

ALL OF THE REQUIREMENTS FOR THE COPY REVIEW AIKIDO CHANNEL!

For Copy Review:

Content Requirements:

1. Answer the four questions from the winner's writing process.

TOP PLAYER ANALYSIS AND WINNERS WRITING PROCESS

Business Type: Lawyer

Business Objective: Increase CR on the homepage

Funnel: Homepage (for active attention)

WINNER'S WRITING PROCESS

1. Who am I talking to?

- a. People with law problems looking to solve it

- b. Don't know exactly which lawyer in the city is the best / they don't know any lawyer, so they are searching

MARKET RESEARCH TEMPLATE

Who exactly are we talking to?

Generally, What Kind Of People Are We Targeting?

Men or Women? 70/30

Approximate Age range? 20-60

Occupation? Any

Income level? Any

Geographic location? Bijeljina, BiH (local area)

Painful Current State

What are they afraid of?

1. They have law problems, and they don't know anything about it.
2. Afraid of not successfully fixing that problem
3. They are afraid of doing some wrong steps along the way
4. Of their lawyer doing the good job
5. They had bad past experiences (they don't want to repeat that again)

What are they angry about?

1. Even having a problem
2. Long process while working with all sorts of papers.

Who are they angry at?

1. Close relative making it hard to finish papers

What are their top daily frustrations?

1. The fact they have this problem is tickling them so much that they are now searching go fix the problem

What are they embarrassed about?

1. Might be embarrassed with having this problem with law

How does dealing with their problems make them feel about themselves? -

What do other people in their world think about them as a result of these problems?

1. Other people are telling them they should fix this problem

If they were to describe their problems and frustrations to a friend over dinner, what would they say?

1. Oh well bro, life is great but I have this law problem and it is tickling me all the time, I need to fix it right now.

What is keeping them from solving their problems now?

1. They don't know anything about law, they need to find one that is good for their situation.
2. Don't know which lawyer is the best in the city.

Desirable Dream State

If they could wave a magic wand at their life and change it immediately into whatever they want, what would it look like and feel like?

1. Just not having those problems would be great.

Who do they want to impress?

1. Wann show to their family that they are capable of working out this type of problems

How would they feel about themselves if they were living in their dream state?
-What do they secretly desire most?

1. They would feel capable and powerful.
2. They would feel relaxed and relieved

If they were to describe their dreams and desires to a friend over dinner, what would they say?

1. Just not having this problem would feel awesome for them.

Testimonials

(From which I can see values, beliefs, tribal affiliations):

From the 1st lawyer in Google reviews (all 5 stars, he only has one 1 star but it is from a bot account):

Све препоруке! Врхунски професионализам.

Excellent service!

Веома љубазна адвокатска канцеларија, поуздана, веома ефикасна. Све похвале и препоруке. Срдачан поздрав за адвокатску канцеларију.

Изузетно љубазан, професионалан, комуникативан и један од најбољих адвоката у Босни и Херцеговини. Сваком случају приступа веома темељно и темељно. Све препоруке.

Пре свега озбиљношћу, смиреношћу и стрпљењем у раду. Професионалност са једноставношћу у приступу теми. Ако је потребно, храброст да се у право време изађе са реалним и објективним чињеницама. Чак и у тешким ситуацијама, смисао за хумор, који је понекад веома важан. Познанства са "широким спектром" људи.

Хвала Младене Јовићу.

Задовољство је имати клијента као што сте ви.

Професионално...поштовање сваки пут када причамо, колико год да је узнемирен, увек има предлог и опцију за решење, а човек ради док не уради. Браво младићу. Коса али и учинити.

Посебно истичем његову сарадњу, разумевање и стрпљење, позитиван приступ послу који га као професионалца краси, али и све људске квалитете без којих нема успеха ни у једном послу. Да будем искрен, сарадња са њим није само посао већ и задовољство. Канцеларија која ради у интересу клијента. Помогли су ми више него што сам очекивао.

Изузетна професионалност и стручност, максимална посвећеност клијенту уз пуно поштовање адвокатске етике. Свака препорука!

Ако желите професионалну, брзу, ефикасну и најбољу услугу, адвокат Горан С. Василић је свакако најбољи избор.

Имао сам много проблема. Рећи ћу само велики човек, велики адвокат и стручњак. Моје поверење траје и данас. Препоручујем овог човека свима.

