

VELIEV & CO.

# Rebuilding Trust: A Tampa Law Firm's Reputation Recovery

A successful personal injury and medical law firm in Tampa faced an unexpected crisis. Despite 15+ years of strong local reputation and active marketing, conversion rates plummeted from 65% to 38%. Potential clients disappeared after initial consultations without explanation.

The culprit? A single negative article from years ago dominated search results, overshadowing the firm's expertise and track record. Average case value: \$25K-\$150K. Stakes: 40% of qualified leads lost.



# What Went Wrong

Years ago, one partner was mentioned in an article about a controversial case. The firm represented a client accused of fraud. The case was closed, client exonerated, but the article remained online.

When potential clients googled the partner's name before signing contracts, they discovered a negative headline on Google's first page, no positive content, and an outdated firm profile last updated 5 years ago.

The truth emerged by chance when one honest client admitted: "I googled your name and saw the fraud article. I'm not sure about this."

## Impact by the Numbers

- Conversion dropped from 65% to 38%
- 40% of qualified leads lost
- Clients vanished after consultations
- Partners unaware of the root cause

# Phase 1: Reputation Landscape Audit

We investigated what potential clients saw when searching for the partner's name, the firm name plus partner, reviews, and "Tampa lawyer" queries. The audit revealed a digital presence crisis.

## Google First Page Results

Negative article at position 3, outdated firm profile, inactive 3-year-old LinkedIn, empty Avvo profile, random court records

## Core Problems Identified

No fresh authoritative content, negative article dominated due to lack of competition, absent from key legal platforms

## Media Presence

Zero articles, interviews, or expert commentary. No media footprint whatsoever

The partner essentially didn't exist online as an expert. The only thing about him was a 4-year-old negative article.



# Phase 2: Strategic Content Displacement

Deleting the article was impossible—it was on a news site and factually accurate. Instead, we made it irrelevant by filling Google's first page with positive, authoritative content.



## Existing Assets Refresh

Completely rewrote partner bio on firm website with cases, achievements, and expertise. Updated LinkedIn highlighting recent successes. Created detailed profiles on Avvo, Martindale-Hubbell, and Justia.



## New Authoritative Content

Published expert articles on legal platforms about personal injury law. Organized interviews with Tampa business publications. Created guest posts on industry blogs. Launched Google Business Profile with regular updates.



## Media Presence Building

Connected partner to HARO platform for expert commentary to journalists. Secured mentions in local news as an expert. Created video content answering legal questions for YouTube.



## Social Proof

Collected satisfied client reviews on Avvo and Google. Developed case studies of successful cases respecting confidentiality. Featured testimonials prominently on firm website.

# Implementation Timeline



# Key Takeaways

## You Can't Delete, But You Can Displace

When negative content can't be removed, strategic creation of authoritative positive content pushes it down in search results, making it effectively invisible.

## Digital Presence is Your First Impression

In professional services, clients research before committing. An outdated or negative online presence directly impacts conversion rates and revenue.

## Consistent Expert Positioning Wins

Regular content creation, media engagement, and platform presence establish authority that protects against isolated negative incidents from the past.





WEEK 7-10

## Phase 3: SEO Optimization Strategy

### Keyword Targeting

Optimized for "[partner name] Tampa attorney" and "[partner name] personal injury lawyer" with meta-tags and alt-texts

### Content Publishing

Weekly LinkedIn insights, firm blog with expert articles, and comprehensive FAQ section for client questions

### Link Building

Secured backlinks from authoritative legal platforms and local business directories for domain authority

# Phase 4: Monitoring & Protection System

## Continuous Monitoring

- Google Alerts configured for partner name and firm mentions
- Weekly search ranking position tracking across all platforms
- Real-time review monitoring on Avvo, Google, and legal directories
- Quarterly content refreshes to maintain search relevance

## Reputation Shield

### Proactive Reviews

Trained partner to request feedback from satisfied clients systematically

### Rapid Response

Established protocol for quick action on new mentions or reviews

### Content Library

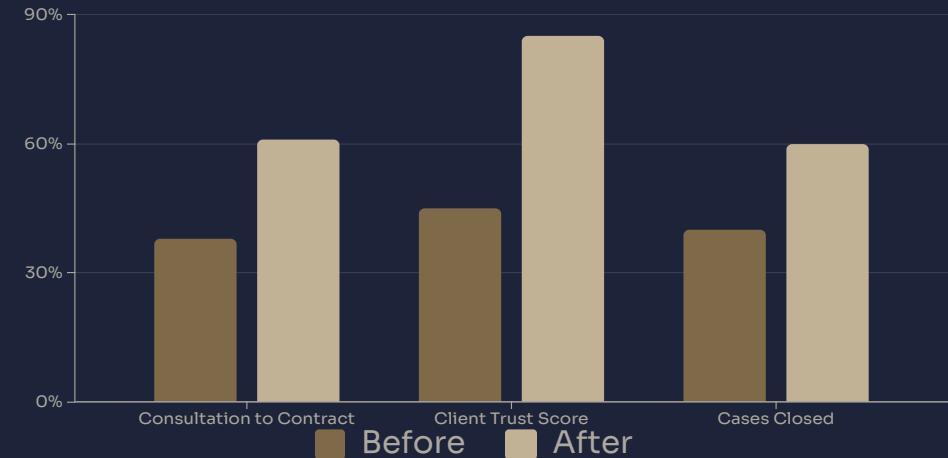
Created ready-to-publish content for immediate deployment when needed

