



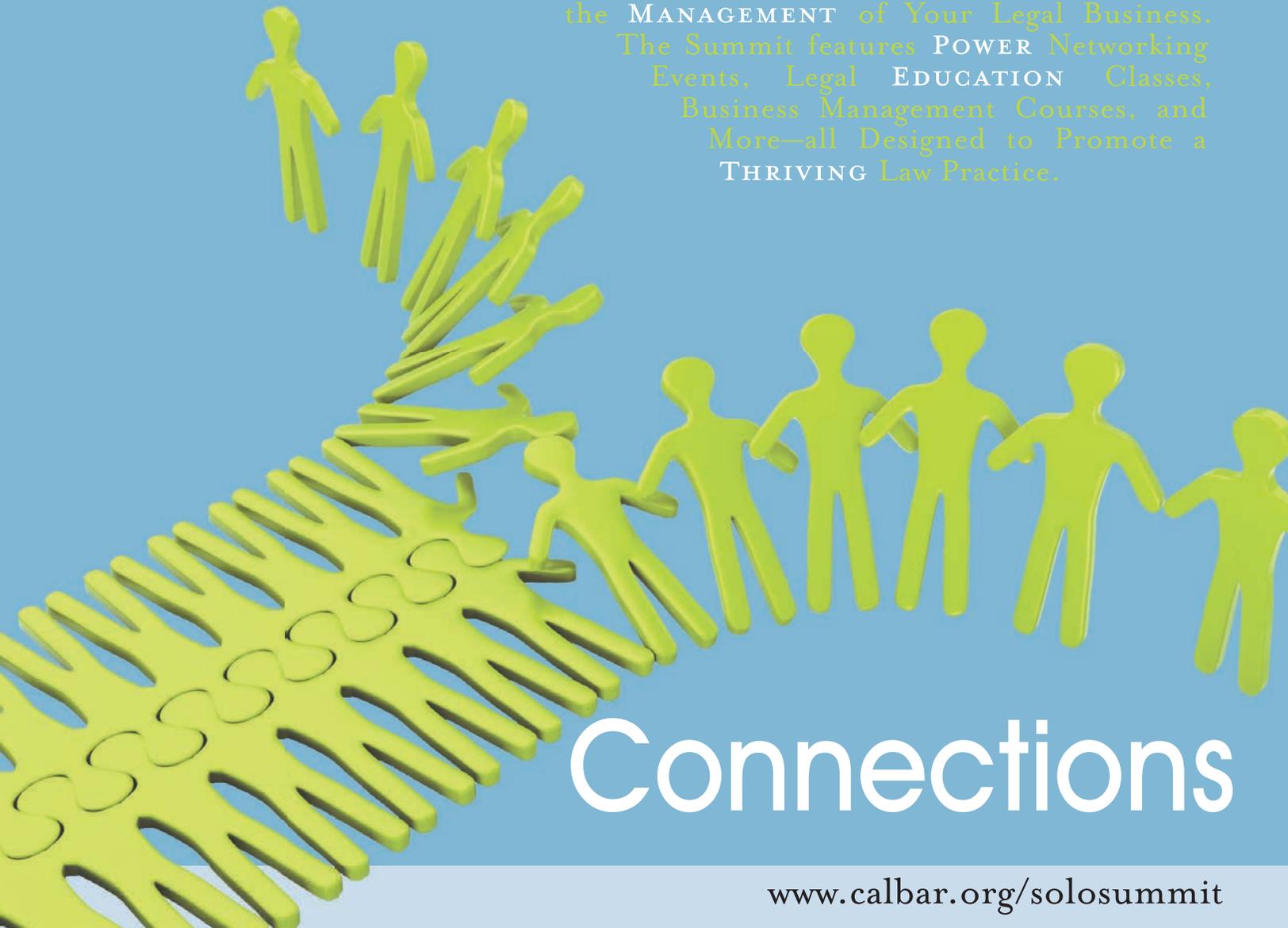
The State Bar of California

# California Solo & Small Firm Summit

June 20 – 22, 2013

Marriott Renaissance Long Beach Hotel

The Summit is THE Event of the Year for California's Solo and Small Firm Practitioners and Office Staff! Expand Your NETWORK Knowledge and Skills, and LEARN Key Approaches to BUILD a Successful Client Referral Network. Take away Strategic SOLUTIONS for the Practice of Law and the MANAGEMENT of Your Legal Business. The Summit features POWER Networking Events, Legal EDUCATION Classes, Business Management Courses, and More—all Designed to Promote a THRIVING Law Practice.



