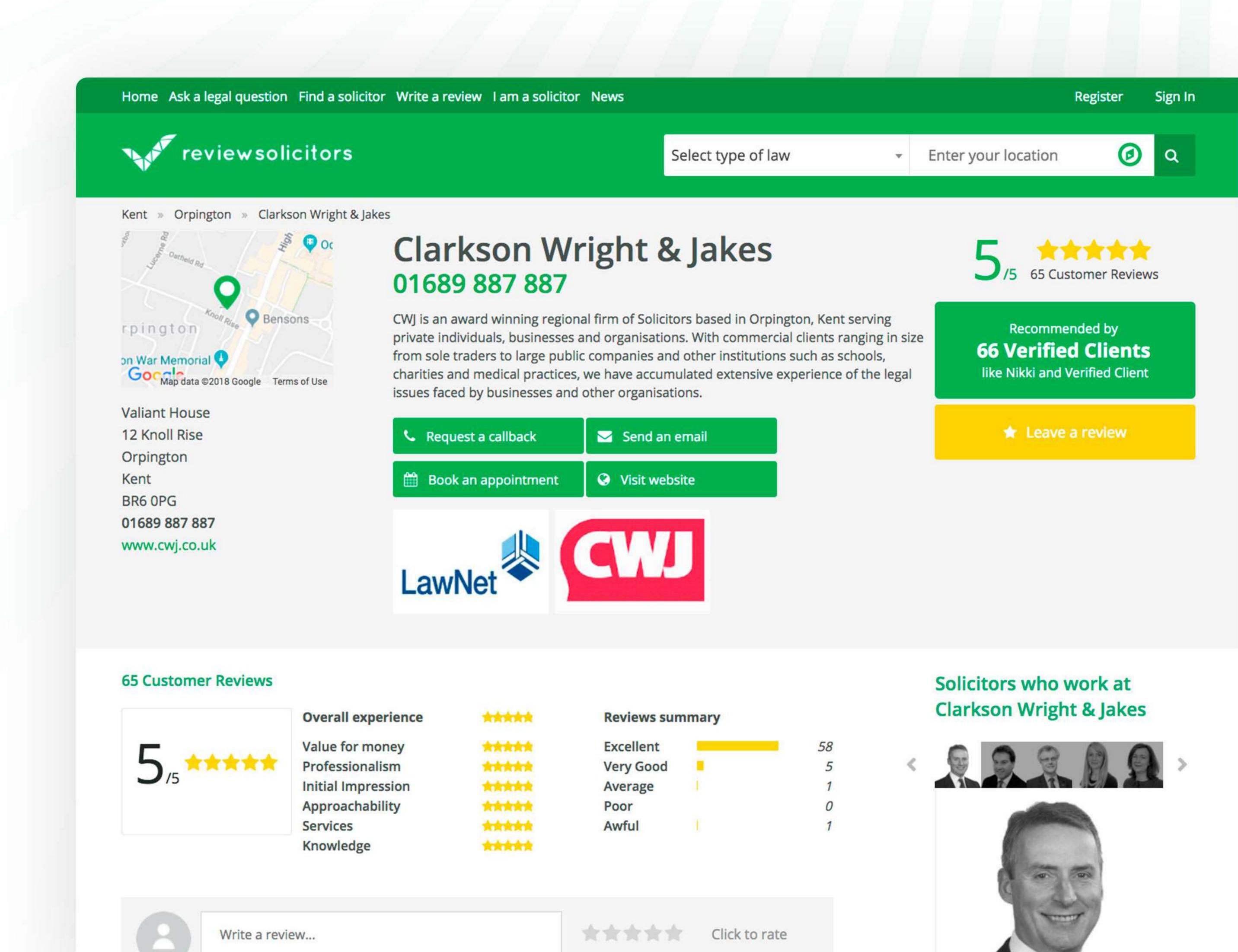




# An enhanced profile page

An enhanced profile page on the ReviewSolicitors platform is powerful. It enables you to give more information about your firm and showcase the experience and expertise of your team. This page would also be promoted at the top of our search results when potential clients do a search in your local area.







# Facebook and Twitter

We can automatically post all your

4 - and 5 - star reviews to your facebook
and twitter business pages
(as if it were you posting it yourself),
providing a fresh stream of content
and helping to reach a new
audience. You can also update your
firm's Facebook page automatically
using our unique integration.



Warner Goodman LLP

@Warner\_Goodman

Hampshire law firm based in Portsmouth, Fareham and Southampton. Our solicitors provide a first class legal service for businesses and individuals.

- O Hampshire, UK
- S warnergoodman.co.uk
- Joined August 2011



## ClarksonWright&Jakes

@CWJltd

CWJ are a leading regional firm of Solicitors in Kent serving private individuals, businesses and organisations.

- Orpington
- Joined August 2011









owing Followers Likes Lists



#### **Whitehead Monckton**

@WMonckton

With offices in #CanaryWharf
#Canterbury, #Maidstone #Tenterden
Whitehead Monckton has grown to be
one of the largest legal practices in the
county. #Solicitors

