

**Networking
Thursday, February 7,
2019** at the D.C. Bar,
901 Fourth Street NW at
Noon. The program is **A
Day in the Life of an
Immigration Lawyer** ,
presented by [Jonelle
Ocloo](#). RSVP to
lunchandlearn@dcbar.org

**Friday, February 8,
2019** at **Alto Fumo**,
2909 Wilson Boulevard,
Arlington, VA (Clarendon
Metro) at 12:30
p.m. RSVP to
[steven@stevenkriegerlaw
.com](mailto:steven@stevenkriegerlaw.com)

**Thursday, February 21,
2019** at the D.C. Bar,
901 Fourth Street NW at
Noon. The program is **A
Day in the Life of a
Family Law Lawyer**,
presented by [Sogand
Zamani](#). RSVP to
lunchandlearn@dcbar.org

Friday, February 22 at
Barrel & Crow, 4867
Cordell Avenue, Bethesda
(Bethesda Metro) at 12
Noon. RSVP to
rsjillions@gmail.com

**Law is a relationship
business. Bring cards
to share.**

Lunch and Learn

Practice Management Advisory Service



Small Firm Lunch and Learn Series

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

February 7, 2019 — A Day in the Life of an Immigration Lawyer , by Jonelle Ocloo of the [Law Offices of Jonelle Ocloo](#). The issue of immigration is constantly in the news. Recently there have been a lot of changes to immigration policy in the United States. Have you thought about getting into immigration law or expanding your immigration law practice? This session will provide information about being an immigration lawyer and building an immigration law practice in Washington, D.C. Topics will include: the nuts and bolts of starting an immigration law practice, the various niches within this practice area, how to keep up with the fast-paced changes in the law, common mistakes and pitfalls, the basics of practice and case management, as well as marketing and business development advice.

To register for this program, [click here](#) or send an e-mail to lunchandlearn@dcbar.org

February 21, 2019 — A Day in the Life of a Family Law Lawyer , by Sogand Zamani of [Zamani & Associates PLLC](#). This session will explore a typical day for a family law lawyer building a successful practice in Washington, D.C. We'll focus on the different types of family law practice, the nuts and bolts of starting the practice and the basics of practice and case management. Ways to build your business through effective marketing, social networking, using search engine optimization, gathering positive reviews and the production of blogs and other content will also be discussed.

To register, [click here](#) or send an e-mail to lunchandlearn@dcbar.org.

The *Lunch and Learn Series* is [here](#). New programs are added regularly. Recaps and materials from recent programs are [here](#). If you have an idea for a program, let us know at: lunchandlearn@dcbar.org

PMAS Event Calendar

- **February 7** – *Lunch and Learn, A Day in the Life of an Immigration Lawyer.*
- **February 13** – Day 1 of *Basic Training & Beyond.*
- **February 20** – Day 2 of Basic Training & Beyond.
- **February 21** – *Lunch and Learn, A Day in the Life of a Family Law Lawyer.*

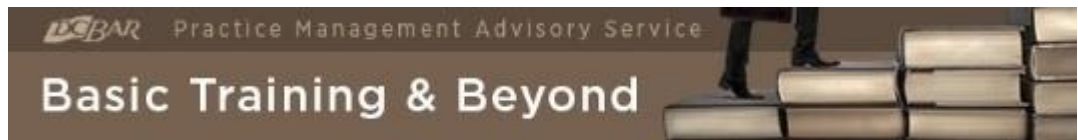
Ethics

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*? They are here: [LEO 370](#) and [LEO 371](#)

Check the small firm legal trends and compensation reports [here](#).



Our monthly [Basic Training & Beyond](#), is set for February 13 and 20, 2019 / 9:15 a.m. – 4:30 p.m. Register: BasicTraining@dcbar.org This program has been presented 221 times. More than 3,000 lawyers have attended over the last eleven years and many have launched and are operating small law firms. One-day [Saturday sessions](#) are offered on March 9 and May 18, 2019.



May 17, 2019

Save the date for the 5th Annual Practice 360 | A Day for Lawyers and Law Firms.

