



MAJOR,
LINDSEY
& AFRICA



HIRE AN
ESQUIRE

CLIENT:

Wigginton Legal

CLIENT DESCRIPTION:

Texas-based wills, trusts, and estates law firm serving the North Texas community

FIRM SIZE:

Solo

“I feel very fortunate that I stumbled onto you guys [HAE].”

FIRST SUBSCRIBED:

March 2024

THE NEED:

Wigginton Legal is a very busy and in-demand firm providing wills, trusts, and estates drafting and probate services to the community. The lead attorney found himself in need of a remote paralegal who understood wills, trusts, and estates forms and procedures and could immediately take some of the burden off his plate.

“Instead of the 50 to 60 resumes I’d get in three days on a job board and going ‘where do I start?’, now [on HAE] it’s ‘here are two or three or four candidates; these applicants are ready to go.’ That’s a big, big value in this business.”

THE SOLUTION:

The client posted his job on MLA’s Hire an Esquire, and within just a few days, he had multiple qualified candidates with experience in his practice area and areas of expertise.

Using the Hire an Esquire in-app messaging feature, he was able to ask applicants more about their experience, arrange interviews, and then later make an offer to the best applicant.

“There’s a great value in being able to get past that first two or three levels of doing the initial scan of resumes. It is so time consuming.”

BEFORE HIRE AN ESQUIRE:

Prior to finding Hire an Esquire, the client relied on personal referrals and word of mouth to connect with paralegals. He tried other job posting sites that were not legal specific but didn’t find the right candidates and didn’t have time to sift through all the applicants that were not relevant to the role.

WITH HIRE AN ESQUIRE:

After posting a job on Hire an Esquire, Wigginton Legal found applicants who had the right skills, came in at the right cost-point, and were ready to dive in and immediately start helping. This solo firm is now able to give more and more work to its new paralegal, freeing up time for the lead attorney to handle high-focus, billable work that helps grow his firm and improves the customer experience for his clients.

SUCCESS 1:

Posted a job on March 5 for a Sr. Remote Wills, Trusts, & Estates paralegal with probate court experience. Hired a qualified professional by March 20. It’s been such a successful engagement that he’s expanding the role to give the HAE professional more work.