# Connections

[www.calbar.org/solosummit](http://www.calbar.org/solosummit)



**This is not your ordinary weekend CLE program!**

## Why You Should Join Us

The Summit content is geared to California attorneys who are in a solo or small firm practice. One low registration fee gives full choice among 32 workshops and programs, and much more!

Earn up to 10 hours of MCLE credit, including credit in *Legal Ethics*. Select courses also offer legal specialization credit.

Enjoy 2 days continental breakfast and lunch, and Thursday welcome reception (included in registration fee).

Receive a USB drive containing a set of comprehensive materials providing up-to-date information on the new issues and trends in the law.

Visit with vendors exhibiting products and services tailored to Solo & Small Firm Practitioners.

Have your learning environment serve as the perfect summer getaway for you, your family and friends.

Register Online at [www.calbar.org/solosummit](http://www.calbar.org/solosummit)

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The State Bar of California is a State Bar of California approved MCLE provider.

Come prepared to take away workable strategies to manage your office, build a client referral network, and stay on top of key developments in various substantive areas of law.

## SCHEDULE AT A GLANCE

### Thursday, June 20, 2013

11:30 am	General Session & Lunch
1:15 pm	Concurrent Workshops
5:00 pm	General Session & Daily Wrap-Up
6:00 pm	Networking Reception
All Day	Exhibits Open

### Friday, June 21, 2013

8:30 am	General Session & Continental Breakfast
10:15 am	Concurrent Workshops
11:30 am	Lunch Program
1:15 pm	Concurrent Workshops
3:45 pm	General Session & Wrap UP
5:00 pm	End of Day — Evening on Your Own
All Day	Exhibits Open

### Saturday, June 22, 2013

7:30 am	Continental Breakfast
8:30 am	Concurrent Workshops
12:00 noon	End of Day — Time to Enjoy the Local Area

California Solo & Small Firm Summit Partners





Thursday, June 20, 2013  
11:30 a.m. - 1:00 p.m.

(1) Opening General Session and Lunch

**Building the “Lifestyle Law Firm”™: Lead Generation, Lead Conversion and Client Retention Strategies of Top Rainmakers**

There are 3 key areas attorneys must focus on to build a “lifestyle law firm”: 1) lead generation— attracting more qualified clients; 2) lead conversation— converting more prospects into paying clients; and 3) client retention— doing excellent work so you can get repeat business and repeat referrals. This session will help you identify the areas you need to focus on immediately to increase your referrals and revenues.



Stephen Fairley

**MCLE: Not for MCLE Credit**

**Speaker:** Stephen Fairley,  
Rainmaker Institute

Thursday, June 20, 2013  
1:15 p.m. - 2:15 p.m.

(2) Planning for the Death or Disability of the Solo Practitioner

The death or disability of a solo attorney can be devastating to both family and practice. This program will examine the unique planning needs of the solo attorney, addressing preservation of practice value, protection of clients, managing files and original documents, and reducing the administration burden on the practitioner’s family.

**MCLE: 1 Hour General**

**Speaker:** Herbert A. Stroh

(3) Transitioning From Government Offices or Law Firms To Your Own Small or Solo Practice

Learn how to transition from practicing law in a government or law firm setting to a solo practice. This session is for the attorney who is deciding that it is time to hang one’s own shingle.

**MCLE: 1 Hour General**

**Speakers:** Lawrence A. Forbes, Decio Rangel

(4) Leveraging Technology to Win in Court

Learn how to leverage cutting-edge technologies (cloud and mobile) to go toe-to-toe and win against a bigger opponent. This program will cover the ethical implications of using new technologies, such as artificial intelligence, to review discovery documents. A demonstration of the newest hosted litigation support tools and mobile applications will follow an interactive lecture.

**MCLE: 1 Hour Legal Ethics**

**Speaker:** Alexander Lubarsky

Thursday, June 20, 2013  
2:30 p.m. - 3:30 p.m.

(5) Avoiding the State Bar Disciplinary System

Learn how to avoid getting caught up in the State Bar attorney disciplinary system. An experienced prosecutor from The State Bar’s Office of the Chief Trial Counsel will provide an overview of the attorney disciplinary system, and tell you about the most common ethical violations that get attorneys into trouble.

