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RE: Brian Ritchey

To whom it may concern:

I have worked with Brian Ritchey cross-departmentally at Juris, Inc./LexisNexis for approximately 4 years. I consider Brian a valued colleague and friend; and his qualifications in those roles are outstanding.

While a consultant at Juris he displayed both his skill and determination by advancing a new software product offering with no formal training in that software. Brian was tasked to contact existing clients to demonstrate our new product, close the sale, and then deliver the services to implement the product and train the firm's users – a daunting task for one person. At the time, I was the product manager and only had resources available to give Brian a brief introduction to the feature set – but that was all Brian needed. His knack for all things hardware/software guided him to delve deep into the feature set, unguided. His background as an attorney allowed him to recognize the value to law firms and present those features in a way that firms could understand. He was able to successfully close and implement 30+ projects as well as implement software for orders closed by those on the sales team. Throughout, he always kept a positive and professional attitude and delivered quality implementations. Brian Ritchey was a key factor in the success of the release.

When Brian moved to the sales team I was impressed with his sales approach. He tailored his presentation to the firm's specific needs in a more detailed manner than in most sales presentations. For example, for a firm who needed to track entries, then perform complex splitting and electronic billing, Brian took the time to establish the exact scenario in his database. At the demonstration, he was able to specifically illustrate for the client how the system would streamline their process rather than making vague promises.

When he inherited the More Partner Income blog from Tom Collins, he jumped in with enthusiasm and logged frequent, relevant articles that I enjoyed each morning.

Brian brings to the table experience both as an attorney and a technical resource, passion for his work and his clients, and a positive attitude that is difficult to match. While at Juris, I had many friends, but only a short list of colleagues that I could truly count on. Brian Ritchey is among them. I would recommend him highly.

Best regards,



Gail Henderson
Training Specialist/LexisNexis