- Maidstone, Kent
- Swhitehead-monckton.co.uk
- Joined January 2013



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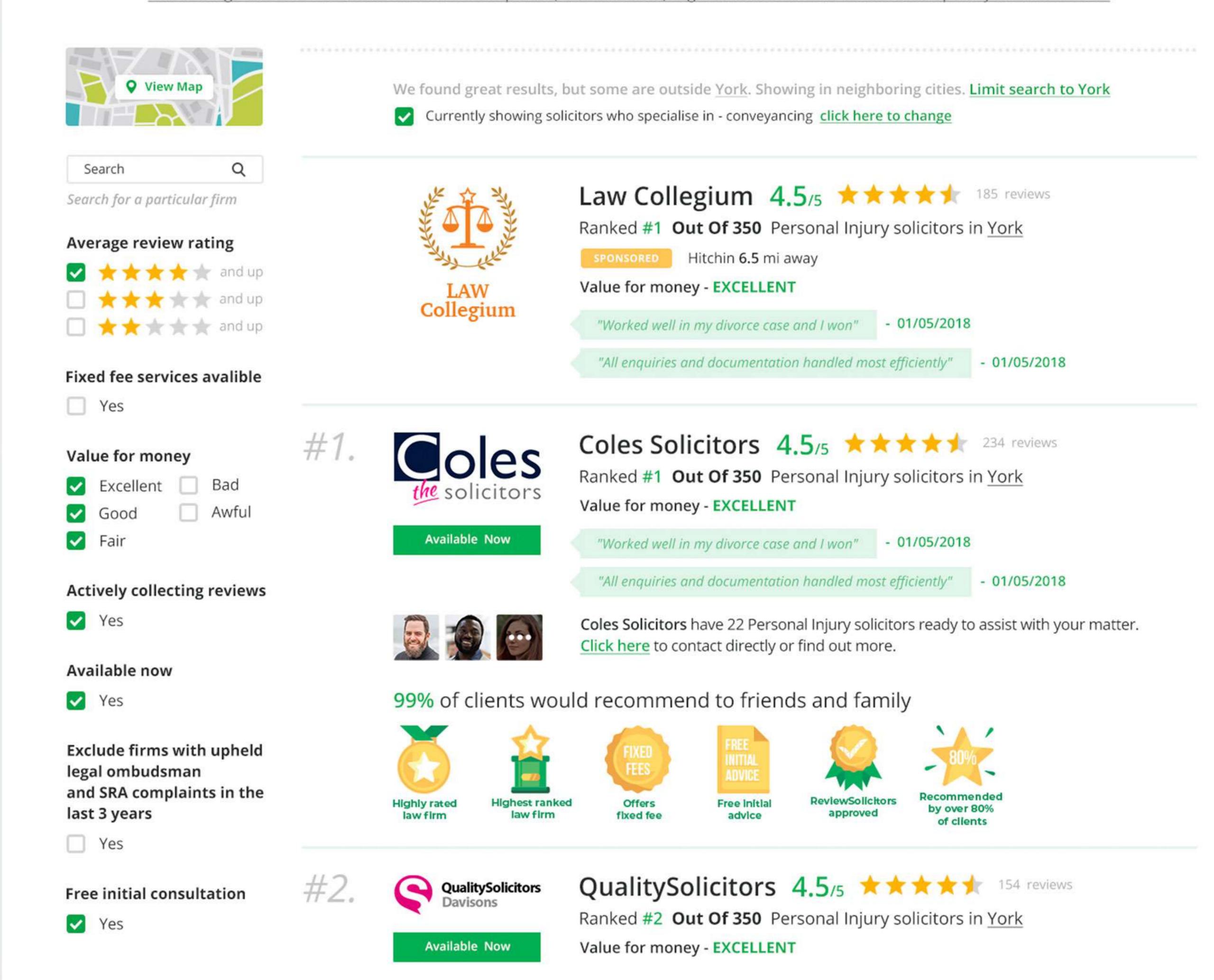


# Ranking pages

With over 2 million searches each year, it's important for clients to be able to differentiate between firms. The reviews you collect through the platform allow clients to quickly see who the highest rated firm in their area is. These rankings are based on the reviews you have collected over the last 36 months.

#### Highest rated Personal Injury Solicitors in York

Here you can see the best Personal Injury solicitors in York. These rankings will show you the highest rated solicitors in your area. These results are based predominantly on the reviews collected from verified conveyancing clients in the last 12 months on ReviewSolicitors. The rankings also take into account a law firm's expertise, accreditations, Legal Ombudsman and Solicitors disciplinary tribunal records.

