

Sole Practitioner and Small Firm Section

Litigation Group Chair: R. Christopher Gilreath

Moderator:

Program Theme: Powerful Tips to Manage Your Practice and Win at Trial

- 9:00am **Opening Remarks** (10 minutes)
- 9:10 am **Tools to Create Effective Trial and Mediation Exhibits and Market Your Practice** (45 minutes)
Larry Simon
Javerbaum Wurgaft Hicks Kahn Wikstrom & Sinins, New York, NY
- 9:55 am **Helping Your Staff Help You—Cost Effective Tips for Your Office** (45 minutes)
John Kitchens
Kitchens Law Firm, Crystal Springs, MS
- 10:40 am **Break** (10 minutes)
- 10:50 am **Managing Client Expectations** (45 minutes)
Pam Mullis
Mullis Law Firm, Columbia, SC
- 11:35 am **Importance of a Business Plan and Vision for Your Firm** (45 minutes)
Cheryl Pope
Carlton Human Capital, Dallas, TX
- 12:20 pm **Lunch**
- 2:00 pm **Key Skills to Manage and Motivate Staff** (45 minutes)
Cheryl Pope
Carlton Human Capital, Dallas, TX
- 2:45 pm **Going Solo—Tips to Make the Process Easier** (30 minutes)
Aaron Hicks
Hicks Law Firm, Costa Mesa, CA
- 3:15 pm **Break** (10 minutes)
- 3:25 pm **Gen X, the Midlife Crisis, and Key Lessons for Our Careers** (60 minutes)
 - Managing your work-life balance while advancing your career
 - Lessons learned for maintaining personal and professional wellnessYvonne Flaherty
Lockridge Grindal Nauen, Minneapolis, MN
- 4:25 pm **Adjourn**