

Get Connected 2008...Kansas City Solo & Small Firm Conference

Sponsored by the KCMBA Solo Practitioner/Small Firms Committee

8:30 a.m. Registration and Continental Breakfast with the Exhibitors

9:00 a.m. Marketing for Success: Using the Internet to Market your Law Practice – 1.0 MO/0 KS

From e-mail newsletters to traditional web sites to blogs and RSS news feeds, there are certainly many ways for the lawyer to get his or her message across. Marketing is, at its core, about building relationships, but be careful your efforts don't come across as too impersonal.

Jim Calloway, *Oklahoma Bar Association*

9:50 a.m. Ethical Advertising – 1.0 MO/1.0 KS (incl. 1.0 ethics)

This session will discuss proposed revisions to the Rules of Professional Conduct, procedures for securing comment from members of the bar and the public, and the process required for adoption of any changes. Mr. Levison and Mr. Crouppen will then explore general topics on the issue and discuss the pros and cons of law firm advertising.

Mark H. Levison, *Lathrop & Gage L.C., St. Louis*

Terry Crouppen, *Brown & Crouppen, St. Louis*

10:40 a.m. Break

10:55 a.m. How to Help Your Clients Survive in Hard Economic Times (A Foreclosure Primer) – 1.0 MO/1.0 KS

Three practitioners experienced in bankruptcy, debt counseling, and collections will present general strategies for effectively and efficiently representing your clients.

Cynthia Grimes, *Grimes & Rebein, LC*

William P. Turner, *William P. Turner, Attorney*

David Barlow, *Barlow & Niffen, PC*

11:45 a.m. Networking Lunch

Lunch Speakers:

Gregory M. Bentz, *KCMBA President* “Welcome”

John Kurtz, *Hubbard & Kurtz, LLP* “Giving Back”

12:45 p.m. Breakout Sessions (choose 1 session) – 1.0 MO/1.0 KS

Damages in Closing Arguments

This breakout session will show effective use of evidence and argument to support or rebut claims for damages in closing argument through the eyes of a jury.

Gary Robb, *Robb & Robb LLC*

Secrets to Improve Document Management by Leveraging Your Current Microsoft Investment

This breakout will address issues unique to law firms and provide solutions to the challenges of document management.

Laural Albus, *Choice Solutions*

Estate Planning Tips I Wish Someone Had Told Me Twenty-Five Years Ago

This session will teach practical tips and methods for increasing efficiency and quality in a solo or small firm estate planning practice.

E. Denver Vold, *Vold & Morris, LLC*

Seamus P. Smith, *Vold & Morris, LLC*

1:35 p.m. Break

1:45 p.m. Breakout Sessions (choose 1 session) – 1.0 MO/1.0 KS

Limited Scope Representation (this session includes 1.0 hour of Ethics in MO/KS pending)

This breakout session will examine the revision of Missouri Rule of Professional Conduct 4.1-2, the scope of representation.

Kathleen Bird, *Dispute Resolution Services,*

7th Judicial Circuit Court of MO, Clay County

Compare Dissolution (MO) v. Divorce (KS)

In this breakout session, instructors will examine the basic differences of domestic practice in Missouri and Kansas.

David Wells, *David Lee Wells Law Office*

Elizabeth Hill, *The Hill Law Firm PC*

Tried and True Trial Tips

This breakout session will offer litigation tips and pointers illustrated through actual experiences of the panel members.

Brandee Bower, *The Bower Law Firm*

Scott Hofer, *Foland, Wickens, Eisfelder, Roper & Hofer, PC*

Robert Horn, *Horn Aylward & Bandy, LLC*

Sylvester “Sly” James, *The Sly James Firm, Trial Lawyers, PC*

John Rollins, *The Rollins Law Firm, PC*

2:35 p.m. Break

2:50 p.m. Fifty Tech Tips in Fifty Minutes – 1.0 MO/0 KS

Take it back to the office and put it to work. Jim will give a fast-paced and fun demonstration of practical tips you can use in your office.