**MCLE: 1 Hour Legal Ethics**

**Speaker:** Anthony J. Garcia



## (6) Accounting 101 for Attorneys and an In-Depth Study of Attorney E & O Policies

The program will cover fundamental accounting concepts and use case studies to analyze the key components and practical applications of generally accepted financial statements. Speakers will analyze the key insuring provisions, conditions, and exclusions in attorney E&O policies, and discuss best practices to manage operational risks.

**MCLE: 1 Hour General**

**Speakers:** Suzie Doran and Tony Yu

## (7) Relief Practitioner: How to Plan for the 9th Inning of Your Legal Career

This program will cover the practical and ethical issues involved when solo or small firm practitioners face disability, emergencies or catastrophes. Learn how to name an assisting attorney and obtain clients' permission for the surrogate attorney to act.

**MCLE: 1 Hour Legal Ethics**

**Speakers:** Pearl Gondrella Mann and Karen Goodman

**Thursday, June 20, 2013**  
3:45 p.m. - 4:45 p.m.

## (8) Client Trust Accounting Fundamentals

Take away key information to avoid ethical problems in handling client trust funds. This program will give you an overview of attorneys' client trust accounting responsibilities pursuant to the California Rules of Professional Conduct and relevant case law.

**MCLE: 1 Hour Legal Ethics**

**Speaker:** Charles T. Calix

## (9) ADA and Accessibility Risk Management for Law Firms

In light of the proliferation of ADA and Unruh Act access claims and litigation against retailers and service providers, lawyers are next. Learn about the obligations under state and federal law, as well as best practices to help avoid access claims while attracting and engaging with clients of all abilities.

**MCLE: 1 Hour General**

**Speakers:** Shirish Gupta and Karma M. Quick

## (10) When and How to Use a Mediation Consultant

This program will teach you how and when to use a mediation consultant. Speakers will explain the role and function of mediation consultants, when to recommend mediation consultation to clients, and how to get the most value from a mediation consultant.

**MCLE: 1 Hour General**

**Speakers:** Paul Dubow and Ken Reed

**Thursday, June 20, 2013**  
5:00 p.m. - 6:00 p.m.

## (11) General Session and Wrap Up:

### Secrets of a Lead Conversion Specialist: How to Turn More Prospects Into Paying Clients

There are 2 ways to double your revenues in the next year—double the number of leads your firm is generating or double your lead conversion rates. Lead generation is very expensive and takes a lot of time, but doubling your lead conversion is very cost effective and can be achieved in a few months. You will discover the 5 stages of lead conversion



and practical steps for improving your conversion rates. We promise you will never look at lead conversion the same after this session.

**MCLE: Not for MCLE Credit**

**Speaker:** Stephen Fairley, Rainmaker Institute

**Thursday, June 20, 2013**  
6:00 p.m. - 7:00 p.m.

### (12) Networking Reception

Connect with and learn from your peers during the Summit's opening night networking event. Visit with vendors ready to showcase products and services geared especially for solo and small firm practitioners. Enjoy hosted beverages and appetizers to jump start your evening in Long Beach.

**Friday, June 21, 2013**  
8:30 a.m. - 10:00 a.m.

### (13) Continental Breakfast and General Session:

#### **Law Firm Marketing Strategies in a Social Media World: Connecting with Clients, Prospects and Referral Sources on LinkedIn (Part 1)**

Social media is one of the fastest growing areas where attorneys can generate high quality leads and build relationships with potential referral sources. We will demystify social media, teach you the "Rainmaker Social Media Blueprint" and uncover specific strategies you can use to connect with clients, prospects and referral sources on LinkedIn.

**MCLE: Not for MCLE Credit**

**Speaker:** Stephen Fairley, Rainmaker Institute

**Friday, June 21, 2013**  
10:15 a.m. - 11:15 a.m.

### (14) Law Practice Planning via Budgeting

Through years of experience, the one staple in understanding how best to plan and strategize for your law practice comes from your ability to properly budget. This program will cover the budget process that can work best for your law firm—learn how to efficiently budget for future income and expenses, and plan strategies to yield the most successful law practice possible.

**MCLE: 1 Hour General**

**Speaker:** Kurt A. Obermeyer

### (15) Your Client's Deposition: Preparation Tips and Strategies

All litigators know that the client deposition is one of the key events of the case. This presentation will discuss methods to develop confident and knowledgeable clients and attorneys who will be able to competently perform in deposition.

