



HANGING OUT A SHINGLE

How to Develop a Thriving Solo Practice

Co-sponsored by the
Maryland State Bar Association Solo and Small Firm Practice Section
and
The Baltimore County Bar Association

Saturday, January 23, 2010
8:30 AM – 4:00 PM
Conference Center @ Sheppard Pratt
6501 North Charles Street, Baltimore, MD

SCHEDULE

- 8:15 - 8:45 am** **REGISTRATION/BREAKFAST**
- 8:45 - 9:00 am** **WELCOME/ INTRODUCTIONS**
- 9:00 – 10:00 am** **BUILDING A PRACTICE: HOW TO GET AND KEEP CLIENTS**
Tips include selecting areas of practice, determining your legal strengths and weaknesses, determining and maximizing referral sources, client development, where clients come from and what marketing tools a new practitioner should use. Learn how to choose clients and keep them happy.
Presented by: **Erika Cole, Esq., Owings Mills, MD**
- 10:00 - 10:15 am** **BREAK**
- 10:15 - 11:15 am** **AVOIDING GRIEVANCE & MALPRACTICE**
Learn what steps to take as a solo practitioner to minimize your risk of legal malpractice and prevent problems before they happen.
Presented by: **Charles Winner, Esq. Baltimore, MD**
- 11:15 – 11:30 am** **BREAK**
- 11:30 AM – 12:30 PM** **TECHNOLOGY EVERY SOLO NEEDS**
Learn what technology equipment is necessary in starting and maintaining a solo practice
Presented by: **Tim Faith, Esquire, Towson, MD**
- 12:30 - 1:30 pm** **LUNCH (Provided)**
- 1:30 – 2:00 pm** **HANDLING THE STRESS OF SOLO PRACTICE**
Law practice is tough but solo practice and a new solo practice can seem overwhelming. Hear how to handle these issues and where to find help and resources.
Presented by : **Lisa Caplan, MSW, Lawyer Assistance Program, MSBA**
- 2:15 – 2:30 pm** **BREAK**
- 2:30 – 3:30 pm** **PRACTICAL BUSINESS TIPS: STARTING A SOLO A PRACTICE**
Topics will include budgeting and financial issues as well as practical management tips to make it work.
Presented by: **Steven Manekin, CPA**
- 5:30 - 5:45 pm** **BREAK**
- 5:45 - 6:45 pm** **EVERYTHING ELSE: TIPS ON WHAT NO ONE ELSE TOLD YOU**
Presented by: **Patricia A. Yevics, Director, Law Office Management Assistance, MSBA**



REGISTRATION

\$60.00 for Dec 2009 Admittees

\$75.00 MSBA **or** BCBA member

\$90.00 non-MSBA **or** BCBA member

\$45.00 Full-time law school Student

Name: _____

Address: _____

City _____ St _____ Zip _____

Phone: _____

E-mail: (mandatory) _____

Name of Law School for Students: _____

PAYMENT OPTIONS:

_____ My check is enclosed.(Make payable to MSBA-LOMA) and mail to 520 West Fayette Street,
Baltim _____ ore, MD 21201

_____ Charge my credit card (circle one) and Fax to Pat Yevics at 410-685-1016

_____ Register Securely by credit card [online](#)

VISA _____ MasterCard _____

Name on Card: _____

Billing Address (If different from above) _____

Card#: _____

3 Digit Security Code: _____ Expiration Date: _____

Amount Charged: _____

Signature: _____