



# PRACTICE MANAGEMENT

ADVISORY  
SERVICE

## Practice 360° Newsletter

### Calendar

#### Networking

**Thursday, December 5,  
Noon**

*A Day in the Life of a Divorce & Family Law Lawyer,*  
presented by Michelle C. Thomas of [M.C. Thomas & Associates, P.C.](http://www.mctomas.com)

The D.C. Bar, 901 Fourth Street NW, Washington, DC  
RSVP to [lunchandlearn@dcbar.org](mailto:lunchandlearn@dcbar.org)

**Friday, December 13,  
12:30 p.m.**

Alto Fumo, 2909 Wilson Boulevard, Arlington, VA (Clarendon Metro)  
RSVP to [steven@stevenkriegerlaw.com](mailto:steven@stevenkriegerlaw.com)

**Friday, December 20,  
Noon**

Barrel & Crow, 4867 Cordell Ave., Bethesda, MD (Bethesda Metro)  
RSVP to [mark@markdelbianco.com](mailto:mark@markdelbianco.com)

*Law is a relationship business. Bring cards to share. Do RSVP so you will*

### Lunch and Learn

All programs begin at Noon. You may attend in person or by video conference. Register for any or all at [lunchandlearn@dcbar.org](mailto:lunchandlearn@dcbar.org)

**December 5, 2019**

***A Day in the Life of a Divorce & Family Law Lawyer,***  
presented by Michelle C. Thomas of [M.C. Thomas & Associates, P.C.](http://www.mctomas.com)

Between managing clients, counsel, and court, practicing divorce and family law can be challenging. During this session, Ms. Thomas will provide insight on how to not just survive but thrive as a divorce and family lawyer. She will share valuable information about how to develop, manage and grow a flourishing divorce and family law firm while minimizing the stress that often accompanies divorce practice. From recent changes in the law to law office management, the session will cover a wide array of issues that arise in divorce and family law and provide viable solutions.

Topics will include: the nuts and bolts of starting a divorce law practice; how to become a well-respected divorce law practitioner; managing a multi-jurisdictional practice; the various niches within this practice area and the importance of selecting one; how to keep up with the fast-paced changes in the law; common mistakes and pitfalls; the basics of practice and case management; and marketing and business development advice. If you have ever wondered how to get more divorce clients or simply get better ones, then you should not miss this session.

### Register

**December 12, 2019**

***Tech Talk for Attorneys: Using Computers Efficiently in***

***be notified of any event updates.***

## PMAS Events

**December 5** – Lunch and Learn, A Day in the Life of a Divorce & Family Law Lawyer

**December 11** – Day 1 of Basic Training & Beyond

**December 12** – Lunch and Learn, Tech Talk for Attorneys: Using Computers Efficiently in the Workplace (Hands-On)

**December 18** – Day 2 of Basic Training & Beyond

## Ethics

**New** ethics guidance on **Duties When a Lawyer is Impaired.** [Legal Ethics Opinion 377](#)

**Mandatory Arbitration Provisions in Fee Agreements.** [Legal Ethics Opinion 376](#)

**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?* [Legal Ethics Opinion 370](#)  
[Legal Ethics Opinion 371](#)

## Other Events

***the Workplace (Hands-On)***, presented by Michael D.J. Eisenberg of [The Law Office of Michael D.J. Eisenberg](#).

Mr. Eisenberg is a D.C. lawyer and blogger at [www.TheTechSavvyLawyer.Page](#). Join him for a series of rapid-fire, 5-minute, tips and tricks to help those less comfortable with technology become more efficient using computers in the workplace. He will share some tricks he uses and has taught to other attorneys over the years. As a practicing lawyer, he will also identify some of the professional responsibility traps for attorneys that can result from uninformed computer use. You are invited to bring your laptop to follow along.

## Register

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@dcbbar.org](mailto:lunchandlearn@dcbbar.org).

And if you missed **Clearing Clutter, Tuning in to Time, Space & Mind** with Niki Irish & Tracy Huang, [here's the recording](#).

## Basic Training & Beyond

Our monthly [Basic Training & Beyond](#), is set for December 11 and 18 at 9:15 a.m. – 4:30 p.m.

Register at [BasicTraining@dcbbar.org](mailto:BasicTraining@dcbbar.org)

This program has been presented 237 times for more than 3,000 lawyers over the last eleven years and many have launched and are operating small law firms. We keep in touch with many small firms and what we learn informs the content for this program.

## PMAS Links and Free Downloads

[Law Firm Management Assessment \(Self-Check\)](#)

[Small firm legal trends and compensation reports](#)

[e-Manual for Basic Training & Beyond](#)

[More PMAS programs](#)

[Continuing Legal Education programs](#)

[Communities Events](#)

[Pro Bono Center training programs](#)

## From the Desks of Dan and Rochelle



Small firm lawyers in the District of Columbia charge some of the highest rates of all small firm lawyers throughout the country, according to the recently released Clio Legal Trends Report for 2019. Clio, [the Bar's member benefit for case management](#), surveys its client base annually. Nationwide the average hourly rate is \$253.00. In D.C., the average for small firms is \$321.00 and for lawyers it is \$348.00. Clio says the average small firm rate for the D.C. metro area is \$354. The utilization rate continues to be 2.5 which means the average lawyer works 2.5 hours of billable activity each day. For lawyers unfamiliar with the small firm world, that's always a surprising statistic. For small firm lawyers working from eight to twelve hours a day and more, they just nod in understanding. Running a business about lawyering takes a lot of non-lawyering time. [You can get your copy of this fascinating report here.](#)

**--Dan**

Tis' the season! The holidays are upon us and this time of year brings with it joy, family and good food! Unfortunately, this time of year can also have a downside especially if you aren't aware of the significance of selfcare and wellness in your life. For many, holiday cheer can bring with it high levels of stress, anxiety and can lead to the beginning, or even a deepening, of various stages of depression. The financial pressures, family interactions (or lack thereof), coupled with the typical stress commonly associated with being a law firm owner, can prove challenging for even the most balanced lawyer. Be mindful of your stress levels, including how to recognize the symptoms of stress and counteract the effects. Wellness statistics for lawyers indicate that we are an at-risk population.

["The statistics are staggering: Lawyers are 3.6 times as likely to be depressed as people in other jobs, while the landmark 2016 American Bar Association and Hazelden Betty Ford Foundation study found that 28 percent of licensed, employed lawyers suffer with depression. The study also showed that 19 percent have symptoms of anxiety and 21 percent are problem drinkers."](#)

Your wellness matters to you, your family and your business. So, during this holiday season take a few moments to check-in on yourself. In fact, start now and make it one of your New Year's resolutions! If you need help or need someone to talk to, contact one of our counselors in the D.C. Bar [Lawyer Assistance Program](#) which is a free and confidential service for members. To learn more about how you can focus on your wellness, [click here](#) for ABA resources and [click here](#) for more D.C. Bar Resources. Wishing you safe, healthy and happy holidays!

**--Rochelle**

**Dan & Rochelle**

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