**MCLE: 1 Hour General**

**Speakers:** Teresa A. McQueen and Neil Pedersen

### (16) How to Set up a Paperless Law Practice

Learn how to create a paperless law practice. This program will cover organizing client files electronically; software, scanners, and other tools; researching, drafting, filing, and serving pleadings without the use of paper; communicating with clients and opposing counsel electronically; and more.

**MCLE: 1 Hour General**

**Speaker:** Alan VanDerhoff



**Friday, June 21, 2013**  
**11:30 a.m. - 1:00 p.m.**

## (17) Friday Lunch Program: Top Professional Responsibility Traps for the Unwary Solo or Small Firm Practitioner

A fast-paced review of Professional Responsibility standards particularly applicable to Solo and Small Firm practitioners.

**MCLE: 1 Hour Legal Ethics**

**Speaker:** Robert Hawley

**Friday, June 21, 2013**  
**1:15 p.m. - 2:15 p.m.**

## (18) Protecting Your Law Practice: Strategic Risk Management

Learn how to protect yourself and your law practice against loss, and for which types of losses you should be prepared. This presentation will address risk mitigation, the basics on insurance, the insurance you need to protect your practice, and how to respond to and deal with claims.

**MCLE: 1 Hour General**

**Speakers:** Damien Oksendler and Margie Lariviere

## (19) The Mobile Lawyer and Professional Responsibility: Confidentiality in the Digital Age

Lawyers are open for business 24 hours a day. They communicate via Twitter & Facebook, on smartphones, tablets & notebooks – in coffee shops, taxicabs, airports and on airplanes. This program will review recent COPRAC opinions addressing technology, and will provide tools to protect confidences and privacy for both attorney and client.

**MCLE: 1 Hour Legal Ethics**

**Speaker:** Perry L. Segal

## (20) ObamaCare and Labor and Employment Law

Many, if not most of your clients have employees. This program will address whether and how the Affordable Care Act (“ObamaCare”) will transform the duties and liabilities of California employers vis-à-vis their workforce.

**MCLE: 1 Hour General**

**Speakers:** David L. Cohen and Paul S. Marks

**Friday, June 21, 2013**  
**2:30 p.m. - 3:30 p.m.**

## (21) Client Selection, Relations & Billing: Keeping Your Law Practice Ethically Compliant and Profitable

Learn about the ethics of client relations and how to avoid distracting (and unprofitable) client disputes. This program will address issues arising from client intake, including investigating the prospective client and new matter, scope of representation, conflicts screening, drafting engagement and disengagement letters, managing client expectations, and more.

**MCLE: 1 Hour Legal Ethics**

**Speakers:** Glen R. Olson and Suzanne Y. Badawi

## (22) iPad for Lawyers: The Basics 101—How to Manage your Practice Using an iPad

Learn how to get started using your iPad to help manage your law practice. This program will teach you how to download apps from the App Store, how to download and upload your legal documents, as well as how to utilize “the Cloud” to streamline the functionality and usability of your iPad.



**MCLE: 1 Hour General**

**Speakers:** Anthony D. Ross and Suzanne Schwartz

**(23) Using Document Automation to Offer Unbundled Legal Services**

Solo practitioners are being impacted by the onslaught of non-lawyer legal services and cost-cutting legal departments. Now, solos can compete by integrating affordable document automation systems to offer unbundled legal services. This program will explain the overall marketplace, identify existing document automation systems, and describe how to use document automation systems to unbundle legal services.

**MCLE: 1 Hour General**

**Speakers:** Donna Seyle and Ron Dolin

**Friday, June 21, 2013**  
**3:45 p.m. - 5:00 p.m.**

**(24) General Session and Wrap Up**

**Law Firm Marketing Strategies in a Social Media World: Using Facebook and Blogging (Part 2)**

In Part 2, we will cover how attorneys are ethically using Facebook to build relationships with potential referrals and clients, driving targeted traffic to their websites, and ranking higher on Google by using with their blog. Discover how social media has become a game changer for law firms across the nation and learn from cutting-edge case studies of law firms who are driving new business through social media..

