



PRACTICE MANAGEMENT

ADVISORY
SERVICE

Practice 360° Newsletter

Calendar

Networking

Thursday, August 8, Noon

Avoiding Flight, Fight or Freeze When Negotiating, presented by Susan Borke of [BorkeWorks](#).

The D.C. Bar, 901 Fourth Street NW, Washington, DC
RSVP to lunchandlearn@dcbar.org

Friday, August 9, 12:30 p.m.

Alto Fumo, 2909 Wilson Boulevard, Arlington, VA (Clarendon Metro)
RSVP to steven@stevenkriegerlaw.com

Friday, August 30, Noon

Barrel & Crow, 4867 Cordell Ave., Bethesda, MD (Bethesda Metro)
RSVP to rsjillions@gmail.com

Law is a relationship business. Bring cards to share. Do RSVP so you will be notified of any event updates.

Successful Small Firm Practice Course

Registration is open for the [Successful Small Firm Practice Course](#) with both weekday and weekend sessions available.

Learn how to launch, grow and manage your law firm in this free program for D.C. Bar members and their staff. Rochelle D. Washington will lead the Monday sessions from Noon-2 p.m. from September 9 through November 4, 2019. Daniel M. Mills will lead the weekend sessions on September 14 and November 16, 2019 from 8:30 a.m. to 4:30 p.m. All sessions are at the D.C. Bar, 901 Fourth Street NW, DC.

Register or inquire at SmallFirmCourse@DCBar.org. When registering, specify weekday or weekend sessions.

Lunch and Learn

All programs begin at Noon. You may attend in person or by video conference. Register for any or all at lunchandlearn@dcbar.org

August 8, 2019

Avoiding Flight, Fight or Freeze When Negotiating presented by Susan Borke of [BorkeWorks](#).

You know only too well how stressful it is to deal with people, especially during a negotiation. Avoid the default reactions of flight, fight, or freeze by learning effective behaviors you can use to regulate yourself and engage your counterpart. Susan Borke will share practical, proven behaviors you can implement to negotiate effectively.

At the end of this session, you will:

PMAS Events

August 8 – Lunch and Learn, Avoiding Flight, Fight or Freeze When Negotiating

August 14 – Day 1 of Basic Training & Beyond

August 21 – Day 2 of Basic Training & Beyond

August 22 – Lunch and Learn, Growing Your Practice: The Secret to Getting More Good Clients

Ethics

New ethics guidance on **Mandatory Arbitration Provisions in Fee Agreements.** [Legal Ethics Opinion 376](#)

What are the ethical implications of crowdfunding a legal representation? Read [Legal Ethics Opinion 375](#) for guidance.

What are your obligations to a prospective client? Read [Legal Ethics Opinion 374](#) to find out.

Have you read the Legal Ethics Opinions on *social media and lawyers?* [Legal Ethics Opinion 370](#)
[Legal Ethics Opinion 371](#)

Other Events

[Continuing Legal Education programs](#)

[Communities Events](#)

[Pro Bono Center training programs](#)

- Understand the negotiation process
- Review how to prepare for a negotiation
- Learn techniques to engage more effectively with your counterpart in any negotiation
- Approach negotiations with more confidence

Register

August 22, 2019

Growing Your Practice: The Secret To Getting More Good Clients presented by business and marketing strategist Mary Ellen Hickman of [Hickman Consulting Partners LLC](#).

Need more - and better - clients? By the time lunch is over, you'll know how to identify the best clients for your unique practice, where to find those clients, how to attract more of them. We'll discuss how this applies to a well-established firm, a fast-growing firm, and a new practice.

Register

Basic Training & Beyond

Our monthly [Basic Training & Beyond](#), is set for August 14 and 21 at 9:15 a.m. – 4:30 p.m.

Register at BasicTraining@dcbbar.org

This program has been attended by more than 3,000 lawyers and many have launched and are operating small law firms.

PMAS Links and Free Downloads

[Law Firm Management Assessment \(Self-Check\)](#)

[Small firm legal trends and compensation reports](#)

[e-Manual for Basic Training & Beyond](#)

[More PMAS programs](#)

From the Desks of Dan and Rochelle



I am excited to share with you two NEW offerings of the Practice Management Advisory Service:

[Take the Law Firm Management Assessment \(Self -Check\)](#)

Are you are having difficulty managing your firm? Perhaps you are doing well and want to expand your practice, but don't know how. Take a brief self-assessment using our new, free and confidential law firm management self-check. This brief assessment is an initial step to help you determine how well you are running your law firm and help you identify areas in need of improvement. Upon completion of the assessment you will immediately receive your scored results. Below the quiz, a score analysis tells you what your score means and provides you with suggestions for your next steps. [Click here](#) to take this brief 10 question assessment and get your score today!

[2019 Practice 360° On-Demand Content is Now Available for Purchase](#)

Did you miss this year's Practice 360°| A Day for Lawyers & Law Firms? If you were not able to attend, you are in luck! For the first time, we are offering the recorded programs for purchase on-line. Practice 360°s 17 insightful seminars and two CLEs covered topics on case management, technology, wellness and marketing for law firms. [Click here to browse](#) and purchase. Courses can be purchased by individual seminar, or by the full day. The two CLE courses are offered separately and credit is not provided for the on-demand version.

--Rochelle

Dan & Rochelle

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A banner for Clio. On the left, the text 'Data matters. Get more with Clio.' is displayed above the Clio logo and a green button that says 'TRY CLIO FREE'. On the right, there is a graphic of a laptop screen showing a bar chart with three bars of increasing height, labeled 'THIS YEAR'.