

## Alumni Entrepreneur – Ramsey Garza



**Ramiro (Ramsey) Garza III, MBA, 2008**

What can be done with a TWU education? Ramiro (Ramsey) Garza III , MBA 2008, is one of an increasing number of TWU alumni who are choosing to take what they have learned and start a business rather than work for another. Garza’s business, which can be found on the internet as Law Firm At Home, is a “virtual law firm” for small to mid-sized firms. The service features a place where case information is available 24/7 through a secured site and communication between the attorney and client is performed on line via multiple methods. The home page also provides advertising space for law firms.

The idea for the business, Barrister Solutions, LLC, came from a project during his last semester at TWU in an e-business class. Class research showed that while some large law firms owned and used the technology in-house, smaller firms were not being served, leaving a niche to be filled.

Following are Ramsey’s answers to some questions posed by TWU Office of Alumni Relations:

**How did you come to enroll at TWU for the MBA program?**

I remember working as a telephone repairman in 2006 and reading the newspaper during my break. In one section was a large TWU ad that I read over and over. That day, after looking at the school’s website, I applied.

**What did you enjoy most about the MBA program?**

Besides having a beautiful campus in Houston with a great location, the curriculum is competitive and current. The program allowed me to grow from my personal norms and beliefs about business. At TWU I realized that today’s market is truly global and fueled by technology.

**How did you get the idea for your business?**

This is actually my second business. The first one failed when the economy got tough in 2009. The idea for this one came from a project that I had my last semester at TWU. It was an e-commerce class and we needed to develop a business plan for our e-business. I thought the idea was completely original but months later I read a few articles that the virtual law firm was a growing trend for firms that could afford it. The larger firms were using an in-house platform. I eventually changed the model so that anybody could jump in and use it.

**What has been your biggest challenge in starting and building the business?**

The biggest challenge right now is one that every entrepreneur is experiencing – the lack of available credit in the market place. We would like an advertising budget, the ability to own our own servers, and the ability to hire an IT department. It's not happening right now.

**What has been the greatest joy?**

Actually applying the knowledge I learned is my greatest joy. It is incredibly easy to write it down on paper but making it happen is a different story.

**Do you have any advice for others who might want to start their own business?**

Getting over the fear is the biggest hurdle; and if you have to find an investor—remember that you have to kiss a LOT of toads to find that prince.