

Bonnetty Law, PLLC

301 Grant St
Suite 270
Pittsburgh, PA 15219

PENNSYLVANIA

S B D C

**Small Business
Development Center
Duquesne University**

*Helping businesses
start, grow, and prosper.*

Duquesne University SBDC

108 Rockwell Hall
600 Forbes Avenue
Pittsburgh, PA 15282
412.396.1633
duqsbdcd@duq.edu
sbdcd.duq.edu

Industry:

Legal Services in
Family and Criminal
litigation.

Year Founded:

2022

SBDC Assistance:

Industry Research, Writing
Business Plan, Photography
Needs, Bookkeeping Services,
Business Management

Consultant:

Cynthia (Cindi) Oliver



Antonio Bonnetty's Path to Business Success

Antonio Bonnetty, an attorney specializing in family law, juvenile dependency, and criminal law, recently left a law practice to become a solo practitioner. Despite his strong abilities as an attorney, managing 60-70 ongoing cases and securing a new contract with Allegheny County, he felt challenged with the new duties of managing an office and his own business. He also felt he needed insights on revenue projections, cash flow management and marketing.

Antonio reached out to the Duquesne University SBDC and with his consultant, Cynthia Oliver, they made a business plan, examined several cash management and time management applications, and looked at his current and future needs that would enable him to move from a home office to his new law office in Oxford Center.

After Cynthia and Antonio refined his business plan with a focus on marketing, they reviewed his financial reports and built a budget that met his income needs and identified the benchmarks that needed to be achieved along the way. They determined what caseload would be required to hit goals, the most profitable aspects for Antonio to spend his time and outlined less critical duties that could be handled by a clerk or administrative support. He decided to hire a law clerk to help manage his caseload and changed his billing strategy to receive payments upon receipt.

With Cynthia's guidance and Antonio's skill and determination, he is well on his way to overcoming his business challenges and achieving growth. Their collaboration highlights the importance of strategic planning, realistic goal-setting, and continuous support in the journey to business success. Antonio's commitment to his clients and his proactive approach to business management are paving the way for a prosperous future.

