

10 Highlights for Your New Practice: 2022-2023



February 20, 2024

9:00 a.m. to 12:30 p.m.

Total CPD Hours = 30 m Substantive + 3 h Professionalism **P**

Webcast

Law Society of Ontario

SKU CLE24-0020100-D-WEB

Agenda

9:00 a.m. – 9:30 a.m.

**Rebooting Your Client Intake Process
(30 m **P**)**

Source Program: 17th Solo and Small Firm Conference -
Secrets for Success

*Lisa Feldstein, Lisa Feldstein Law Office Professional
Corporation*

Jennifer Reynolds, Fresh Legal

9:30 a.m. – 9:52 a.m.

**Law Firm Infrastructure: The Building Blocks You Need
(Staffing, Tech and Office Space)
(22 m P)**

Source Program: Reflecting on Your Practice: Tools to
Reset (or Build) Your Practice

Moderator: Juda Strawczynski, Director, practicePRO, *Lawyers'
Professional Indemnity Company (LawPRO®)*

Panelists: Kirsti Mathers McHenry, *Mathers McHenry LLP*

Andrew Paterson, *Durant Barristers*

Tannis Waugh, C.S., *Waugh & Co. Barristers and Solicitors*

9:52 a.m. – 10:14 a.m.

**The Modern Lawyer's Marketing Blueprint
(22 m P)**

Source Program: 17th Solo and Small Firm Conference -
Secrets for Success

Romesh Hettiarachchi, *Signal Lawyers / Lawtrepreneur*
(not featured in this clip)

Andrew Leroy Rudder, *Rudder Law Group*

10:14 a.m. – 10:31 a.m.

**Best Practices for Retainer Agreements and Confirming
the Essential Details with your Client**

Source Program: The Retainer Agreement Explained

Amri Murray, *AJ Murray Legal Services, P.C.*

10:31 a.m. – 10:52 a.m.

**Managing the Litigation Process and the Client
Relationship**

Source Program: Family Law Refresher 2023

Annie Kenet, *Goldhart Kenet LLP*

- 10:52 a.m. – 11:07 a.m.** **Break**
- 11:07 a.m. – 11:28 a.m.** **Law Society Spot Audits: Five Most Common Issues
(21 m P)**
- Source Program: 20th Real Estate Law Summit
- Andrew Assikopoulos, CPA, CA, CMA, Auditor, Spot Audit,
Law Society of Ontario
- Mandy Chan, BBA (Accounting), DIFA, CA, CPA, Auditor,
Spot Audit, *Law Society of Ontario*
- 11:28 a.m. – 11:46 a.m.** **Business Strategies for a Shift to Part-Time or Alternative
Practice
(18 m P)**
- Source Program: A Guide for Law Practice Transitions to
Part-Time and Alternative Practice Arrangements
- Erin C. Cowling, Founder & CEO, *Flex Legal Network Inc.*
- 11:46 a.m. – 11:56 a.m.** **How not to be the Next Fraud Dupe or Victim!
(10 m P)**
- Source Program: 20th Real Estate Law Summit
- Raymond Leclair, Vice-President, Public Affairs, *Lawyers’
Professional Indemnity Company (LawPRO®)*
- 11:56 a.m. – 12:06 p.m.** **Finances Rapid-fire Roundtable: Setting Your Fees,
Setting a Budget and Staying on Track
(10 m P)**
- Source Program: Reflecting on Your Practice: Tools to
Reset (or Build) Your Practice

Juda Strawczynski, Director, practicePRO, *Lawyers' Professional Indemnity Company (LawPRO®)*

Peter Carayiannis, *EY Law LLP*

Amy Grubb, *Grubb Legal Consulting*

12:06 p.m. – 12:30 p.m.

**Remote Work: New Risks, New Challenges
(24 m P)**

Source Program: Technology and the Law

Moderator: Amy Salyzyn, Associate Professor, Faculty of Law,
University of Ottawa

Panelists: Kevin Lo, Managing Director, *Froese Forensic Partners Ltd.*

Florian Martin-Bariteau, Associate Professor, Faculty of
Law, *University of Ottawa*

Dr. Teresa Scassa, Canada Research Chair in Information
Law and Policy, Faculty of Common Law, *University of
Ottawa* (not featured in this clip)

12:30 p.m.

Program Ends