

You are receiving this notice as a member of the Solo and Small Firm Section.

MSBA Sections

Current | Concise | Collegial



from the Minnesota State Bar Association

MSBA Solo and Small Firm Section Presents:

Solo 201 – The Next Steps in Growing and Maintaining a Successful Practice

Date: Wednesday, March 1, 2017 | 1:00 PM to 4:30 PM
Venue: Presidents Room / Minnesota State Bar Association

Deadline to Register: February 27, 2017

This 3-hour CLE is a follow-up to last year's Solo 101 CLE in which we learned the do's and don'ts in building a practice from scratch – how to find the right practice area, and how to market and network to build a client and referral base. This CLE will focus on those next steps that are often overlooked or not addressed, yet crucial to continuing to build and maintain a successful practice.

1:00 - 2:00 pm

Successful Practice Management and Development
Ms. Kimberly Hanlon and Ms. Susan Mundahl will spend the first hour talking about successful practice management skills and how to find your niche. Critical to a successful practice is developing and implementing practice management systems and tools to maximize your efficiency both in your legal practice and in managing your business. Secondary to this is an ability to carve out a niche or expertise in a practice area that you can help separate yourself from competitors.

2:10 - 3:10 pm

Growing Your Practice
Ms. Sheila Engelmier and Ms. Frances Baillon will discuss strategies and tips in both when and how to grow your practice with staff, associates, and/or partners. They will provide a primer on the pitfalls to avoid when making these critical decisions, while also outlining factors they think important to consider.

3:20 - 4:20 pm

The Naked Truth – A Frank Discussion Amongst Colleagues
The final hour will be a panel of attorneys that will discuss a variety of topics and answer questions from the audience. The general theme will be to provide tips and pointers based upon their own experiences relating to their development and growth of their practice and firms. For instance, our panel members will cut open a vein and answer – what would you tell your younger self? What one mistake did you learn the most from? By sharing hard lessons, hopefully we can avoid the same fate.

Registration will begin at 12:30 p.m.

The program will begin at 1:00 p.m.

Presenters:

Frances Baillon, Baillon Thome Jozwiak & Wanta, LLP

Sheila Engelmier, Engelmier & Umanah PA

MSBA
Sections

continuing legal education
current | concise | collegial

Deadline to Register:
February 27, 2017

REGISTER

Kimberly Hanlon, Kimberly M. Hanlon Law, LLC

Susan Mundahl, Mundahl Law, PLLC

Nelson Peralta, Peralta Law Firm

CLE Credits:

3.0 Standard CLE Credit Applied for | Event Code: TBD

Cost:

Section Member: \$25.00
MSBA Member not in the section: \$40.00
Non-Member: \$70.00
Law Student: \$10.00

Join the Solo and Small Firm Section: \$22.00 MSBA members who are not members of the Solo-Small Firm Section can join the section & attend this CLE for FREE. [Click here](#) to add the section to your membership and then contact [Shawn Carlson](#) to register for this meeting at no charge.

Remote Participation:

Remote Participation is not available.

Want more information about the [New Lawyers Section](#)?
To register with a check, please mail in [this registration form](#).
Need to cancel? Please see our [cancellation policy](#).
Questions? Contact [Shawn Carlson](#) | 612-278-6305.

If you need reasonable accommodations to participate in this event please notify Shawn Carlson at 612-278-6305 or scarlson@mnbar.org. Please provide notification at least 72 hours prior to the meeting to allow sufficient time to make arrangements for accommodations at this event.

REGISTER

Shawn Carlson | Minnesota State Bar Association | 612-278-6305 | scarlson@mnbar.org
600 Nicollet Mall - Suite 380 - Minneapolis MN 55402 | Phone: (612) 333-1183 Toll-Free: (800) 882-MSBA | www.mnbar.org

[follow on Twitter](#) | [forward to a friend](#)

[unsubscribe from this list](#) | [update subscription preferences](#)