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Tell us about your firm or business, including history, specialization, and years in business.

Since the 1980s I have worked in law firms. Most of that time as a manager of small law firms or a branch manager of large law firms. I've always thought that there should be experienced legal managers helping firms that are not large enough to need one full time or who need help on special projects. In 2013, I decided it was time to start that business. We are consultants in a different way than many think about consultants. We do not deliver reports and leave. We help our clients do the work to make the recommendations. I now have five very talented people on my team.

What's an interesting fact about you or your firm that most people don't know?

It took me 27 years to get my degree. I believe in always learning.

What's a favorite moment of your career so far?

The moment that comes to mind is when two legal managers I think very highly of wanted to come and work with me. It was a validation of my business.

What challenge are you most proud of overcoming?

Not having to subsidize my business for payroll.

Tell us about a recent professional accomplishment of yours.

DLCCS helps attorneys and practice groups start law firms. These are primarily attorneys who have a practice and are leaving a large firm. We just helped launch a firm in Seattle and they said they couldn't have done it without us. It is always great to hear.

Tell us about a recent personal accomplishment of yours.

I've improved my pottery skills.

What advice would you offer new business owners?

A pro forma budget is more important than a business plan for a professional service business. A good pro forma budget will show you how much it will cost month by month to start and run your business and where profitability starts. It allows us to plan on how much capital we will need to start, and when we can add employees.

How can you help other Women Owned Law members improve their businesses?

My knowledge from working for over 35 years and with over 100 law firms across the country is valuable. I’m always open with my knowledge (and opinion) if anyone running a law firm or thinking about it wants to email a question or sign up for a 30-minute free consultation. I am available for speaking and I don’t charge for one-hour zoom sessions to law associations and groups.

I was a long-time member of the Association of Legal Administrators, serving on the board of the local chapter for about 15 years, and twice serving as president. It is a fantastic program for education and community for my industry. Whenever there are ways to meet, learn and socialize with positive people in the industry, it is of value.

How has Women Owned Law been of value to you and your career?

When supporting firms on the East Coast, I have reached out to women in this organization for help in supporting my clients. I have also referred members to colleagues in California, and have referred female California attorneys to WOL.

About Women Owned Law

Women Owned Law is a ground-breaking group created to connect and advance women legal entrepreneurs. WOL supports its members and other women entrepreneurs in the law in their business endeavors at every point in the business lifecycle. We advocate on behalf of women legal entrepreneurs and have been instrumental in raising the profile of women entrepreneurs in the law. For additional information about Women Owned Law visit <http://www.womenownedlaw.org>