**MCLE: Not for MCLE Credit**

**Speaker:** Stephen Fairley, Rainmaker Institute

**Saturday, June 22, 2013**  
**7:30 a.m. - 8:30 a.m.**

**(25) Continental Breakfast**

**Saturday, June 22, 2013**  
**8:30 a.m. - 9:30 a.m.**

**(26) Bankruptcy Basics for Non-Bankruptcy Lawyers**

Learn the basics of bankruptcy law. This program will give a broad overview of key areas in bankruptcy, including automatic stays, Chapter 7, Chapter 11, and Chapter 13. This session is for attorneys new to bankruptcy law.

**MCLE: 1 Hour General**

**Legal Specialization: 1 Hour Bankruptcy Law**

**Speaker:** Alan VanDerhoff

**(27) How to Win in Arbitration: Getting Ready for the New Normal**

With courtroom and courthouse cuts a painful reality, many more matters will end up in front of arbitrators. Learn how to gain an advantage in every phase of the process.

**MCLE: 1 Hour General**

**Speakers:** John B. Marcin and Lisa Miller

**(28) Employment Law Update: The Best and the Worst of 2013**

Hear about the best and worst employment law cases of 2013. The program will cover the cases of the most utility to the employment litigator and the employment advisor.

**MCLE: 1 Hour General**

**Speakers:** Andrew H. Friedman and Anthony J. Oncidi



**Saturday, June 22, 2013**  
9:45 a.m. - 10:45 a.m.

## (29) Family Law Basics

This session will provide a broad and pragmatic overview of family law, from the initial consultation to temporary orders. Topics include jurisdiction, venue, initial paperwork, the importance of Disclosure issues, and obtaining temporary orders. This program will cover alternative methods of resolution, and address substantive issues including custody, visitation or timeshare, support and property division.

**MCLE: 1 Hour General**

**Legal Specialization: 1 Hour Family Law**

**Speakers:** Sherry Peterson and Mark Ressa

## (30) Intellectual Property Laws— Licensing Nut & Bolts

Learn the basics and a few advanced tips on licensing agreements and transactions. This program will cover licensing of a variety of subject matters, identify what should be in every license agreement, and explain the specifics of certain types of agreements.

**MCLE: 1 Hour General**

**Speaker:** James C. Roberts

## (31) Social Media's Impact in Employment Litigation and the Workplace

This program will explore the expanding aspect of the impact of Social Media in the workplace and in employment litigation, from a plaintiff and defense perspective.

**MCLE: 1 Hour General**

**Speakers** Teresa A. McQueen and Cynthia Elkins

**Saturday, June 22, 2013**  
11:00 a.m. - 12:00 noon

## (32) Ethical Implications for Lawyers in Cyberspace & Social Media

Learn how to use popular social networking sites such as Facebook, Twitter and LinkedIn in case investigation, preparation and litigation, and how the use of such services, both professionally and personally, can raise ethical issues relating to disclosure of private information, contact and represented parties trial publicity rules, and more.

**MCLE: 1 Hour Legal Ethics**

**Speakers:** Jim Friedhofer and Wendy L. Patrick

## (33) How to Use an Insurance Policy in Litigation When You Really Need It

Learn how insurance policies are used in litigation. This program will review the roles and responsibilities of brokers and underwriters in the tendering of claims for casualty insurance.

**MCLE: 1 Hour General**

**Speakers:** Rinat Erlich and Alan Packer

## (34) Taxes and Estate Planning 101: Portability and the New AB Trusts

Learn how the American Taxpayer Relief Act of 2012 has changed how to draft estate planning documents. This introductory course will explain the changes to the estate and gift tax law that were made at the end of 2012, and provide practical advice regarding the new exemptions, rates and portability provisions. This is a must attend course for anyone involved in estate planning.

**MCLE: 1 Hour General**

**Legal Specialization: 1 Hour Taxation & Estate Planning, Trust and Probate Law**

**Speakers:** Andrea Kushner Ross and Dennis I. Leonard



# COURSE SELECTOR

Your Name \_\_\_\_\_ Your Bar Number \_\_\_\_\_

Use this form to select the events and education courses that you plan to attend. Keep a copy for your records.

