The 2023 WSBA Solo and Small Firm Conference:
Connect. Reset. Be Happy!

Friday, September 22, and
Saturday, September 23, 2023

Tuition:
$325.00 – Solo & Small Practice Section Members
$360.00 – Standard/Non-Section Members
$360.00 – Join the Solo & Small Practice Section ($35) and register at the discounted rate ($325)
$265.00 – New Members*

*New Members who have been admitted to practice in Washington for fewer than five years are eligible to receive the new member tuition.

DESCRIPTION:
Join other solo or small firm practitioners at the 18th annual Solo and Small Firm Conference on Sept. 22-23! The theme this year is “Connect. Reset. Be Happy!” Co-sponsored with the Solo & Small Practice Section, this program has been thoughtfully designed to include presentations by industry experts on a variety of topics to help you feel more confident and up-to-date in the management of your practice! Offering 9 total CLE credits, this terrific program provides not just valuable business-related tips, but also a post-COVID opportunity to network face-to-face with attorneys from around the state! Plan to attend in person for the highest satisfaction level!

PLANNING COMMITTEE:
Michael Cherry – Lexquiro, Bellevue
Jordan Couch – Palace Law, University Place
Ann Guinn – G & P Associates, Reno, NV
Darcel Lobo – DAL Law Firm, Normandy Park
Kari Petrasek – Petrasek Law PLLC, Mukilteo

WSBA IN-PERSON MEETINGS & EVENTS:
As WSBA returns to in-person meetings, events, and gatherings, and in order to ensure consistent levels of safety for WSBA employees, volunteers, and guests at our in-person events, WSBA will follow the COVID-19 guidance provided at the CDC website. If state or local health authorities impose stricter requirements than the CDC, WSBA will comply with the state or local requirements in the area in which the event is held. As a friendly reminder, if you are sick, or exhibiting signs or symptoms of COVID-19, we request that you stay home. For more information on COVID-19 Prevention Actions from the CDC, see How to Protect Yourself and Others | CDC

Schedule

FRIDAY, SEPTEMBER 22, 2023

12:30 p.m.  Webcast Sign-In Opens/In-Person Registration Opens

12:45 p.m.  Welcome and Introductions by Program Chair
Ann Guinn – G & P Associates, Reno, NV

1:00 p.m.  Ethical Situations from Real Life
Anne Seidel, former Chief Disciplinary Counsel for WSBA, will tap into her experience in that position to share insights on:
- Common mistakes that can lead to discipline.
- Getting paid, handling conflicts, and responding to on-line reviews.
Anne I. Seidel – Anne I. Seidel, Seattle

2:00 p.m.  Case Law Update: Tracking Changes in the Law Cheaply, Effectively, and Quickly
Keeping up with change and the constant need to restructure our mental matrix of the law are key challenges of mid-career lawyering. This session will highlight recent key changes in the law, but will also focus on research strategies to integrate into your practice that will help you stay up-to-date without being a strain on your time or profit.
Rob Mead – State Law Library, Washington Supreme Court, Olympia

2:45 p.m.  BREAK
(schedule continued next page)
3:15 p.m.  A Lawyer’s Story of Addiction and Recovery
Hear the compelling story of one attorney’s struggle with addiction, and his ultimate triumph over his dependencies to once again enjoy his practice, his family, and life to the fullest. In addition to a discussion on the epidemic of alcohol and drug addiction, and the impact burnout and stress can have on these, you’ll hear lessons learned regarding:

- Coming to peace with failure—and honoring and recognizing your failure is necessary to move beyond the ordinary and grow.
- Managing perceptions and expectations of the world and self.
- Current medical guidance on the impact of drinking.

Dan Crystal – Washington State Bar Association, Seattle
Eric Fong – Fong Law, Port Orchard

4:15 p.m.  Attorney Underearning: The Insidious Pandemic
Underearning is simply earning below your potential or below your needs. This harmful pattern doesn’t just happen overnight—it’s the result of business decisions you make every day, often without thinking about the impact these seemingly minor choices can have on your bottom line.

In this presentation, we’ll examine:

- More than 30 ways attorneys underearn.
- The mindset behind underearning behaviors.
- How to give yourself permission to earn what you are worth.
- Your personal financial goals.

Ann Guinn – G & P Associates, Reno, NV

5:00 p.m.  Seattle University School of Law Incubator Program
Stan Perkins – Seattle University School of Law, Seattle

5:15 p.m.  Complete online evaluations • Adjourn

5:15 – 6:15 p.m.• Reception

6:15 p.m.  Dine Around
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1:00 p.m. Navigating the Digital Abyss: Understanding Unhealthy Technology Use and Its Potential Implications for Legal Professionals
In today’s interconnected world, technology has become an integral part of our daily lives, both personally and professionally. However, for some individuals, this reliance on technology can spiral into an unhealthy obsession, leading to detrimental consequences in various areas, including work productivity, personal relationships, and overall well-being. Learn what unhealthy habits you may have with your technology use.
Taurell Reboulet MA, LMHC – Cultivating Core Therapy, Bellevue

1:45 p.m. Cybersecurity and the Latest Scams
Jordan Couch – Palace Law, University Place,

2:30 p.m. BREAK

2:45 p.m. Judges Panel – Best Practices for Trial Advocacy from the Judge’s Perspective
Judge David Keenan – King County Superior Court, Seattle
Judge Karen Moore – Snohomish County Superior Court, Everett
Judge Rebecca Pennell – Washington State Court of Appeals, Division III, Spokane

3:45 p.m. Recap and Closing Remarks
Ann Guinn – G & P Associates, Reno, NV

4:00 p.m. Complete online evaluations • Adjourn

REGISTRATION

ONLINE› Go to www.wsbaCLE.org and enter 23555 in the search box. Payment by credit card.

BY PHONE› Call 800-945-9722 or 206-443-9722 with credit card and registration/order form in hand. Our service provider will charge you a separate, non-refundable transaction fee of 2.5% on all bank card transactions.

BY MAIL› Please fill out this registration form and mail to WSBA seven business days prior to the program along with your check payable to WSBA. Credit card payments by mail or fax are no longer accepted.

Name ___________________________ WSBA # ___________________________
Address ___________________________
City ___________________________ State _________ Zip ___________
Phone ___________________________ Email ___________________________

☐ Please omit my name from the networking list made available to exhibitors and/or attendees.

Registrations received less than 48 hours before a seminar are not guaranteed a coursebook or other presentation materials on-site. If special accommodations are needed, please email cle@wsba.org or call toll-free at 1-800-945-9722.

PRICING AND PAYMENT


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☐ Check enclosed, payable to “WSBA” for the amount of ___________________________

MAIL TO: Washington State Bar Association, 1325 Fourth Ave, Suite 600, Seattle, WA 98101-2539

PAYMENT POLICIES

Payment: Individual registrants must use a separate form, however, payment may be made with a single check for multiple parties.

Refunds: Registration fees may be refunded, less $25 for handling, for written cancellations postmarked or emailed by 5 p.m., up to 3 business days before the seminar. No refunds after that date, but you will receive the coursebook. Canceled registrations may not be transferred to other seminars. You may send a substitute (e.g., someone from your firm) in lieu of canceling.

Note: Please keep a copy of this flier for your records.