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Client Payments Result from Strategic Legal Billing Software by [Ivon Lerdorf](#)

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Imagine you client opening the invoice youâ€™re about to send. What do you picture the reaction will be?

If the answer is â€™displeasedâ€™ or â€™unhappyâ€™ or â€™upsetâ€™ and you can only picture them looking at the line, then perhaps itâ€™s time to change your approach to billing.

Getting paid by your client in a timely manner begins with strategic use of Easy Softâ€™s legal billing software.

Using Easy TimeBill, each entry of time and expenses is a screen with fill-in fields. Most items, such as the date, the name of the client, the person billing, and the billing rate are routine pieces of information. Automating your billing through attorney billing software enables you to consistently and accurately record this essential information.

What wins the payment from clients is the information that goes into the field â€™description.â€™ Our law firm billing software encourages you to write a description of any length, and you should take advantage of the opportunity to write the kind of description of the work you do that will wow your client.

There are various tips to strategize your description input to the attorney billing software. For example, use active verbs. Look at the difference between a description that says â€™court conferenceâ€™ and a description that says â€™actively engaged in extended court conference over valuation of wifeâ€™s pension.â€™ When you use our legal billing software, you have the space you need to write dynamic, engaging descriptions of the professional services you provide to your client.

When you use Easy TimeBill, you also gain the versatility to use our attorney billing software to generate invoices as Word documents, .pdfs, to print and mail the invoices, or to e-mail the invoices. Transmitting invoices from our law office billing software through the platform used by your client is another tip on how to increase your clientâ€™s timely response to the invoice.

Easy Soft also offers law firm merchant accounts with payment online, such as credit card processing, to help you boost timely and full receivables. And, when you open a business merchant account with Easy Soft, you gain more than 20-years of law firm compliance management to help you ethically leverage technology.

The formula for increased payments from clients is really quite easy: dynamic descriptions in Easy TimeBill + Easy Soft merchant account. What are you waiting for? Your next overdue account? Contact Easy Soft today to get started.

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A comprehensive guide for law firms to understand, evaluate and select proper a [divorce settlement](#), a [best billing software for lawyers](#) and a [new jersey divorce settlement](#) .

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