

Three FREE CLE seminars for HCBA Members!

Your Legal Practice – Getting Through Tough Economic Times

The Hennepin County Bar Association is committed to your success and providing high quality education that can develop skills and build knowledge to meet the needs of these challenging times. The HCBA Membership Committee is pleased to sponsor three FREE morning CLE programs for HCBA members. Each program is designed to help you in these difficult economic times. Continental breakfast will be provided. Call 612-752-6600 to reserve your place for these timely seminars.

Rainmaking in a Challenging Economy

Wednesday, April 8

8:30 a.m. - 9:30 a.m., HCBA office

**1.0 CLE credit applied for, including
1.0 Law Office Management credit.**

TOPICS TO INCLUDE: What are the elements of successful relationship marketing? • What skills are key in creating, building, and maintaining your client base? • Learn the best tools for managing relationship marketing.

PRESENTED BY: Fred McGrath, *Vision Point Communications*. Mr. McGrath is a seasoned marketing and business leadership consultant. For more than twenty years, he has designed and implemented successful marketing plans and strategies for professionals and companies.

Strategies to Deal with a Tough Job Market

Friday, May 1

8:30 a.m. - 9:30 a.m., HCBA office

**1.0 CLE credit applied for, including
1.0 Professional Development credit.**

TOPICS TO INCLUDE: Do's and don'ts of job hunting. • Assess your realistic job options. • How to network for the job you want. • Steps to take to avoid being laid off.

PRESENTED BY: Roy S. Ginsburg, J.D.
Mr. Ginsburg is one of the most experienced attorney coaches in the Twin Cities. He offers coaching services that help lawyers achieve practice development goals and career satisfaction, as well as outplacement counseling for those who are in between jobs. He has been a practicing attorney for more than 25 years in a wide variety of settings, including large and small law firms, in-house counsel and now as a solo practitioner. www.royginsburg.com

Starting a Solo Practice: The Nitty Gritty Basics

Tuesday, May 12

8:30 a.m. - 9:30 a.m., HCBA office

**1.0 CLE credit applied for, including
1.0 Law Office Management credit.**

TOPICS TO INCLUDE: Should you be an LLC? –Advantages and disadvantages • Your business source—How will you pay your bills and make a living? • Borrowing money—How much will you need and where will you get it? • Home officing, leased space, executive offices/office sharing—Advantages and disadvantages • Organization and management basics—Staff support, technology, time management.

PRESENTED BY: Matthew A. Engel. Mr. Engel was named a “Rising Star” by his peers, as one of the most up-and-coming lawyers under 40-years old in Minnesota. He practices business law and estate planning with the firm Aase, Engel & Kirscher, PLLC., and is a frequent lecturer on law firm start-ups and the “paperless office.”

Hennepin County Bar Association • Helping Attorneys Grow • www.hcba.org



3 ways to register

1. Register online: www.hcba.org.
2. Register by phone: 612-752-6600.
3. Mail in this form with check payable to “HCBA” to:
Hennepin County Bar Association
600 Nicollet Mall, #390, Minneapolis, MN 55402

Cancellations must be received at least three days in advance of the seminar in order to receive a refund.

*Satisfy all of your CLE credits for one low price with the CLE ONE CARD. This 12-month CLE pass is available to members for \$599 and to nonmembers for \$699. Card holders can attend an unlimited number of the HCBA's half-day programs, full-day programs, and noontime seminars, for 12 months after date of purchase.

Call 612-752-6600 with any questions on HCBA CLE programs or the CLE ONE CARD.

HCBA Member	Non-member	CLE ONE CARD Holder
FREE	\$30	FREE

Pricing per CLE

Continental breakfast is included.

- Rainmaking in a Challenging Economy (04-08-09)
- Strategies to Deal with a Tough Job Market (05-01-09)
- Starting a Solo Practice: The Nitty Gritty Basics (05-12-09)

TOTAL ENCLOSED: _____

Name: _____

Phone: _____ E-mail: _____

Firm/Company: _____

Address: _____