Професионално, посвећено и вешто заступање. Из локалног искуства, које је имало позитиван епилог, све препоруке.

Особа са веома добрим карактером и брзом услугом. Искрена препорука свима којима је потребна правна помоћ!

Све похвале за професионалност и стручност, најбоља адвокатска канцеларија у Босни и Херцеговини 🙌🙌🙌

Одговорно, експедитивно. Случај завршен у најкраћем могућем року. Хвала још једном Preveo Google·Prikaži original (босански)

Све препоруке за озбиљност, одговорност, рад и идеје Да је више ових.....

Најквалитетнија услуга у БиХ....одрађује посао стручно и професионално...све препоруке

Свој посао обавља професионално и ефикасно..све препоруке

Врхунски стручњак, све препоруке 👍☀️.

Preveo Google·Prikaži original (хрватски)

Одличан адвокат за сваку похвалу... 😊

ПЕДАНТ, ОДГОВОРАН, ТАЧАН!

ЧОВЕКА КОЈИ ЗНА И ВОЛИ СВОЈ ПОСАО! СВЕ ПРЕПОРУКЕ!

Професионално и одговорно! Препоручујем га свима!

Професионализам и стручност! Све препоруке!

Одговорна и високо интелигентна особа.

Одличан адвокат, све препоруке..

Стручно и професионално.

Најбољи адвокат у Бијељини

Професионално, одговорно.

Услуга је феноменална

Све похвале 👍👏

Translated to english:

All recommendations! Top professionalism.

Excellent service!

Very friendly law firm, reliable, very efficient

. All praise and recommendations. Best regards for the law firm.

Extremely kind, professional, communicative and one of the best lawyers in Bosnia and Herzegovina. He approaches each case very thoroughly and thoroughly. All recommendations.

Above all, seriousness, calmness and patience in work. Professionalism with simplicity in approach to the topic. If necessary, the courage to come out with realistic and objective facts at the right time. Even in difficult situations, a sense of humor, which is sometimes very important.

Acquaintances with a "wide spectrum" of people.

Thank you Mladen Jovic.

It is a pleasure to have a client like you.

Professional...respect every time we talk, no matter how upset he is, he always has a suggestion and an option for a solution, and the man works until he does. Well done young man. Hair but also to do.

I especially emphasize his cooperation, understanding and patience, positive approach to work that adorns him as a professional, but also all human qualities without which there is no success in any business. To be honest, cooperation with him is not only work but also pleasure. An office that works in the interest of the client. They helped me more than I expected.

Exceptional professionalism and expertise, maximum commitment to the client with full respect for lawyer's ethics. Any recommendation!

If you want professional, fast, efficient and the best service, lawyer Goran S. Vasilić is certainly the best choice.

I had a lot of problems. I will say only a great man, a great lawyer and an expert. My trust continues today. I recommend this man to everyone.

Professional, dedicated and skilled representation. From local experience, which had a positive epilogue, all recommendations.

A person with a very good character and fast service. A sincere recommendation to anyone who needs legal help!

All praise for professionalism and expertise, the best law office in Bosnia and Herzegovina 🙌🙌🙌

Responsible, expeditious. Case completed in the shortest possible time. Thanks again All recommendations for seriousness, responsibility, work and ideas If there were more of these.....

The best quality service in Bosnia and Herzegovina...does the job expertly and professionally...all recommendations

He does his work professionally and efficiently..all recommendations

Top expert, all recommendations 🙌☀️.

An excellent lawyer to be commended... 😊

PEDANT, RESPONSIBLE, ACCURATE!

A MAN WHO KNOWS AND LOVES HIS JOB! ALL RECOMMENDATIONS!

Professional and responsible! I recommend it to everyone!

Professional and responsible! I recommend it to everyone!

Professionalism and expertise! All recommendations!

Responsible and highly intelligent person.

Excellent lawyer, all recommendations..

Expert and professional.

The best lawyer in Bijeljina

Professional, responsible.

The service is phenomenal

All praise 👍👏

From my client: (5 star reviews, does not have bad review, only one 3 star review saying the experience was enough satisfied)

Efficient, reliable, trustworthy - everything you need provided. Service was really excellent.

Very efficient service and provided excellent advice. Highly recommended.

Адвокат Ристић је поштен, компетентан, поуздан и одговоран. Када би ми поново биле потребне услуге адвоката, увек бих га ангажовао, без обзира на врсту спора.