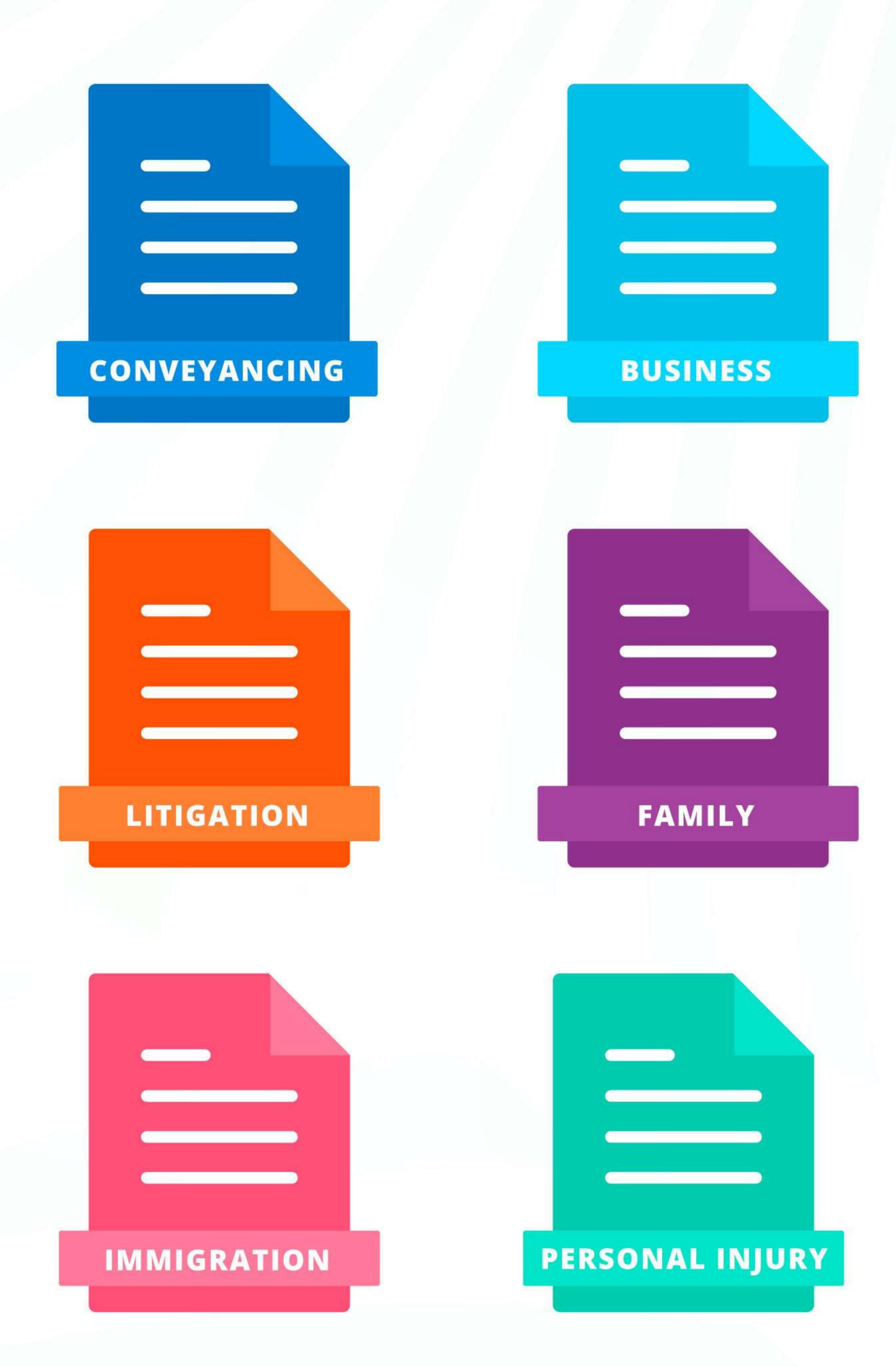


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# Tailored review questionnaires

All of our questionnaires are specific to the particular service the client used the firm for. For example, clients who have used the firm for a conveyancing transaction will be asked 4-5 questions specific to conveyancing. This approach gains useful feedback whilst keeping the questions on topic for each individual client.





# The 7 ways to collect client reviews

Choose the method that best suits your firm

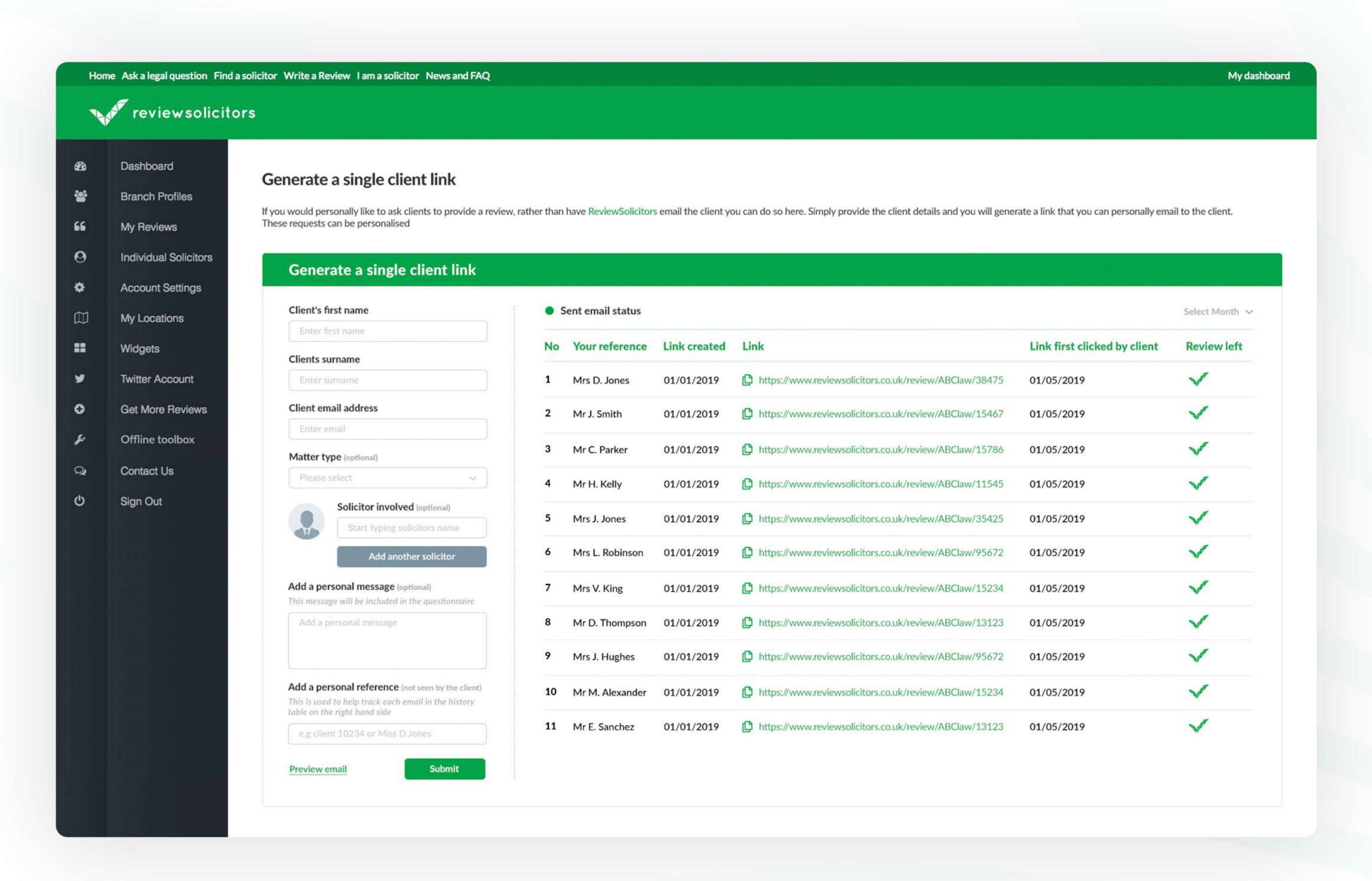
- 1. Generate a single client link
- 2. Generate a multi-purpose link
- 3. Upload paper reviews
- 4. Send a single client request
- 5. Upload a CSV file to send multiple requests
- 6. Integrate your case management system
- 7. Pre-matter completion client feedback





