



**The Business of Lawyering:
Professional Development for Today's Attorney's
Tennessee Bar Center- Nashville, TN
February 6, 2015**

The Program Description

You know the law but don't let the business of law slow you down as you build your reputation and client base. This three-hour ethics seminar will focus on practical aspects of lawyering such as managing yourself and your support staff, using case managements systems, engaging clients, ending the client relationship ethically, and using social media to advertise.

Program Producer: *Lisa Helton, Sherrard & Roe, PLC*

Agenda

- 8:30- 9:00am** **Registration**
- 9:00 – 10:00am** **Managing Yourself and Your Support Staff**
This session will include practice manage tips, as well as tips on managing cases through the use of case management systems. It will also include an overview on managing support staff.'
Sonya Smith Wright, Hagan & Farrar PLLC
Amy Farrar, Hagan & Farrar PLLC
- 10:00 – 10:15am** **Break**
- 10:15 - 11:15am** **The Client Relationship: Engaging and Disengaging**
This session will include discussion on determining when the ethical obligation begins in the client relationship, as well as ethical issues involved in terminating the client relationship.
Alan Johnson, Board of Professional Responsibility
- 11:15 – 12:15pm** **Casting a Wide Net: How to Ethically Use Social Media to Advertise**
This session will include tips on ethically using social media to market your practice, with specific tips on what to say on social media about your practice areas.
Ryan Holt, Sherrard & Roe, PLC
Amy Mohan, Sherrard & Roe, PLC