Заступао ме је у радном спору који се завршио у моју корист захваљујући г. Ристић.

адвокат бр. 1 у Бијељини са породичном традицијом бављења адвокатуром

Данијеле, хвала ти на лепим речима

Веома професионално, одлична сарадња. Тачна процена свих елемената случаја и добро осмишљена стратегија. Хвала и свако добро

Одлична комуникација, посвећеност и професионалан однос.

Стручна и професионална правна услуга!

Све најбоље. Одлична сарадња

Веома ефикасно и брзо

Савршен енглески

Најбољи адвокат у Бијељини

Translated to english:

Efficient, reliable, trustworthy - everything you need is provided. The service was really excellent.

Very efficient service and gives excellent advice. Recommended.

Attorney Ristić is respected, competent, reliable and responsible. If I needed the services of a lawyer again, I would always hire him, regardless of the type of dispute.

He represented me in a labor dispute that ended in my use fulfilling Mr. Ristic.

lawyer no. 1 in Bijeljina with a family tradition of practicing law

Daniel, thank you for your kind words

Very professional, excellent cooperation. Accurate pricing of all case elements and a well thought out strategy. Thank you and all the best

Excellent communication, commitment and professional attitude.

Expert and professional legal service!

All the best. An excellent cooperation

Very efficient and fast

Perfect English

The best lawyer in Bijeljina

Values, Beliefs, and Tribal Affiliations

What do they currently believe is true about themselves and the problems they face?

1. They now they can find someone who can do job for them

2. They believe in the idea of hiring lawyer to do the job for them

Who do they blame for their current problems and frustrations?

1. Sometime it happens that someone have law problems, they are just angry that it happened
2. Can happen that parents leave this problems to their kids, so they can be angry at them.

Have they tried to solve the problem before and failed? Why do they think they failed in the past?

1. Many people tried to fix their law problems, but they failed because they don't know anything about the law
2. They think that they failed because they didn't know how to do certain things.

How do they evaluate and decide if a solution is going to work or not?

1. Reviews on google
2. What they hear about lawyer, because it is local, and most people know how good the lawyers are or how bad they are in this city
3. If the same lawyer already helped them

What figures or brands in the industry do they respect and why?

1. They respect 1st rated Lawyer on google
2. Also they respect other lawyers that has good reputation and people talk good about those.

What character traits do they value in themselves and others?

What character traits do they despise in themselves and others?

1. Top professionalism.
2. Excellent service!
3. Very friendly law firm, reliable, very efficient
4. Extremely kind, professional, communicative and one of the best lawyers
5. approaches each case very thoroughly and thoroughly.
6. seriousness, calmness and patience in work. Professionalism with simplicity in approach to the topic. If necessary, the courage to come out with realistic and objective facts at the right time. Even in difficult situations, a sense of humor, which is sometimes very important.
7. Acquaintances with a "wide spectrum" of people.
8. respect every time we talk, no matter how upset he is, he always has a suggestion and an option for a solution, and the man works until he does
9. I especially emphasize his cooperation, understanding and patience, positive approach to work
10. expertise, maximum commitment to the client with full respect for lawyer's ethics.
11. professional, fast, efficient and the best service

12. dedicated and skilled representation.
13. person with a very good character and fast service.
14. Responsible, expeditious. Case completed in the shortest possible time
15. seriousness, responsibility, work and ideas
16. PEDANT, RESPONSIBLE, ACCURATE!
17. A MAN WHO KNOWS AND LOVES HIS JOB!
18. Efficient, reliable, trustworthy
19. respected, competent, reliable and responsible
20. Accurate pricing of all case elements
21. Excellent communication, commitment and professional attitude.

What trends in the market are they aware of? What do they think about these trends?

What "tribes" are they a part of? How do they signal and gain status in those tribes?

1. People leaving these reviews are aware of trends emphasizing professionalism, efficiency, and client-centered service in the legal market. They value lawyers who offer thorough, prompt, and effective solutions, reflecting a demand for high standards and reliability. These reviewers likely belong to professional and business communities that prioritize trust, expertise, and reputation. They signal and gain status by recommending top-tier services, highlighting their connections with reputable professionals. Their positive testimonials also serve as endorsements that bolster their own credibility within their networks.