# 1. Generate a single client link

Simply provide the client's details and you will generate a personalised and trackable link that you can email directly to them.





# 2. Generate a multi-purpose link

If you would like one simple link that multiple clients can use to leave you a review then this is your perfect option. Links are generated for each registered solicitor with an account, and for each branch location.

# Branch links London Office - https://www.reviewsolicitors.co.uk/review/ABClaw/54687 Cambridgeshire Office - https://www.reviewsolicitors.co.uk/review/ward-gethin-archer-limited/18431 Cambridgeshire Office - https://www.reviewsolicitors.co.uk/review/ward-gethin-archer-limited/99521 Solicitor links Bob Jones - https://www.reviewsolicitors.co.uk/review/abclaw/bobjones/324234 John Smith - https://www.reviewsolicitors.co.uk/review/abclaw/johnsmith/878461



# 3. Upload paper reviews

If a client does not wish to be contacted via email, this method allows you to send a paper copy of the ReviewSolicitors questionnaire to them and manually upload it onto the system. The paper version is personalised and displays your branding.

#### Send and upload your paper reviews



Click here to download and print a paper review form



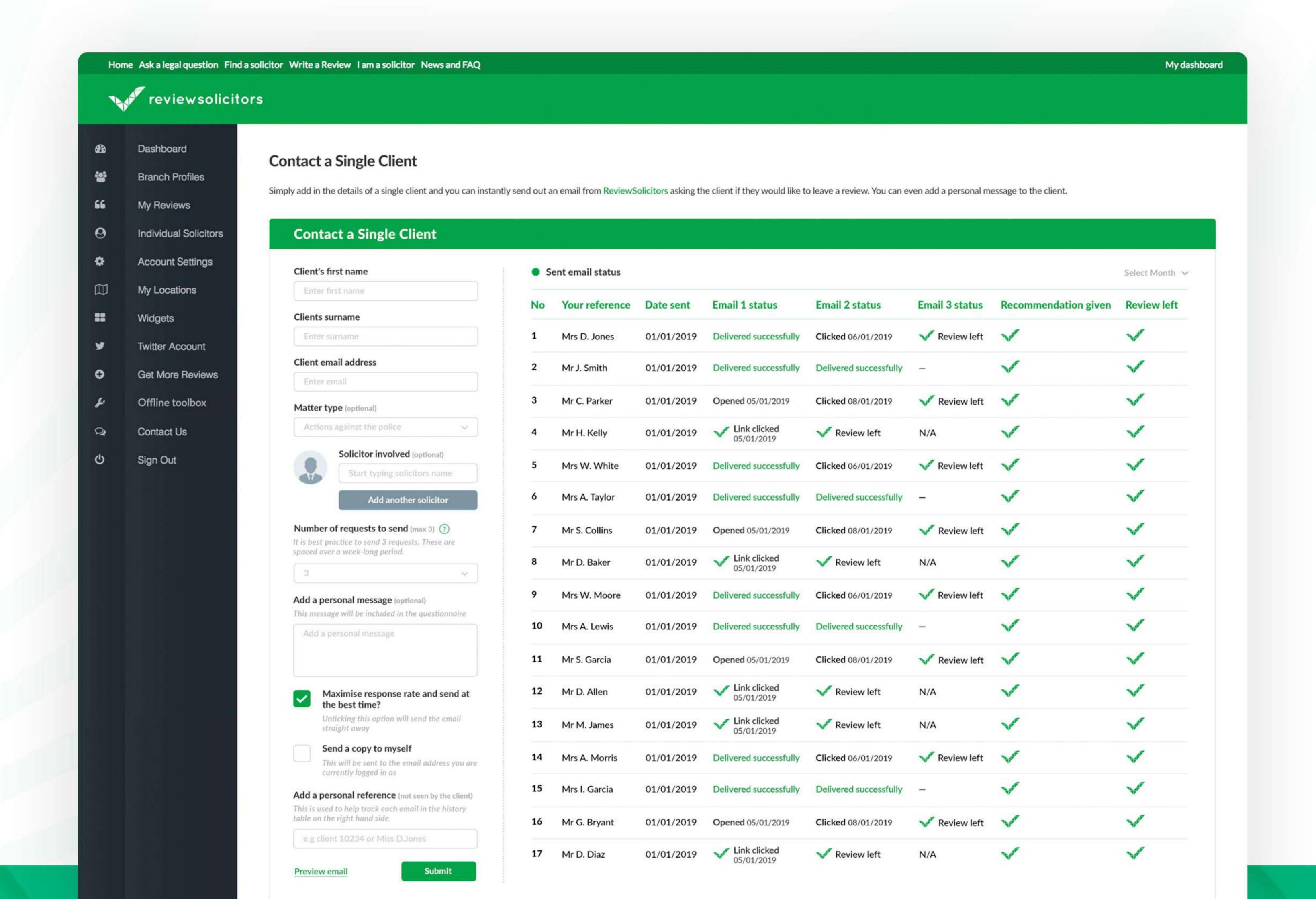
Click here to upload a paper review form to your ReviewSolicitor profile

If a client does not wish to be contacted via email, this method allows you to send a paper copy of the <u>ReviewSolicitors</u> questionnaire to them and then manually upload this onto the system. This method does not produce a high response rate like other methods of review collection. We only recommend using this for clients who you do not hold an email address for.



