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For Immediate Release

Tabs3 Software Launches Tabs3 CRM to Help Law Firms Track Leads, Grow Prospects, and Gain Clients

Lincoln, Neb. – February 9, 2023 – Software Technology, LLC, the maker of Tabs3 Software, today announced the launch of Tabs3 CRM, a legal-specific client relationship management resource.

The addition of Tabs3 CRM to the Tabs3 Software integrated suite of legal practice management solutions makes it possible for firms to save time, streamline client intake and onboarding, and ultimately grow their law practices.

The easy-to-use interface helps law firms track leads and prospects, and automate follow-up. It makes messaging prospects and clients easy for any legal staff and eliminates hours of manual data entry and recordkeeping.

“Modern law firms flourish by building strong client relationships. Having the right legal CRM tools in place helps establish strong relationships, right from the start,” said Dan Berlin, CEO of Tabs3 Software. “Practice management software isn’t always created with lead management in mind. And basic CRM tools aren’t designed for the needs of law firms. Tabs3 CRM provides a simple, customizable resource to help attorneys grow their firms and their profitability.”

Tabs3 CRM offers helpful features and benefits such as:

- Manage leads and prospects
- Seamlessly import qualified leads into Tabs3’s practice management software PracticeMaster
- Ensure a positive lead-nurturing experience
- Send personalized, automated text messages and emails
- Gather eSignatures
- Deliver a five-star client intake process with an intuitive, customizable form builder and templates
- Generate marketing campaigns to turn leads into clients and keep the firm top-of-mind

Berlin added, “Tabs3 CRM’s greatest strength is streamlining and automating complex and time-consuming tasks so your firm can make more of an impact in less time. The time saved will allow firms to focus on growing their client base while keeping current clients engaged and returning for services.”

To learn more about Tabs3 CRM, visit Tabs3.com/Tabs3CRM.

About Software Technology, LLC

Software Technology, LLC is a leading provider of legal software in the United States with nearly 45 years of innovation and more than 100,000 active legal professionals using its products. Tabs3 Software offers billing, accounting, practice management, and payment solutions for solo to midsized law firms.