## Thursday, June 20

### 11:30 a.m.-1:00 p.m.

- [1] Opening General Session and Lunch

### 1:15 p.m.-2:15 p.m.

- [2] Planning for the Death or Disability of the Solo Practitioner
- [3] Transitioning From Government Offices or Law Firms To Your Own Small or Solo Practice
- [4] Leveraging Technology to Win in Court

### 2:30 p.m.-3:30 p.m.

- [5] Avoiding the State Bar Disciplinary System
- [6] Accounting 101 for Attorneys and an In-Depth Study of Attorney E&O Policies

- [7] Relief Practitioner: How to Plan for the 9th Inning of Your Legal Career

### 3:45 p.m.-4:45 p.m.

- [8] Client Trust Accounting Fundamentals
- [9] ADA and Accessibility Risk Management for Law Firms
- [10] When and How to Use a Mediation Consultant

### 5:00 p.m.-6:00 p.m.

- [11] General Session and Wrap Up

### 6:00 p.m.-7:00 p.m.

- [12] Networking Reception

## Friday, June 21

### 8:30 a.m.-10:00 a.m.

- [13] Continental Breakfast and General Session

### 10:15 a.m.-11:15 a.m.

- [14] Law Practice Planning via Budgeting
- [15] Your Client's Deposition: Preparation Tips and Strategies
- [16] How to Set up a Paperless Law Practice

### 11:30 a.m.-1:00 p.m.

- [17] Friday Lunch Program: Top Professional Responsibility Traps for the Unwary Solo or Small Firm Practitioner

### 1:15 p.m.-2:15 p.m.

- [18] Protecting Your Law Practice: Strategic Risk Management

- [19] The Mobile Lawyer & Professional Responsibility: Confidentiality in the Digital Age

- [20] ObamaCare and Labor and Employment Law

### 2:30 p.m.-3:30 p.m.

- [21] Client Selection, Relations & Billing: Keeping Your Law Practice Ethically Compliant and Profitable
- [22] iPad for Lawyers: The Basics 101—How to Manage your Practice Using an iPad
- [23] Using Document Automation to Offer Unbundled Legal Services

### 3:45 p.m.-5:00 p.m.

- [24] General Session and Wrap Up

## Saturday, June 22

### 7:30 a.m.-8:30 a.m.

- [25] Continental Breakfast

### 8:30 a.m.-9:30 a.m.

- [26] Bankruptcy Basics for Non-Bankruptcy Lawyers
- [27] How to Win in Arbitration: Getting Ready for the New Normal
- [28] Employment Law Update: The Best and the Worst of 2013

### 9:45 a.m.-10:45 a.m.

- [29] Family Law Basics

- [30] Intellectual Property Laws—Licensing Nut & Bolts
- [31] Social Media's Impact in Employment Litigation and the Workplace

### 11:00 a.m.-12:00 noon

- [32] Ethical Implications for Lawyers in Cyberspace & Social Media
- [33] How to Use an Insurance Policy in Litigation When You Really Need It
- [34] Taxes and Estate Planning 101: Portability and the New AB Trusts



# REGISTRATION FORM

USE A SEPARATE FORM FOR EACH REGISTRANT

**DEADLINE: JUNE 13, 2013**

*For advance registration, complete this Registration Form and the Course Selector on the reverse side. Keep a photocopy for your records and mail or fax this form before the **June 13** deadline.*

**SIGN ME UP!**

## REGISTER

For registration information call (415) 538-2508.

**ONLINE AT:** [www.calbar.org/solosummit](http://www.calbar.org/solosummit)

**BY FAX:** (415) 538-2368

*Registrations with credit card payments only. If advance registration form is faxed, do not mail the original form. Fax registrations cannot be confirmed by telephone, but you will receive an email confirmation.*

**BY MAIL:** Program Registrations/Solo Summit  
State Bar of California  
180 Howard Street, San Francisco CA 94105



Special Needs or Assistance Call (415) 538-2465

CA State Bar Number \_\_\_\_\_

Email (required) \_\_\_\_\_

Name \_\_\_\_\_

Firm \_\_\_\_\_

Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Phone \_\_\_\_\_

Non-Lawyer Spouse/Guest Name \_\_\_\_\_

If your spouse/guest is not an attorney, registration is complimentary. If your spouse/guest is an attorney he or she must complete a separate form and pay the registration fee.

Your contact information may be released to other attendees/sponsors/exhibitors. Check here if you do not want your contact information released.

## GROUP DISCOUNT

SAVE when you send multiple staff from the same office. Register two or more people and receive \$25 off the pre-registration fee for each registrant. Everyone in the "group" must register at the same time to qualify. Call (415) 538-2508 for further information. Not available for online registration.