# 4. Send a single client request

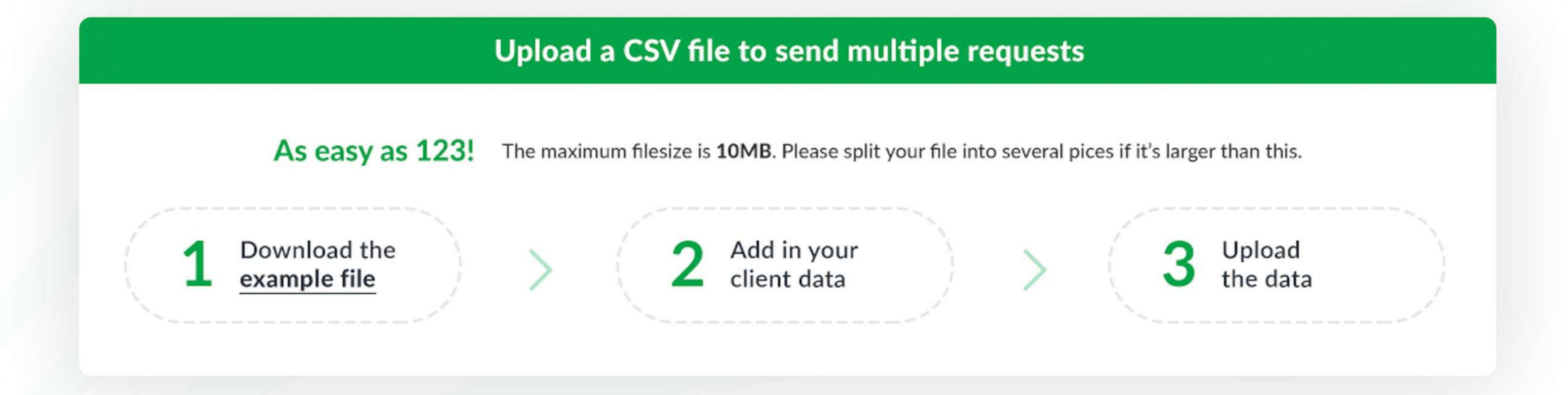
One of the quickest and easiest ways to ask clients for feedback at the end of their case. Simply add in the details of a single client and you can *instantly send an email from*\*ReviewSolicitors asking the client if they would like to leave a review.





# 5. Upload a CSV file to send multiple requests

Add client details to a CSV file and upload them simultaneously. *This is a fast way to send out multiple review requests*. You can send up to 5000 review requests at once. This method works in exactly the same way as the single client request.





# 6. Integrate your case management system

Integration via your existing case management system.















We have an integration with most major case management systems. An email is automatically sent to each client upon case completion. This is the simplest way as the *process is fully automated*.

Fee earner closes case in case management

Client automatically receives an email asking them if they would like to leave a review

Client Leaves a review on ReviewSolicitors - your law firm is notified via email

Review Invitation from ReviewSolicitors - would you recommend CWJ Solicitors?





#### How is everything going so far?





We have partnered with ReviewSolicitors, the UK's largest legal review site, and would love to hear your feedback. This is really important to us.

If you have any issues then please do let us know so we can make things right.

www.reviewsolicitors.co.uk | 0333 5777 0206



# 7. Pre-matter completion client feedback

This method allows you send an email to your client giving them the option to indicate if there are any problems to date.

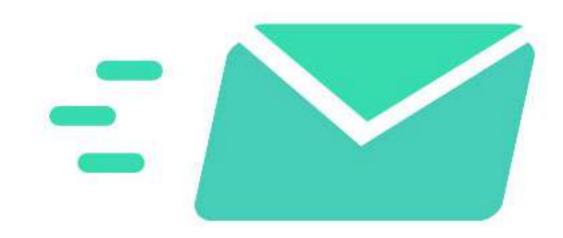
This 'quick response' tool can helps you to identify and solve potential issues before they occur.

#### How each method compares

Review collection method	No client account required	Tracking available	Average review collection rate
1. Generating a single client link		Yes	15% - 25%
2. Generating a multi-purpose link		Limited	15% - 20%
3. Uploading paper reviews		No	Around 5%, higher if used on only elderly clients
4. Sending single client requests		Yes	15% - 25%
5. Uploading a CSV file to send multiple requests		Yes	15% - 25%
6. Integrating your case management system		No	15% - 30%
7. Pre-matter completion client feedback		Yes	25%

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# Collecting reviews



Clients receive an email, displaying your logo, asking them to leave a review. You also have the option to include a picture of the solicitor that conducted their transaction to enhance the personalised service you have been providing.



After you have requested reviews from your verified clients, there is no requirement for them to create an account. Therefore, it's really quick and easy for them to write about their experience with your firm.



Our service boasts an average 25% response rate from clients meaning that you will collect a good, consistent volume of reviews from your client base.



Review Invitation from ReviewSolicitors - would you recommend CWJ Solicitors?





Clarkson Wright & Jakes Ltd
Solicitors and Notaries

Would you recommend

## CWJ Solicitors?





We have partnered with ReviewSolicitors, the UK's largest legal review site, and would love to hear your feedback. This is really important to us.

It's quick and easy to do, simply click on the 'Yes' or 'No' button above to leave us your review.

