

BUILDING A FAMILY LAW/ MATRIMONIAL PRACTICE

Continuing legal education program presented by:

The New York State Appellate Division, First Department and
The New York State Chapter of the American Academy of Matrimonial Lawyers

AGENDA

Moderators: Hon. David B. Saxe
Hon. Judith J. Gische

Panelists: Bernard E. Clair, Esq.
Peter M. Nissman, Esq.
Virginia A. LoPreto, Esq.
Dana M. Stutman, Esq.

November 21, 2014- 9:30 a.m. - 9:45 a.m. registration and sign in

- I. Introduction and Welcome [5-10 minutes] (9:45 a.m. program begins)
- II. Panelists' Presentations [40 minutes]
Panelists will each speak about their current practice, the clientele they serve and their paths towards reaching their respective, present careers.
- III. Inquiries for the Panelists to address
 - A. Getting and Keeping clients [10 minutes]
 - Sources of business development
 - Initial consultations and screening of new clients
 - Retainer agreements
 - Matrimonial rules and the statement of client's rights and responsibilities
 - B. Professional Networking [10 minutes]
 - How to network effectively and its importance to your practice
 - How to keep abreast of developments in the law
 - How important networking is in terms of client development
 - C. Practical suggestions/considerations when setting up an office [10 minutes]
 - What are the costs associated with establishing a law practice
 - The importance of support staff or services in the smooth operation of a practice
 - What relationships do you maintain with other professionals, e.g., accountants, mental health professionals etc-
 - Options on office space - e.g., virtual, shared, space for services

D. Malpractice [10 minutes]

- Pitfalls and how to avoid it
- Keeping up with developments in law
- When to decline representation of a client

IV. Questions from Audience [10 minutes] (11:30 a.m. program ends - refreshments)

- * *We thank Lisa L. Shrewsberry and Daniel G. Ecker, Esqs. for their materials on "Legal Malpractice Exposure for Matrimonial Lawyers in New York."*
- ** *The assistance of Eileen Kaspar, Principal Law Clerk to Judge Gische, in the preparation of these materials is also acknowledged and gratefully appreciated.*