

Got news? From personal milestones to team and colleague shout-outs—tell us about your wins!



Sales Operations Update: Driving Growth with AI & Innovation

Summer may be winding down here in Colorado, but Sales Operations is heating up with several new initiatives!

Over the past quarter, we refined our website's AI Scheduler to optimize legal matter classification and ensure accurate consultation pricing. The Litigation team may have already noticed the shift: we now capture the amount in controversy directly on the website to schedule paid consultations as appropriate. Additionally, our new Personal Injury screener quickly identifies qualified cases so we can book clients on the very first call.

Behind the scenes, we synced the AI system's Salesforce workflow with our internal process to boost data accuracy, and a major overhaul to our Bankruptcy intake will be released in the coming weeks.

Why the heavy investment in AI? Quite simply: prospective clients love it.

For the first time since implementation, the AI Scheduler became our top lead source, edging out inbound phone calls. In August alone, over 50% of our leads came through AI Intake—a remarkable milestone for a system we launched less than a year ago. Robinson & Henry remains dedicated to leading the industry in AI technology, empowering all departments to work smarter and more efficiently.

Looking Ahead to Q4

In late October, we are rolling out an exciting new offering: On-Demand Legal Services: Lease Packages. Available directly on our website, landlords can choose from three tiers of legal document packages tailored to their needs—ranging from a simple lease and roommate agreement to a premium tier offering our full document suite plus a 10% discount on evictions.

It's been an incredible year of growth for Sales Operations, and we look forward to finishing 2026 strong!

In & Around the Office



Ryan Robertson's article about Colorado's expansive gun law is popular among Coloradans. It has been viewed 278 times in the last 28 days! People are making their way to the article searching phrases like:

- Colorado gun ban list
- Will SB25-003 be overturned Colorado gun laws
- Are frt triggers legal in Colorado?

Once visitors get to the page, they spend about 3 minutes surfing the article for info relevant to their queries.

In addition to educating Colorado gun owners about the new restrictions on specified semiautomatic firearms, the article also addresses the law's ongoing legal challenges and provides guidance for those affected by the new requirements. Its strong performance reflects continued interest in Colorado's changing firearms laws and demonstrates that the content is reaching people looking for timely, trusted legal guidance.

[Read the Article](#)

New Names & Familiar Faces

Joining R&H in September!

Castle Rock

Mehgan Mehl, Vice President of Marketing

Elizabeth Kudla, Assistant Director of Operations & CE

Centennial

Sarah Barker, Senior Paralegal

Denver

Billie Jo Sowinski, Senior Associate

Colorado Springs South

Curtis Mazzaferri, Associate Attorney

Highland Ranch

Lindsay Sparr, Senior Paralegal

Happy Anniversary!



Rae Bean
Senior Paralegal
9/23/2019



Eric Gomez
Contact Center Sales Specialist
9/26/2022



Briana Lawson
Sales Ops Administrative
Supervisor
9/5/2023



Raven Pudhuran
Senior Associate
9/5/2023



Cheri Molina
Administrative Assistant
9/18/2023



Cheri Molina
Administrative Assistant
9/18/2023



Kevin Farrell
Partner
9/3/2024



Eric Farmer
Contact Center Sales
Specialist
9/9/2024



Thomas Sanford
Administrative Assistant
9/9/2024



Ashley Shively
Administrative Assistant
9/16/2024



Cristel Shepherd
Partner
9/10/2025



Rachel Bentley
Partner
9/10/2025



Allie Galvin
Senior Associate
9/15/2025



Brynna Coover
Paralegal
9/15/2025

Upcoming CLE Schedule



From left to right, Thomas Laue, and Matt Patton

Class is back in session, so check out the fall CLE lineup! Review the dates below, use the sign-up form to add these sessions to your calendar, and keep your professional development on track. **Register for any of the listed sessions [HERE!](#) All sessions begin at noon.**

October 14: Business Dissolutions with [Thomas Laue](#)

Dissolving a business and managing owner fallout are intertwined challenges that often catch practitioners off guard. When a contested winding-up leads to creditor exposure or an ethical clash over company property, you need a targeted strategy to guide all parties through the transition. This CLE will unpack the mechanical and ethical realities of ending Colorado LLCs and corporations, so you're equipped to handle everything from statutory asset liquidations and tax closures to court-ordered receiverships and disputed ownership splits.

November 18th: Differences between PREs, CFIs, and CLRs with [Matt Patton](#)

Recommending the wrong expert in a parenting dispute can blow your client's budget, delay proceedings, and derail your strategy. Knowing when to request a Child Family Investigator (CFI), Parental Responsibility Evaluator (PRE), or a Child's Legal Representative (CLR) can be the cornerstone of a winning custody case. Join us for an actionable CLE where we break down the crucial statutory distinctions, tactical advantages, and financial realities of each role so you can make the right call for your case every time.

Past CLE Courses

View previous live Continuing Legal Education recordings on demand **via Zendesk** and get CLE credits at your convenience. Have questions about submission or technical difficulties? Submit an IT ticket.

Contact the CLE Committee

If you are interested in facilitating a CLE session or have questions about the program, email the Committee at clecommittee@robinsonandhenry.com.

Pet-torneys of the Month: Tinkerbell & Hendrix



From left to right, Tinkerbell, and Hendrix

This month's Pet-torneys are Tinkerbell and Hendrix, two sweet kitties who came into their family's lives unexpectedly but quickly found their way into their hearts. Tinkerbell was a feral neighborhood cat who was expecting kittens when she was taken in. Her new family (including two elder cats) decided to keep her and Hendrix, one of the kittens, but found loving homes for the others. Tinkerbell and Hendrix soon fit right in with the entire family.

Tinkerbell, a tiny tortie, is a formidable toy-mouse catcher, while Hendrix is a self-proclaimed scaredy-cat who forgets he is a spooky Halloween icon! Both are shy, gentle, and champion sleepers. After the family recently lost their beloved elder kitties, they are especially grateful for the love and companionship these two offer. Sometimes the sweetest connections are the ones you never planned!

Want your pet featured next? Send [Isabella](#) a photo and a few fun facts about them!

Jobs at R&H



Join the email list to get notified when there's a new position, and apply for current [R&H job opportunities](#) on the Careers page.

[Get Job Alerts](#)

Robinson & Henry champions professional growth and development. Our commitment to career advancement is reflected in our 'promote from within' philosophy, creating opportunities for team members to progress when possible.