



Law Practice Management

Law School to Lawyer: Starting Your Own Practice

June 2011—3 General CLE or Practical Skills credits, 1.25 Ethics credit, and .25 Personal Management credit

LSL11.KCD	Audio CDs and course materials	\$140
LSL11.KDR	DVD rental and course materials (first person)	\$140
LSL11.AVRT	DVD rental and course materials (each additional viewer)	\$70

There is nothing so complicated about practicing law that you can't learn it on the job. Like the bar exam, practicing law is about issue-spotting. You also need to appreciate how much you don't know. This high-energy, information-packed seminar shows you how you can develop a successful solo practice. With more than 30 years' experience as a solo, Marc Garfinkle provides you with a blueprint for building a practice. Learn how to define your practice and what it takes to set up a "bare bones" office. Marc covers how to find clients and helps you recognize ethical issues that may arise (also known as "don't learn these lessons the hard way"). You can make a living as a lawyer without getting a job, as long as you know your stuff, keep good counsel, and watch your depth. You can gain experience quickly, and, if done correctly, you should be able to enjoy the journey as well as the destination. Your purchase includes a copy of Marc Garfinkle's book *Solo Contendere, How to Go Directly from Law School into the Practice of Law Without Getting a Job* (a \$59.95 value!). Presented in cooperation with the Oregon New Lawyers Division.

The Best Technology to Get the Most Out of Your Practice

October 2011—6.5 General CLE or Practical Skills credits

TECH11.KCD	Audio CDs and course materials	\$220
TECH11.KDR	DVD rental and course materials (first person)	\$220
TECH11.AVRT	DVD rental and course materials (each additional viewer)	\$110

Let's face it. The array of technology choices is overwhelming. Simply deciding on a new computer configuration presents you with hundreds of options, most of which appear to be written in indecipherable nerd-speak. How do you make the right choices? This seminar provides a complete legal technology roadmap in plain English, covering all areas of law office technology—from printers and scanners to case management, document management, and accounting software. You'll also learn how to avoid committing malpractice with your computer and best practices for everything from electronically negotiating documents with opposing counsel to the rules for backing up and protecting your data and protecting client confidentiality.