Thank you for your help - we look forward to hearing from you.

www.reviewsolicitors.co.uk | 0333 5777 0206



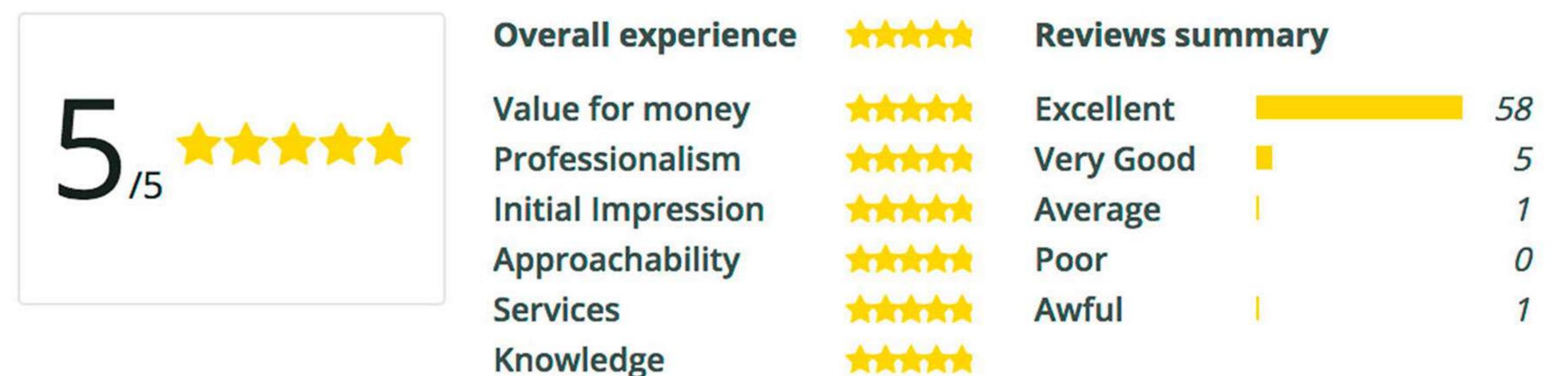


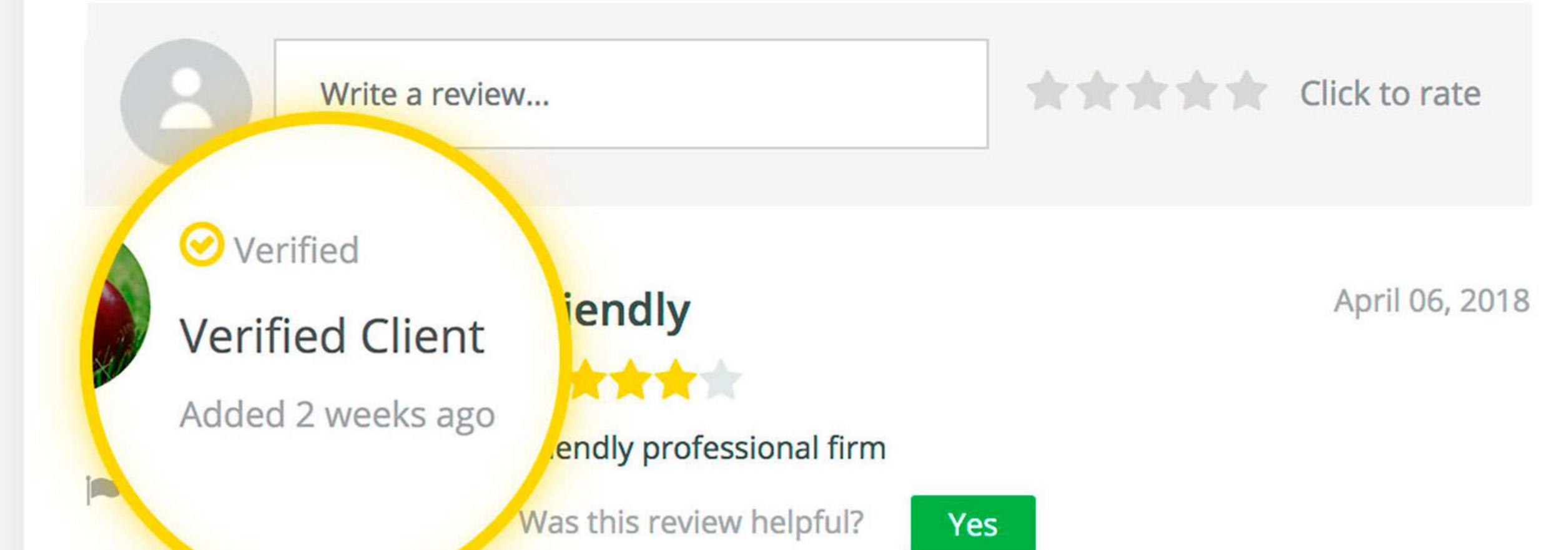
# How we show verified reviews

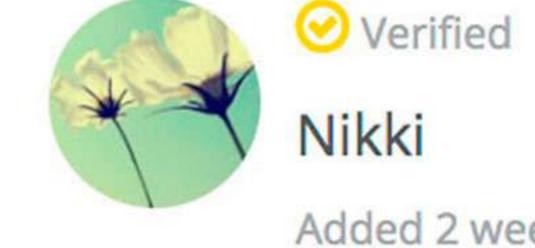
After each review is left, you receive a notification via email. You can provide a response to each and every review simply and easily from your dashboard.

The review itself, if collected using one of the three ways mentioned earlier, will show a *VERIFIED* symbol next to the review. This gives potential clients reading the review *confidence* that it is real.

#### **65 Customer Reviews**







## Always helpful

April 04, 2018

Added 2 weeks ago

Report to admin

Thank you Amanda & Alis for your help guidance, it had been over 10 years that I had originally needed your Assistance, but when I needed that help again you were as brilliant as you were back then, thank you

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# Comprehensive client feedback

By collecting reviews through us directly you will be able to gain *valuable insights* into how each department, location and / or solicitor is performing.