2. Where are they now?

- a. Searched the lawyer in my city, and now they are on my homepage
- b. Awareness level
 - i. Solution aware
- c. Current/Dream state
 - i. Current
 1. Stressed out, angry that they have this law problem. Want to find good lawyer to help them
 - ii. Dream
 1. Find THE best lawyer in local area, fix all of their problems with the least effort/problems along the way.
- d. Pillars
 - i. Pain/ desire 7/10
 1. Pretty big

- 2. They really want to solve their problem
- 3. The problem is keeping them from doing other important things
- ii. Belief in idea 9/10
 - 1. They know it works because all people use lawyers to fix their law problems.
- iii. Trust in my client(lawyer) 5/10
 - 1. They don't know anything about him
 - 2. But he has a lot of good reviews which increase the trust
- e. Stage 5 sophistication level

3. What do I want them to do?

- a. I want them to read my page,
- b. Decide this lawyer is the best,
- c. Call him to talk more about their problem

4. What do they need to see/feel/experience in order to take the action I want them to, based on where they are starting?

Outline

- 1. Header will have:
 - a. Logo on the left
 - b. Menu for About Us, Services, Contact, Blog
 - i. On a phone three lines which will be a drop menu of the same thing
 - c. From this header they should experience that they are able to search for more information, connect with a brand and a logo
- 2. First section of the homepage will have :
 - a. professional picture of my clients, dressed up in a good suite (increase trust, connects with this particular lawyer)
 - b. Strong message/guarantee over the picture
 - c. CTA for contacting them right away
 - d. This part mainly focus on increasing trust and belief with the image and text, giving immediate opportunity for calling them and learning more
- 3. Second section will be:
 - a. Copy about 3 main things of how they are different and professional approach and commitment to clients

- b. Used for increasing belief and also trust
- 4. Testimonials and google Reviews
 - a. I'm not exactly sure if my client has video testimonials to put here, but if not, there are a lot of google reviews that can be added here.
 - b. It's going to be three at a time, and '<' '>' to slide through google reviews/testimonials.
 - c. Increases trust in this lawyer even more.
- 5. Then, his services,
 - a. Listed, in like a CSS grid, 2*4 grid, every part has a little picture and a text describing the type of service law.
 - b. After that a CTA for scheduling a free consultation about a particular service they need.
 - c. This part will connect with person reading the homepage, and if they see this lawyer can help with particular law problem they have, it will increase their belief
- 6. CTA for viewing more services
 - a. This will be a opportunity for people who didn't found their law problem, because there is a lot of services and they can't fit,
 - b. I will be a simple CTA ("Didn't find your law problem? Click here to scroll through all of our Services", or simply "View more services")
 - c. This part is important to focus on people who didn't find their law problem, and increase their trust and belief that they can be helped.
- 7. Then, About him section,
 - a. Little information about him and then a curiosity bullet to go open a link to view the whole page dedicated to the About Us section.
 - b. Increases trust, connects with a lawyer better, plus a CTA to see the About Us page, which will connect even further with people who read that page.
- 8. Google Maps section
 - a. With a CTA, for directly going into the office and meeting in person.
 - b. G Maps open on the exact location of this office, CTA saying "Meet us in Person" or something like that.
 - c. Good for increasing belief that it is easy to get in contact with them, we are moving the friction out.
- 9. Then a blog list
 - a. There will be 4 blogs there, every has a link to its own page,

- b. These blogs are something that are already on the page, we're going to make it easier to access them for somebody that wants more information.
10. Then a section, with a CTA for contacting them,
 - a. basic thing, one side says "We are here for you" or some strong message
 - b. and then a CTA with "Contact us" or "Schedule a consultation Call".
11. Footer
 - a. Which will have information about phone numbers for contact, address of office, email, list of blogs, blog archive link.

DRAFT

/*Header*/

- **Logo (Left)**
 - **Menu (Right)**
 - About Us | Services | Contact | Blog
 - **Mobile View:** A three-line menu icon (hamburger menu) that drops down to show the same options.
-

/*Hero Section*/

[Professional Picture of the Lawyer in a Suit]

"Your Trusted Legal Partner, Committed to Your Success"

Call to Action (CTA):

- **Button:** "Contact Us for FREE Consultation"
 - **Subtext:** Available 24/7
-

Why Choose Us

Transparent Billing:

- *Every charge is detailed and explained, allowing you to understand where your money is going. We prioritize transparency in our billing so that you can focus on your case without worrying about hidden fees or unexpected costs.*

