

Sole & Small Firm Practitioners Section

2010-2011 Year-End Report

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The Sole & Small Firm Practitioners Section of the ACBA had a successful year of speakers and events. Each month we had a lunch meeting with a speaker. We also had 3 social/networking events: Fall Networking Happy Hour at Rico's in the North Hills, Holiday Party at the Doubletree Hotel Downtown and Spring Networking Happy Hour at Scoglio's in Greentree. Our section also donated \$750 towards Attorneys Against Hunger.

Our group really wanted to focus on three things this year: Technology for the Sole Practitioner, Networking/Marketing, and Keeping Abreast of Legal Updates. Many of our speakers even sponsored our lunches. We had speakers come in from Gorilla Lawyer, Reach Local, and Plummer Slade to discuss marketing our practice on the internet and technology products for law firms. David Hoffmann from D.B. Root & Company spoke to the group about budgeting, retirement plans, life insurance, disability insurance and succession planning for the sole practitioner. Also, Mark Seamans of Robson Forensic brought in a group of various experts in different fields who could help us should we ever need to hire expert witnesses for a case. Finally, our group had Patrick Quinn of the Family Division speak to us about the changes in procedure and law at the Family Court.

Next year, we hope to continue learning how to grow our practices by focused networking, marketing and staying up to date on the latest technology, law and business resources. Our fall meetings begin on Monday, September 26, 2011 with an E-Discovery presentation from Richard N. Lettieri, Esq. The *Pittsburgh Post-Gazette* will speak to our group on October 24, 2011 about online marketing and pricing structures for legal notices.