This feedback is allows you to quickly see how clients rate the service they have received from the firm.

Reviews 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 Thank you! I really appreciated the way Mr. Haigh replied to my multiple emails promptly & patiently. He kept me briefed about the progress of my house purchase, and recommended other experts for matters outside his purview. Report to admin I would certainly use Coles' again Request reviewers details Print this review **DRIVING OFFENCES** Respond to this review Would you recommend to friends and family? Solicitors named in this review Value for money Was the client satisfied with the outcome? £2,500 - The client was quoted / expected to pay **Bob Jones** Approachability £3,000 - The client ended up paying \* Value for Money \* \* \* \* Knowledge The client through this was - Overpriced Phil Livmper Underpriced \* hitial Impression About right The state of the s The client described their experience with Coles as the following highlighted in GREEN Friendly **Great communication** Efficient Pleasure to deal with Knowledgable First Class service Professional Direct contact with my solicitor Sensible advice Won my case Smooth process Acted with integrity Honest Straight forward Refreshing approach Would recommend **Great value for money** Bill was correct Fixed fees Efficient Honest about costs **Great legal knowledge** Painless Easy to understand Was kept fully aware Additional questions answered

- 1. Did your solicitor keep you informed throughout the sale or purchase of your property? YES
- 2. Were given direct contact with your solicitor and were they responsive to your inquiries? YES
- 3. Did your solicitor take the time to point out any specific terms in your contract that you should be aware of? YES
- 4. Did your solicitor advise you on additional costs such as stamp duty, leasehold notice fees, land registry fees and other obligatory expenditure? YES

#### Private feedback

There was no private feedback left by the client

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# Removing false or defamatory reviews



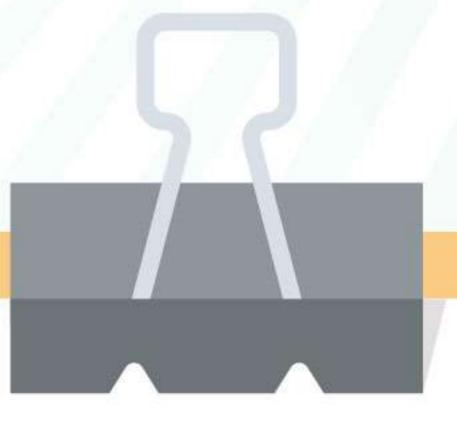
We take false and defamatory reviews very seriously. We have a dedicated, *fast-response team* to deal with reviews potentially violating our terms.



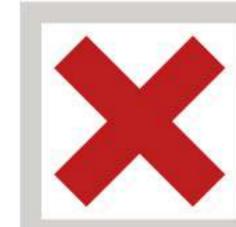
With all reviews you have a *free right to reply*. If you believe a review to be defamatory, you can log in to alert us and we will follow our set procedure to deal with it. If you report a defamatory review to us, *our system will automatically remove the review* from the public domain whilst the review is investigated. This is typically concluded within a few days.

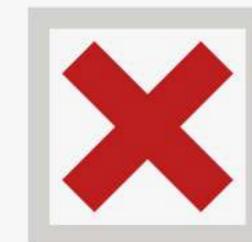


Our process is fair to both solicitors and users of the site. If a negative review is genuine, we encourage our firms to reply to it publicly. This is a demonstration to both the poster of the review and other visitors to your page that client service is important to you, and feedback is valued.











# Monthly Reports

Current data is displayed on your ReviewSolicitors dashboard, but we also provide you with a monthly summary report at the start of every month. This gives you access to statistics which allows you to quickly see how your firm is performing with client feedback. This can be broken down by area of law and even each individual solicitor, making it an invaluable management tool.

These packs are perfect for monthly marketing meetings. Samples can be downloaded from the main sales page of our website.



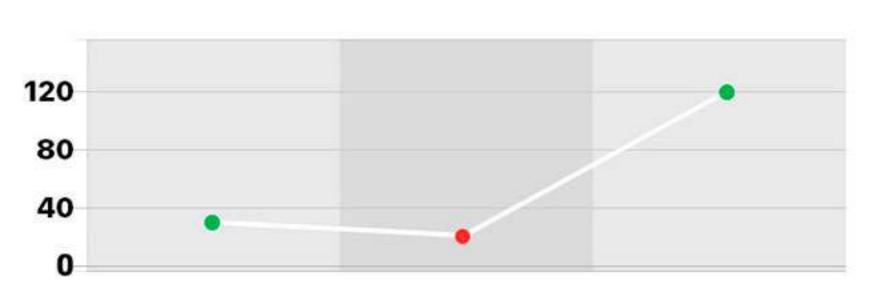
#### Calvin Morris Limited February Review Performance