Proven Expertise:

- *With three decades of experience, our firm has successfully handled a wide array of complex legal issues. Our deep understanding of the law allows us to provide solutions that are both innovative and reliable.*

- **Transparent Communication:**

- We keep you informed at every stage of your case, providing clear and timely updates. Your questions and concerns are always addressed with honesty and transparency, ensuring that you feel confident and supported throughout the process.
-

What our clients have to say about us:

*/*Text before reviews, answering WIIFM, question*/*

Whether you're facing commercial disputes, family law issues, or criminal matters, we understand the pressure. Many people are often uncertain and stressed, unsure of which lawyer to trust. We help you solve your issues, prove your innocence, and protect your rights. Through personalized attention and a deep understanding of the law, we help you find peace of mind, knowing that your case is in capable hands.

- Will import the actual google reviews
-

Our Legal Services

Service Grid:

- Each grid item includes a small icon/picture and a brief description.
 - **Examples:**
 - **Litigation**
 - **Contract Law**
 - **Constitutional Law**
 - **Family Law**

- Property Law
- Corporate Law
- Employment Law
- Estate Planning

CTA: "Schedule Your Free Consultation"

Secondary CTA: "Didn't find your legal issue? [View All Services]"

About Us

"Want to learn more about us? Click here to see how we can help you"

CTA: "Read More"

Need immediate help?

Subtext: **"Meet with us in person"**

Google Maps Integration:

- **CTA:** "Meet Us in Person"
 - **Map:** Directly shows the office location with a clickable link for directions.
-

*/*Latest Blog Posts*/*

Featured Blogs (3):

- Division of property acquired during marriage in Bosnia and Herzegovina
- Divorce procedure in Bosnia and Herzegovina
- How to open a company in BiH if you are a foreign citizen?

*/*Each blog title links to the full article.*/**

*/*Final Call to Action*/*

Message: "We Are Here to Help You"

CTA: "Schedule a Consultation Call"

Footer

- **Contact Information:**
 - **Phone Number:** [Phone Number]
 - **Office Address:** [Address]
 - **Email:** [Email Address]
- **Quick Links:**
 - About Us | Services | Contact | Blog Archive
- **Social Media Links:** (Optional)

2. List the reader's roadblocks and the solutions/mechanisms to solve them.

Readers are dealing with some type of law problem, they want to fix it.

Reader's roadblocks:

- They don't know anything about law/how to fix their problem

Solution:

- Hire a lawyer

3. Include your personal analysis of your copy's weaknesses and how you plan to improve them.

- a. The actual copy was made by AI, but I gave him a lot of information, and followed what Prof. Andrew teaches on how to use AI to write copy
- b. My plan was to immediately after getting the copy from AI, paste it in the DRAFT and fix some things that only my human brain can understand, which I already did. Now I'm trying to get more help
- c. Analysis of my page design,
 - i. First time I made it, it looked terrible, like someone put boxes of color over one another, and some text over it.
 - ii. Planned to make some shadows for buttons, other elements, which I already did.

- ii. I fixed that I had only one version of the color palettes, one style of homepage
 - 1. Then I made 2 more palettes, and copied the whole homepage and only changed the colors
 - a. Now I have more variations of this page that my client will be able to choose from
 - iii. Already listed it in the 4th section of this review.

- 6. Indicate if you test your copy and its performance results.
 - a. I didn't test this copy
 - i. I have a discovery project with this lawyer, I said I will do redesign of the homepage, now I'm getting feedback on the actual copy
 - b. Neither the homepage design

- 7. Explain how your product's strengths and weaknesses play into the value equation
 - a. What we want to sell on this homepage is the free consultation call
 - i. From which they will be upsold and get their law problems fixed

- 8. Explain where the reader is in terms of awareness, sophistication, their thought process, and where they are inside the funnel
 - a. They now they need help with this and they are searching,
 - i. They saw my client on google reviews bcs he is 2nd
 - ii. Then they clicked and they are evaluating him right now

- 9. Show and explain the full funnel.
 - a. Target audience search "Advokat Bijeljina" or on english "Lawyer Bijeljina"
 - b. First google reviews pops up, where my client is 2nd
 - c. They click the see website button
 - d. They are on the homepage now
 - e. They should book a consultation call for more info
 - f. They are sold on consultation call on fixing their law problem

If you're submitting a website for review, do this:

Content Requirements:

1. Do all the requirements above, plus:
2. When submitting a website, make sure to:
 - a) Copy the website copy, and paste it into the Google Doc

Copy:

Your Trusted Legal Partner, Committed to Your Success

Available 24/7

Click for FREE Consultation

Why Choose Us?