## REGISTRATION FEE

Registration fee includes admission to education programs, program materials, continental breakfast (Friday/Saturday) and lunch (Thursday/Friday).

*The State Bar of California is a State Bar of California approved MCLE Provider.*

	Registration Fee if Received by June 13	Fee if Received After June 13 and On-site
<input type="checkbox"/> Attorney	\$375	\$475
<input type="checkbox"/> Paralegal and other non-attorney legal professional	\$300	\$400

## REGISTRATION PAYMENT

Registration fees may be paid by check, VISA or MasterCard (no other credit cards will be accepted.) Make checks payable to The State Bar of California.

Total Amount Enclosed or to be Charged for Registration Fees \$ \_\_\_\_\_

My check is enclosed OR  Charge my VISA or MasterCard  
Select one  VISA  MasterCard

Account Number \_\_\_\_\_

Exp Date \_\_\_\_\_

Cardholder's Name \_\_\_\_\_

Cardholder's Signature \_\_\_\_\_

## REFUNDS/CANCELLATIONS

Registration and/or ticket refund requests **MUST BE IN WRITING AND BE RECEIVED BY THE STATE BAR** by June 13, 2013, and are subject to a \$50 service charge. Refunds are not available after June 13.



## GENERAL INFORMATION/HOTEL RESERVATIONS

*Long Beach is a convenient destination for the 2013 California Solo & Small Firm Summit. We can plan an exceptional educational program for you in a destination with many fun, local attractions for the family and friends who may be joining you.*

### KEY DEADLINES

**May 29 Hotel Reservation Deadline**  
**June 13 Pre-registration Deadline**

### GETTING THERE AND PARKING

The Marriott Renaissance Long Beach Hotel is located in the heart of Long Beach, on the corner of Pine Avenue and Ocean Boulevard. Situated in the entertainment district, it is steps away from great dining, nightlife and boutique shopping. Nearby airports are Long Beach Airport and Los Angeles International Airport.

Parking at the Marriott Renaissance Long Beach Hotel is available at a daily fee of \$18 for self-parking or \$23 for valet parking.

### REGISTRATION/PROGRAM & SPEAKER CHANGES

**Deadline: June 13, 2013**

Advance registration deadline is June 13, 2013. Registration fees are outlined on the form. Register online at [www.calbar.ca.gov/solosummit](http://www.calbar.ca.gov/solosummit). Registration and/or ticket refund requests must be in writing and received by June 13, 2013, and are subject to a \$50 service charge. Occasionally changes in the programs are made in response to speaker availability, participant demand or unforeseen circumstances.

### QUESTIONS

For registration information please call (415) 538-2508. For program content information or Special Assistance call (415) 538-2465.

### HOTEL INFORMATION

**Deadline: May 29, 2013**

*Only \$169 plus tax, per night*

Help us keep the Summit registration fees low, by booking your hotel reservation at our headquarter property hotel.

**Marriott Renaissance  
Long Beach Hotel**

**111 East Ocean Boulevard  
Long Beach 90802  
(562) 437-5900**

A block of rooms has been reserved at the Marriott Renaissance Long Beach Hotel at the special Summit rate of \$169 single or double occupancy. **Reservations must be made by May 29.** Don't wait to book your reservations as the hotel block may sell out before the May 29 deadline. **Book your reservations by calling (800) 468-3571 or the hotel directly at (562) 437-5900.** Mention State Bar of California Solo & Small Firm Summit to get the group rate.

The Marriott Renaissance is a pet-friendly hotel. There is a non-refundable sanitation fee of \$75. Contact the Marriott for details.





The State Bar of California  
State Bar Solo & Small Firm Summit  
180 Howard Street  
San Francisco CA 94105-1639

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The State Bar of California

# California Solo & Small Firm Summit

June 20 – 22, 2013  
Renaissance Long Beach Hotel

JOIN US FOR  
the annual 2-day educational summit designed for  
solo or small firm practitioners and office staff,  
with solutions for lawyering and managing a law practice.  
Featuring the Ethics Hotline live "by satellite" and  
CLE programs in substantive areas most common to  
solo or small firm practitioners –  
ALL DESIGNED BY THE STATE BAR OF CALIFORNIA.



[www.calbar.org/solosummit](http://www.calbar.org/solosummit)