# Results: Dramatic Transformation in 12 Weeks

## Google First Page Takeover

- 1 Position 1-3**  
Updated firm website, LinkedIn profile, Avvo with 15+ five-star reviews
- 2 Position 4-6**  
Published articles, Tampa Bay Business Journal interview, Google Business Profile
- 3 Position 7-8**  
Local news expert mentions, industry blog features
- 4 Position 12-14**  
Negative article pushed to page 2

## Conversion Recovery



Clients began referencing positive content: "I saw your interview" and "I read your article on medical malpractice" became common consultation openers.

# Financial Impact & Key Takeaways

**\$75K**

**Average Case Value**

Standard personal injury  
settlement

**15-20**

**Cases Lost Annually**

Due to reputation concerns

**\$1.5M**

**Annual Revenue at Risk**

Before reputation management

**15x**

**ROI First Year**

Return on reputation  
investment



## Clients Always Google

High-ticket legal clients research attorneys before signing. First-page negativity destroys trust instantly.



## Content Fills the Void

One negative article dominates when there's nothing else. The problem isn't the article—it's the emptiness around it.



## Reputation = Revenue

This isn't PR—it's revenue protection. Managing online reputation directly impacts conversion rates and firm income.

# Weekly Breakdown: 12-Week Strategy

Our comprehensive plan for reputation management and enhanced online visibility spans 12 weeks, divided into four key phases.



## Weeks 1-3: Audit & Strategy

- Comprehensive audit of client's online presence
- Detailed competitor analysis
- Identification of target keywords for SEO



## Weeks 4-6: Optimization

- Website refresh and comprehensive SEO optimization
- LinkedIn profile optimization for maximum visibility
- Creation and setup of Google Business Profile



## Weeks 7-10: Content & Backlinks

- Publication of high-quality blog articles
- Regular posts and activity on LinkedIn
- Strategic building of high-quality backlinks



## Weeks 11-16: Monitoring

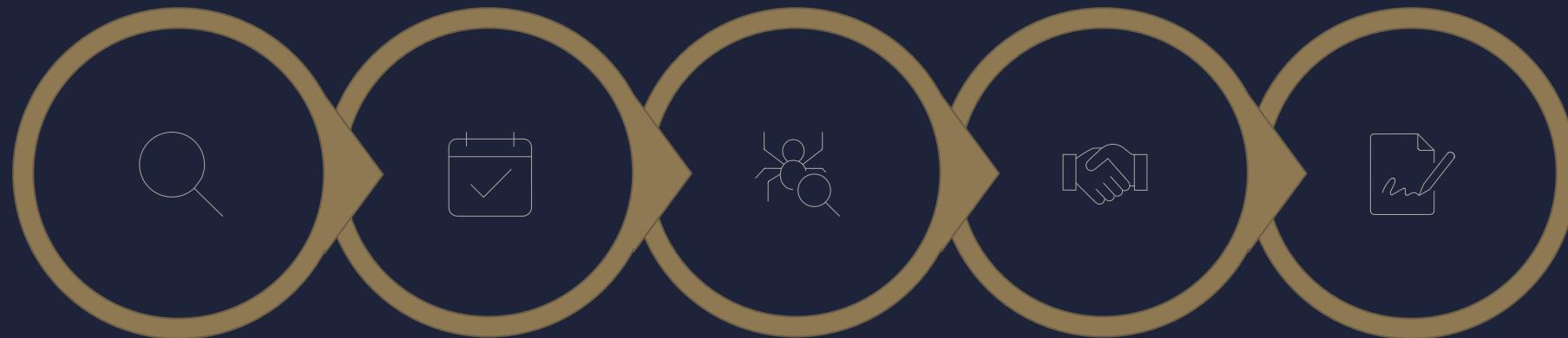
- Continuous tracking of search engine rankings
- Monitoring of reviews and brand mentions
- Periodic content updates to maintain relevance

# Checklist: Audit Your Online Reputation in 10 Minutes

A quick diagnostic of your online presence

- Google your name + "lawyer" / "attorney" - what do you see on the first page?**
- Check your Google Business Profile - is the information current and accurate?**
- Review your LinkedIn profile - is it 100% complete?**
- Check reviews on Google, Avvo, and other relevant platforms - are there any negative comments?**
- Visit your website - does it load quickly? Is it mobile-friendly?**
- Search for yourself on social media - what content is associated with you?**
- Verify the presence of articles/publications featuring your name.**
- Analyze competitors - what are they doing better?**
- Are there mentions in local media or legal publications?**
- Check if your website is indexed by Google (site:yoursite.com).**

# Client Journey: From Google Search to Contract Signing



**Search**

**92%**

of clients Google a service provider  
before purchase (BrightLocal, 2024)

**Book**

**97%+**

This figure is even higher in legal  
services

**Google**

**92%**

of all clicks go to the first page of  
Google



**Consult**

**70%+**

Negative content on the first page  
reduces trust by