

AidesForce Case Study: The Runway Extension Model

How one managing partner scaled to a 4-person specialized legal team while cutting \$1,000/mo in overhead.

The Founder: Derek, Managing Partner of a growing law firm.

The Challenge: Rapid growth required specialized talent (Paralegals, Legal Assistants, and Case Managers), but local hiring costs threatened the firm's runway.

The Strategy: "Credit Stacking" Derek didn't just hire; he leveraged the AidesForce Stacking Model. Here is the exact breakdown of how his bill went from a standard rate to a 50% capped ROI.

1. The Internal Build (Growth Credits) Derek hired 4 full-time specialized remote professionals through AidesForce to handle his core operations:

- **Remote Paralegal:** Managed legal research, drafted pleadings, and prepared trial binders.
- **Case Manager:** Coordinated the end-to-end case lifecycle and handled medical record retrieval.
- **Legal Assistant (Litigation):** Managed executive support, court scheduling, and inbox management.
- **Legal Assistant (Client Intake):** Handled inbound leads, conflict checks, and daily administrative operations.

Internal Savings: Because he hired 3 additional professionals after his first, he earned \$300 (\$100 per additional hire).

2. The Founder Network (Referral Credits) Derek referred 7 fellow law firm owners who were struggling with the same scaling pains. Each referral that hired a remote professional earned him a \$100/mo recurring credit. **Referral Total:** \$700/mo in recurring savings.

The Math: From \$6,400 to \$5,400 (and dropping)

Item	Monthly Cost / Credit
Total Service Fee (4 Professionals)	\$6,400
Internal Growth Credits (3 Professionals)	- \$300

Referral Credits (7 Managing Partners)	- \$700
Current Monthly Bill	\$5,400
Total Annual Savings	\$12,000

Note: Because AidesForce allows credits to stack up to 50% of the total bill, Derek is currently only 4 referrals away from capping his bill at \$3,200/mo, essentially getting two of his full-time professionals for free.

The Results

- **Runway Extension:** By saving \$1,000/mo (and eventually \$3,200/mo), Derek extended his firm's runway by several months without cutting staff.
- **Role Versatility:** Unlike general "admin" VAs, Derek's team handles high-level specialized tasks (legal research and case management).
- **Zero Management Overhead:** AidesForce handled the sourcing and payroll, allowing Derek to focus on litigation and firm growth strategy.

The 50% cap isn't just for Derek. It's our standard model for growing practices.