#### **REVIEW REQUESTS SENT THIS MONTH**

120



#### **LAST THREE MONTHS**

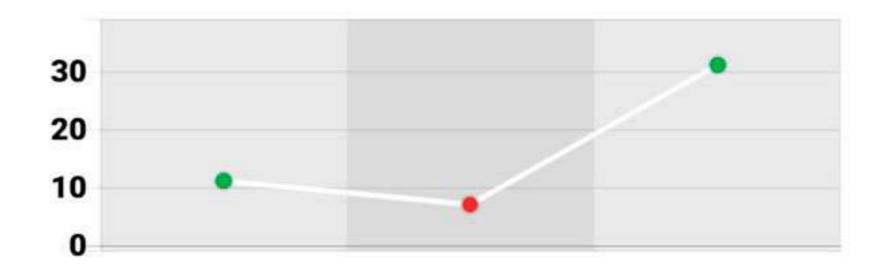


#### **NEW REVIEWS THIS MONTH**

28



#### **LAST THREE MONTHS**

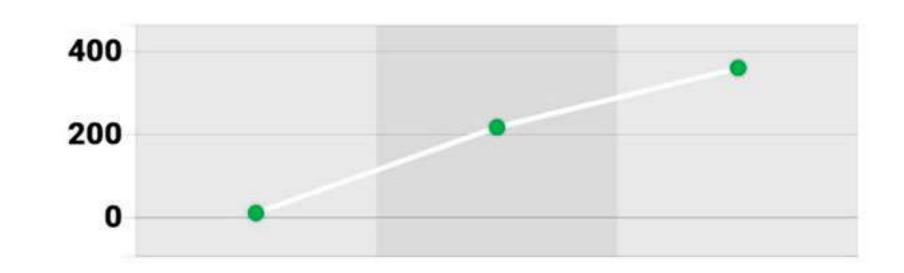


#### TOTAL CLIENT INTERACTIONS THIS MONTH

325



#### LAST THREE MONTHS





# Individual profiles

Provide each fee earner with their own profile and allow them to collect reviews underneath the umbrella of the firm. Allow your team to take pride in their reviews so they can showcase their reputation to reassure clients that you're the right firm to instruct.



**Currently at DRT Legal** 

Connect on Linkedin

# 

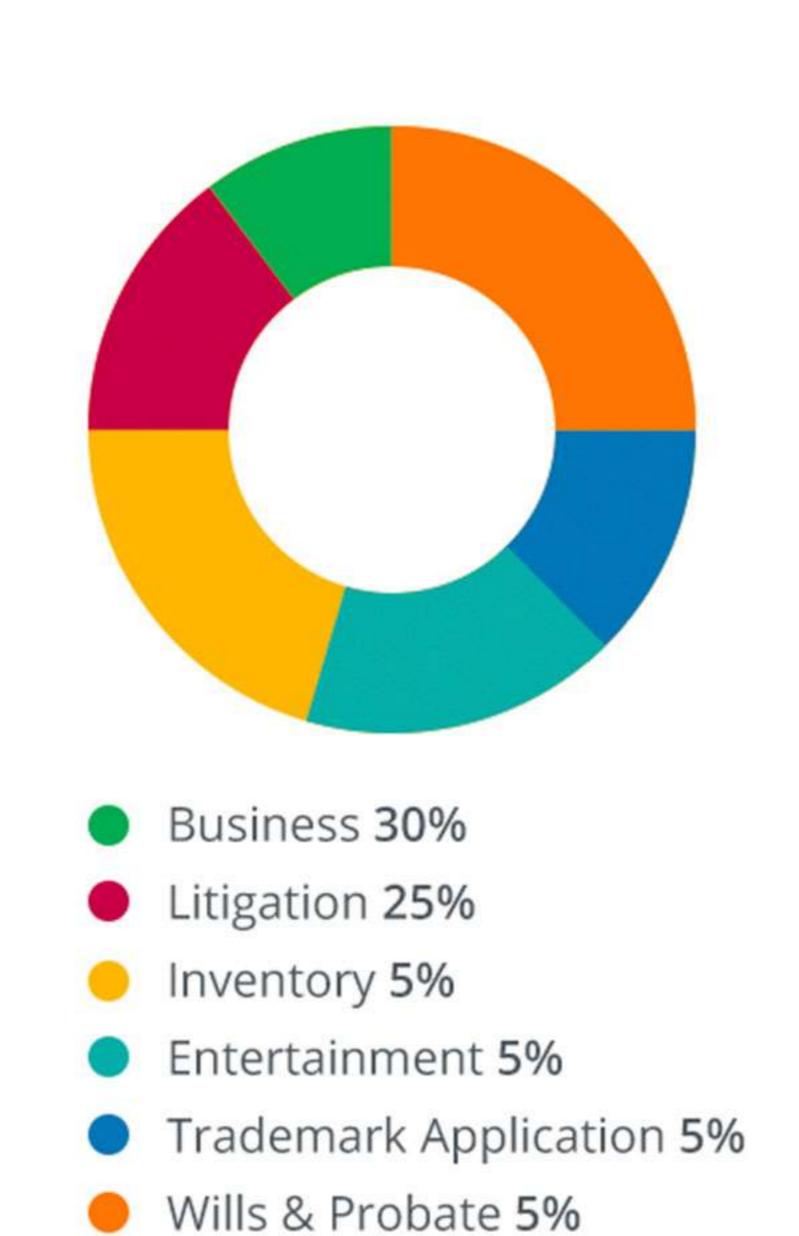


Overall ranking #354 out of 135,000 solicitors in the UK David is also ranked #12 out of 25,000 solicitors for conveyancing matters

- Fulham, London, UK
- Licensed for 10 years

#### PRACTISE AREAS

Commercial and residential conveyancing, Wills, probate and estate planning





# Control your firms reviews with different account types

Collect reviews from everybody but control who has access. Firm and team leader level reporting available to assist with feedback. *Give fee earners pride in the reviews they collect.* 





## A summary of our benefits

- Notification of new reviews via email
- Enhanced profile page

Automatically collect reviews

20,000 impressions on competitor listings

Verified reviews badge

Incorrect reviews can be removed swiftly through our dashboard

Ability to publicly reply to reviews

Reduced indemnity insurance premiums

No advertising on your profile

- 4 & 5 star reviews automatically published to your Facebook and Twitter
- Client enquiries directly to your inbox
- Appear at the top of searches for solicitors in your area

Customized widgets

Full review on how your firm is performing, including a monthly PDF pack to be used internally

£299 per month



ReviewSolicitors is tried and tested by hundreds of law firms who are already successfully collecting and using reviews.

# To get started or find out more, simply email or phone



michael.hanney@reviewsolicitors.com



0333 577 0206