Transparent Billing:

Every charge is detailed and explained, allowing you to understand where your money is going. We prioritize transparency in our billing so that you can focus on your case without worrying about hidden fees or unexpected costs.

Proven Expertise:

With three decades of experience, our firm has successfully handled a wide array of complex legal issues. Our deep understanding of the law allows us to provide solutions that are both innovative and reliable.

Transparent Communication:

We keep you informed at every stage of your case, providing clear and timely updates. Your questions and concerns are always addressed with honesty and transparency, ensuring that you feel confident and supported throughout the process.

What our clients have to say about us:

<IMPORTED REVIEWS FROM GOOGLE>

Available Legal Services

Commercial law

Labor law

Criminal and misdemeanor law

Family law

Inheritance right

Damage compensation

Land registers

Didn't found your legal issue? [\[VIEW ALL SERVICES\]](#)

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Advokatska kancelarija Ristić Contact details: Address: ul. Svetog Save 14/3 Postal Code: 76300 Bijeljina, Republika Srpska, BiH Phone Number: +387 66 469 339 Email: ristic.advokat@gmail.com

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**Your Trusted Legal Partner,
Committed to Your Success**

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Consultation**

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1475634137

Why Choose Us?



Transparent Billing:
Every charge is detailed and explained, allowing you to understand where your money goes. We prioritize transparency in our billing so that you can focus on your case without worrying

understand where your money goes. We prioritize transparency in our billing so that you can focus on your case without worrying about hidden fees or unexpected costs.



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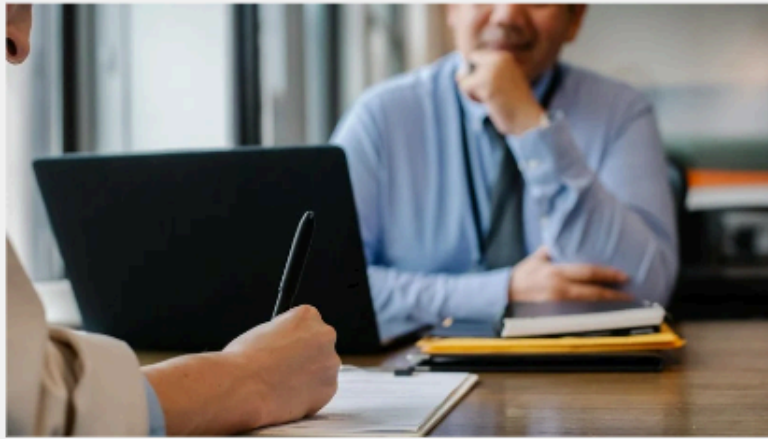


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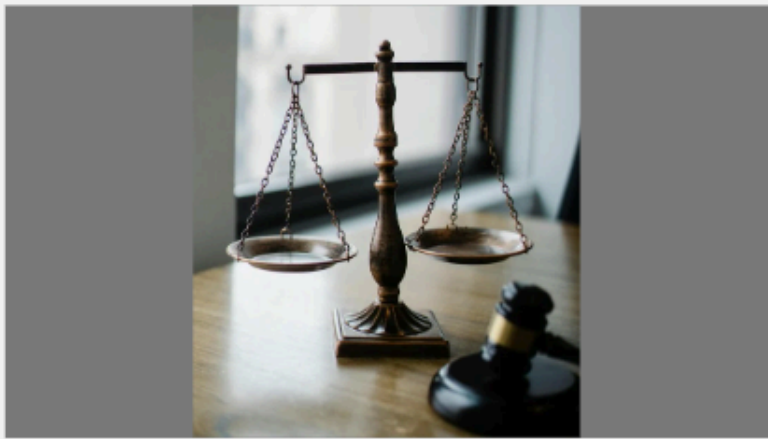
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Additional Requirement:

Share an unlisted Rumble or Vimeo video of you performing either 100 pushups, 100 bodyweight squats, 100 dips, or 100 pullups

This is posted on the day I sent for AIKIDO REVIEW, but I didn't get any, so these still count, I guess!

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