

Founder Biography

Scott K. Nichols is founder and CEO of CourtClerk.net a company dedicated to helping attorneys increase their client base through targeted results-oriented direct mail. By using programs developed by Mr. Nichols attorneys have realized in excess of a 500% return on their marketing investment.

In 1990, Mr. Nichols earned a multi-disciplinary degree in business and computer science from the University of Kansas and he has functioned as a technologist and innovator throughout his career developing solutions that apply technology to maximize revenue opportunities.

Prior to founding CourtClerk.net, Mr. Nichols developed innovative shipping software for non-vehicle operating common carriers allowing an office of four individuals to handle the same workload that previously required eight individuals.

Mr. Nichols is also a former certified SAP consultant and has assisted world-class organizations in redesigning their business processes to maximize revenue potential.

The New Jersey Law Journal and the Associated Press have both quoted Mr. Nichols for articles on how attorneys are using technology to increase their revenue. He is author of the E-Book, *The 11-Things Attorneys Should Know About Direct Mail Marketing*.

When Mr. Nichols is not working on improving revenue opportunities for his clients he enjoys mountain biking, snowboarding, and spending time with his family.