



CALIFORNIA LAWYERS ASSOCIATION
SOLO AND SMALL FIRM SECTION

Earn up
to 4 MCLE
Credit Hours



Symposium on Solo Success

FRIDAY, MARCH 15, 2019

California Lawyers Association

400 Capitol Mall, Suite 650

Sacramento, CA 98514



CALIFORNIA LAWYERS ASSOCIATION

Attend either in-person in Sacramento,
or from your office via an online webcast.

SCHEDULE OF EVENTS

Registration

9 a.m. - 9:30 a.m.

Featured Panel 1: Top Tech Tips for Delivering Superlative Client Service

9:30 a.m. - 10:30 a.m.

Discover tools, techniques and trends that every lawyer should know to be proficient in utilizing technology, while delivering exceptional client service. The practice of law has evolved over the years, and the impact of technology has created significant challenges. Our speaker will discuss vital teachings on successfully utilizing technology to professionally respond to client expectations, competitor actions, and regulatory changes.

SPEAKER: Adriana Linares

Break

10:30 a.m. - 10:50 a.m.

Featured Panel 2: Opening and Profiting from Your Small Law Firm

10:50 a.m. - 11:50 a.m.

Tips and tricks on how to avoid the common pitfalls in opening a small law firm. Opening a law firm can be intimidating as client expectations and competition are changing the marketplace for legal services at a blinding rate. Successfully operating a small firm requires commitment and a positive work ethic. Learn important skills on how to tackle common business hurdles and snares. Be empowered to open a solo or small law firm that is profitable in any economy.

SPEAKER: Kyle Kveton, Esq.

Networking Lunch

11:50 a.m. - 12:30 p.m.

Featured Panel 3: Essential Management Skills for a Solo and Small Law Firm

12:30 p.m. - 1:30 p.m.

Best practices for the day-to-day management of a successful small law firm. Build a professionally recognized small firm, with a competitive advantage, in any area of law. Understanding law firm management requires an important skill set, which includes time management, billing, and client satisfaction. Learn important tips on managing client demands, heavy caseloads, and competition in any legal practice.

SPEAKERS: Jeremy Evans, Esq. and Ellen Fenichel, Esq.

Break

1:30 p.m. - 1:50 p.m.

Featured Panel 4: Expanding and Empowering Your Small Law Firm

1:50 p.m. - 2:50 p.m.

Learn to successfully expand your legal practice and develop your law firm's brand. Maximize your legal potential through the addition of staff, networking, and marketing. Expanding a small law practice can be a daunting task for those who do not know insider tricks. It is important for business credibility and professional success in your field, to make your legal brand bigger. Learn successful tricks to opening multiple firm locations, without compromising on excellent legal service.

SPEAKERS: Jon Webster, Esq. and Angela Cabral, Esq.

Closing Remarks

2:50 p.m. - 3 p.m.

REGISTRATION INFORMATION

CANCELLATIONS & REFUNDS:

Cancellations and requests for refunds must be received in writing no later than Thursday, March 8, 2019 and are subject to a \$50 service charge. Refunds will not be available after March 8, 2019.

ON-SITE REGISTRATION:

Onsite registration fees: section members \$245 and non-section members \$340. On-site registration will be on a space available basis. Call to confirm space availability.

PROGRAM MATERIALS:

Registrants will receive a USB storage device with an electronic version of all program materials the day of the conference. Before the Conference, Registrants will receive a link with information on how to review and download the program materials. It may be helpful to review a program's reference material before the class. This website is not available to the public, and access is given only to Conference registrants. Late-breaking supplemental materials not available before the Conference will be added at a later date.

WEBCAST:

Can't attend in person? This program will be webcast live. Visit <https://cla.inreachce.com/> to register for the webinar.

SPECIAL ASSISTANCE:

For special assistance please call 916-516-1753

QUESTIONS:

For registration information please call 916-516-1757. For information regarding the program please call 916-516-1753.

The California Lawyers Association and the Solo and Small Firm Section are approved State Bar of California MCLE providers.

**THE SOLO AND SMALL FIRM SECTION WOULD
LIKE TO THANK ITS SPONSORS FOR THEIR
GENEROUS CONTRIBUTIONS:**



STACKHOUSE APC
rebuilding your future

*Sponsorships still available.
Please contact John Buelter at john.buelter@calawyers.org*

Symposium on Solo Success

March 15, 2019 • Sacramento, CA

REGISTRATION FORM

Note: One registrant per form. Photocopies may be used.

Bar Number: _____

Name: _____

Firm: _____

Firm Address: _____

City, State: _____ Zip Code: _____

Phone Number: _____

Email Address: _____

(Required for email confirmation)

Check here if you do not want your information released.

PRE-REGISTRATION FEES (check the appropriate circle)

\$220 Current Solo Section Members

\$315 Non-Section Members
(includes enrollment in the Solo and Small Firm Section for 2019)

\$95 California Young Lawyers Association Members

**Onsite registration is \$245 for Section Members and \$340 for Non-Section Members

AMOUNT ENCLOSED OR TO BE CHARGED

\$ _____

Checks can be made payable to California Lawyers Association

REGISTRATION INFORMATION

Deadline: In order to pre-register, your form and payment to the California Lawyers Association must be received 5 working days prior to the program.

Register Online: <http://CALawyers.org/solo>

Mail To: Program Registrations, California Lawyers Association
400 Capitol Mall, Suite 650, Sacramento, CA 95814

Email To: Program Registrations at ProgramRegistrations@CALawyers.org.
In order to email your registration, credit card information is MANDATORY. **(Photocopies of checks will NOT be accepted.)**

CREDIT CARD INFORMATION (VISA/MASTERCARD ONLY)

I authorize California Lawyers Association to charge my program registration fees to my VISA/MasterCard account. **(No other credit card will be accepted.)**

Account Number: _____
(VISA or MasterCard only)

Expiration Date: _____

Cardholder's Name: _____

Cardholder's Signature: _____

California Lawyers Association and the Solo and Small Firm Section
are approved State Bar of California MCLE providers.

Register Online <http://CALawyers.org/solo>