



**Washington State Bar Association  
Solo & Small Practice Section**



June 7, 2017

**THE SMALL FIRM REVOLUTION:  
Forging Your Path to the Future  
The 2017 WSBA Solo and Small Firm Conference**

Greetings Friends and Colleagues:

I encourage you to join me by registering for the 2017 Solo and Small Firm Conference, which will be held at the Lynwood Convention Center in Lynwood, WA on Friday, July 14 and Saturday, July 15. There is no other program like this in the Pacific Northwest!

This year's conference showcases **SAM GLOVER**, of "The Lawyerist" blog fame, as our featured speaker. Sam will be sharing technology tips to make your practice more efficient and effective, as well as a peek into the fastest-growing (and undeserved) practice areas you might want to add to your business.

In addition, the conference features:

- Webcasting of the main classroom track for those participating travel-free via the Internet
- 12.25 Credits: 3.75 Ethics and 8.50 Other
- An Exhibit Hall featuring products and services of interest in one convenient location
- Friday Evening Welcoming Reception with networking opportunities
- Lunch on both days, plus light refreshments during the Conference
- Free Parking

All for \$365 (\$265 for attorneys who have been admitted to practice in Washington for fewer than five years) for in-person attendance; (Webcast: \$275 per day or \$365 both days).

Presented in partnership with the WSBA Solo & Small Practice Section, this year's conference brings you practice management oriented tips, insightful strategies, and practice tips to help you prosper in today's legal economy, including:

- So You Want to Open Your Own Practice – a Two-Year Plan
- Strategic Approaches to Billing, Fee Disputes, and Collecting Fees
- How do you Prepare for an Arbitration or Litigation (David vs. Goliath)
- Malpractice Avoidance
- How to Keep Yourself Motivated When You Are on Your Own
- Engagement Letters, Joint Engagement Representation, Conflicts Checks, Non-Engagement Letters and Fee Agreements
- Document Assembly and Document Management

Further details and registration for onsite attendance and webcast participation are now available on the WSBA Website at:

<https://www.mywsba.org/OnlineStore/ProductDetail.aspx?ProductId=11836811&page=sem&mt=>

We invite you to register now for this year's conference and would appreciate you sharing this letter or selections from the content (electronically or otherwise) with members of your Local Bar Association/colleagues.

P.S. A room block with a limited number of rooms has been set up at the **Embassy Suites by Hilton** in Lynwood with a **cutoff date of June 23, 2017**. To reserve a room from the block, either call to (425) 775-2500 or (800) 628-0611 (identifying your interest in reserving a room from the Washington State Bar Association Room Block) or reserve online at:

[http://embassysuites.hilton.com/en/es/groups/personalized/S/SEALWES-XWA-20170713/index.jhtml?WT.mc\\_id=POG](http://embassysuites.hilton.com/en/es/groups/personalized/S/SEALWES-XWA-20170713/index.jhtml?WT.mc_id=POG)

Best wishes,

Nancy Pacharzina, Chair, WSBA Solo & Small Practice Section