Jim Calloway, *Oklahoma Bar Association*

3:40 p.m. Advice from the Bench – 1.0 MO/1.0 KS

This distinguished panel of Kansas and Missouri judges will offer valuable advice about working with the judiciary and tips to help the solo or small firm practitioner increase effectiveness and efficiency.

Hon. David W. Hauber, *10th Judicial District Court of KS, Johnson County*

Hon. Ernest Johnson, *29th Judicial District Court of KS, Wyandotte County*

Hon. Janet Sutton, *7th Judicial Circuit Court of MO, Clay County*

Hon. Peggy McGraw, *16th Judicial Circuit Court of MO, Jackson County*

4:30 p.m. Social

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Get Connected 2008:

Kansas City Solo & Small Firm Conference

October 10, 2008

KCMBA Headquarters
1125 Grand Blvd., Ste. 400
Kansas City, MO 64106

KCMBA
Kansas City Metropolitan Bar Association
Serving Greater Kansas City's Legal Community - Kansas and Missouri

Why should you attend the Solo & Small Firm Conference?

KCMBA is proud to present our 3rd Annual Solo & Small Firm Conference. Although this is not a new idea, we have customized this conference specifically for Kansas City area attorneys. You will learn from experienced leaders in the law community who have started their own solo or small firm practices as well as network with these attorneys.

This conference will help you get connected with new technology, unique marketing strategies, and learn effective ways to run a small firm. The biggest advantage to attending this conference is the opportunity to associate with your peers in the small firm community. You will be able to discuss new ideas and address common issues with other attorneys during the continental breakfast, networking luncheon, a conference social as well as numerous session breaks.

This conference will also keep you connected with your CLE credit hours in Kansas and Missouri through seminars about advertising ethics, closing arguments, judicial procedures, estate planning and trial tips, the impact of new rules and changes in the economic environment.

This is much more than a CLE event; it's a vital tool that Kansas City area attorneys can use to expand their practice into a thriving firm in the legal community.

Alan Gallas,
Chair, Solo Practitioner/Small Firms Committee

Registration: 8:30 a.m.
Seminar: 9 a.m. to 4:30 p.m.

7.0 CLE Hours including 2.0 Ethics Hours in Missouri
5.0 CLE Hours including 2.0 Ethics Hours in Kansas (pending)

\$75 for KCMBA Members
\$125 for Non-members

Seminar Information

- **Payment** must accompany registration. KCMBA accepts cash, check or American Express, MasterCard or VISA. No admission ticket or confirmation will be sent.
- **Cancellations/No Shows:** Those who cancel at least 24 hours prior to the seminar will receive a credit voucher to use toward any KCMBA program for one year.
- **Special Needs:** If you need special accommodations, please contact KCMBA prior to the program date at (816) 474-4322.
- **Parking:** Parking is available at Standard Parking Garages at 12th & McGee and 1120 Oak or at Wall Street Towers Garage at 1112 Grand Blvd.; free for full and half-day seminars. Bring your pass to the registration table for validation.
- KCMBA members and potential members are faxed CLE notices as a service. To discontinue this service please call (816) 474-4322 ext. 324

- KCMBA Member \$75*
 - Non-Member \$125*
 - Materials only \$29.78
- *fee includes lunch

12:45 p.m. Break-out Sessions (choose one):

- 1) Damages in Closing Arguments
- 2) Secrets to Improve Document Management
- 3) Estate Planning Tips I Wish Someone Had Told Me

1:45 p.m. Break-out Sessions (choose one):

- 1) Limited Scope Representation
- 2) Compare Dissolution (MO) v. Divorce (KS)
- 3) Tried and True Trial Tips

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Name to appear on badge _____

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4 Ways to Register

FEIN 43-0860985

- Mail registration form with check or credit card information to KCMBA, 1125 Grand Blvd., Ste. 400, Kansas City, MO 64106.
- Phone registration with credit card to KCMBA at (816) 474-4322.
- Fax registration with credit card to KCMBA at (816) 474-0103.
- Visit the CLE Registration page at www.kcmba.org to register on-line.