

Meek Law Firm, PC



Company: Meek Law Firm, PC

Locations: North Carolina, South Carolina, and Virginia

Challenge

Coordinating a real estate closing was painful for the team at Meek Law Firm, PC. Like so many other real estate professionals working together on a closing, Jonathan Meek, the firm's Attorney & CEO, was resigned to the notion that coordinating a closing would always be a manually-intensive process. The real estate agents and lenders he worked with were consistently frustrated by how inefficient it was to engage his and other firms for closings. Confusion seemed inevitable during each closing when they had to chase down necessary information from everyone. The process didn't get any easier once they received the information that they would then have to retype duplicate data into a variety of forms over and over.

Result

To improve his processes and earn more business, Meek started using Qualia and added on Qualia Connect to provide his clients with an easier way to submit orders, coordinate closings, and communicate with his firm. Though other settlement softwares take months to set up, Qualia was ready to use in less than a week. Since switching to Qualia, his clients have been raving to his team that they are the easiest firm to work and communicate with.

Here are a few of the impressive results Meek has experienced with Qualia:

- Efficiency increased immediately. He grew his firm significantly by completing 166% more monthly orders with the same resources.
- Connectivity to other clients and partners greatly improved through the secure Qualia Connect portal. Client issues that formerly took up to three weeks to resolve now only take a single day.
- Productivity was enhanced - each closing now takes one-third of the time and effort to work on than before.



Increased Monthly Orders by 166%



Decreased Workload by 67%



Built Reputation for Customer Service



“The level of efficiency is just not comparable. Our year started with several new deals that came in directly through Qualia Connect. The platform has continued to help the firm grow by earning new business and developing a wonderful reputation in our community.”

—Jonathan Meek, Attorney & CEO at Meek Law Firm, PC