

# Duell Law

## The Challenge

Duell Law specializes in franchise law, an industry that is highly regulated by the federal government. Duell Law also experiences an annual high season due to state and federal submission deadlines. With the recent loss of an administrator weeks before Duell's high season, Sarah Relfe, EVP of Operations, knew she needed a seasoned, highly skilled administrator fast! Because franchise law is complex, Sarah needed to find a professional who was highly organized and able to understand the big picture of the firm's operations. The ability to work through complex documents and discern where changes needed to be made was key. According to Sarah, "This role is a critical factor to our firm's operations and greatly impacts the bottom line, and I knew this would be hard to find...until I reached out to Boulo.

## The Solution

In her 30 years of operations, Sarah had never hired through a staffing firm. A friend referred Sarah to Boulo, and after researching the site and talking to Jeanne, Boulo's Principal Staffing Consultant, she knew Boulo truly understood what she needed. Sarah spoke with Jeanne on January 15 and three interviews were scheduled just five days later on January 20. Sarah offered the job to Trish M. on January 21, and Trish started the next day. "I was so impressed to see such great talent right from the start," says Sarah, "and Trish came in and was effective on day one. We got it all!"

## The Result

Trish's expertise allowed Duell Law to get through their peak season successfully. They met their deadlines with excellence, exceeding their clients' needs. When asked if Trish was a great fit for Duell Law, here's what Sarah had to say, "Trish made a positive impact from the start. She has a great attitude, strong work ethic, and out-of-the-box problem solving skills. She immediately stepped in and started working efficiently and effectively. Within a month, she grasped the complexity of our environment. The experience we have had working with Boulo and onboarding Trish has been easy and stress free."

**"As a 30-year professional, I know good talent when I see it, and I know how critical it is to get the right person. We got it all thanks to Boulo."**

**Sarah Relfe, EVP Operations**

## About Duell Law

**Industry**  
**Law Firms**

**Number of Employees**  
**1-10**

**Location**  
**USA - Alabama**

## Measurable Impacts

- ✓ Trish started her job in just 7 days after Boulo was initially contacted, saving Duell Law time and money.
- ✓ Duell Law exceeded clients' expectations and met all deadlines with the help of Trish's expertise.
- ✓ Duell Law's experience with Boulo was fast, seamless and stress free.



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