[Click here](#) for a video preview

A promotional graphic for the 'Practice 360° A Day for Lawyers & Law Firms' event. It features a red box on the left with the text 'May 17 2019'. To the right, the event title 'PRACTICE 360° A DAY FOR LAWYERS & LAW FIRMS' is displayed. Below the title, there is a photograph of a woman in a professional setting. A text box at the bottom provides details about the event and a list of features.

Join us for this annual program sponsored by the Bar's Practice Management Advisory Service. Don't miss what over 400 members have already experienced by attending this full day of seminars and events. Topics include firm management, technology, ethics, wellness, and business development. This event features:

- Cutting-edge content and experienced speakers;
- A showcase of product and service vendors;
- Networking opportunities;
- Opportunity for discounted onsite CLE; and
- Breakfast, lunch and an afternoon reception.

The new e-Manual for Basic Training & Beyond can be downloaded [here](#).

For more information on PMAS programs, [click here](#).

**Other Events
CLE, Communities
Events & Pro Bono:**

**Continuing Legal
Education** programs are [here](#).

Communities Events are [here](#).

Pro Bono Center training programs are scheduled [here](#).

From the Desks of Dan and Rochelle



*Daniel M. Mills, assistant director,
D.C. Bar Practice Management
Advisory Service*

It has always fascinated me that lawyers share personality characteristics. Based upon the research of [Dr. Larry Richard](#), a lawyer and industrial psychologist, lawyers are twice as skeptical as the rest of the population. We are also twice as independent and cerebral as everyone else. And we bring a sense of urgency to what we do twice as much as non-lawyers. That we tend to be questioning, analytical, independent and urgent is likely what drew us to this profession. These are good characteristics to have for professional problem solvers. This is why folks hire us to solve their problems.

The dark side of our shared personality characteristics, according to Dr. Richard, is that we are way less resilient than the rest of the population and very low on sociability. Some might say lawyers tend to be thinned-skinned introverts. Thus, we take defeat and rejection very personally and would just as soon not network.

What's the takeaway from this research? Our shared personality characteristics are great for solving our clients' problem, but they don't work so well when we apply them to growing our problem-solving business, also known as our law firm. The law firm as a business, to be successful, requires an entrepreneurial skill set that is very different from the shared personality characteristics found by Dr. Richard. Our law firm business plan template and workbook can point you in the direction of an entrepreneurial mindset for managing and growing your firm. Request these from PMAS@DCBar.org

--Dan



Rochelle Washington, senior attorney, D.C. Bar Practice Management Advisory Service.

You Can Have a Free and Confidential Law Firm Assessment

Have you wondered if you are properly managing your law firm? Do you find yourself overworked and stressed? Do you find it difficult to send invoices to clients in a timely manner or are you so overwhelmed by client calls and other administrative tasks that you can't seem to find the time to get to billable work? Does it appear that no matter how hard you work, you can't seem to increase your revenue?

Failure to address these concerns can lead to neglect of clients, improper money handling, missed court dates, and a disciplinary complaint. Whether you are just starting out or you have been managing a firm for years, a law firm assessment can help you improve your practice.

A PMAS Law firm assessment starts with you completing a detailed questionnaire. The questions are designed to identify the issues you may have in your law firm management. You may request this questionnaire by emailing pmas@dcbar.org. Upon completing the questionnaire, you may **self-assess** by reviewing your answers and then implementing new policies and procedures to address the areas of concern. The areas in need of improvement may become obvious to you based upon your responses. Alternatively, if you would like guidance and advice, you can seek the counsel of an experienced **Practice Management Advisor**. As a D.C. Bar member, the Practice Management Advisory Service provides this service for free. We will meet with you one-on-one, in our office or at your firm, to evaluate your law practice and help you develop a plan for improvement.

For a **free and confidential** law firm assessment please call us at 202.780.2762 (Dan) or 202.780.2764 (Rochelle) or e-mail us at pmas@dcbar.org. More information on practice assessments can be found on our website at www.dcbar.org/bar-resources/practice-management-advisory-service/

--Rochelle