

MASTER CLASS SERIES:



MANAGING DISASTERS & BUSINESS RISK IN THE LAW FIRM

Technology...The Economy...
Competition...Cloud Services...

The successful practice of law faces more challenges than ever before. This half-day program presents, in straightforward, digestible style, not just the risks and problems, but straightforward, down-to-earth solutions to a host of common and uncommon risks, walking participants through all the categories of firm operations that should be reviewed and focused.

Topics Covered:

1. Structure and Governance
2. Intake Process
 - a. Avoiding bad clients
 - b. Fee agreements and scope of work
 - c. Conflict checking
3. Client management process
4. Technology, security and confidentiality
5. Human Resources (people) management
6. Financial management
7. Insurance portfolio
8. Natural disaster preparedness and business resumption
9. Succession and leadership planning
10. Health & work/life balance
11. Marketing efforts

About the Speaker



Dustin Cole is a Master Practice Advisor and President of Attorneys Master Class, one of the nation's leading attorney practice development organizations. Through his nationwide seminars, Mr. Cole has trained over 20,000 attorneys across the United States in how to build more successful practices and develop their dream retirements. He brings more than 35 years of experience in every phase of marketing and management to his work with the legal profession, helping firms cope with market change, partner disputes, mergers and breakups, guides attorneys and practice groups through successful marketing planning and execution, and advises attorneys in planning retirement and succession. Through Attorneys Master Class, Dustin has supported firms ranging in size from sole practitioner to over 2000 attorneys. Mr. Cole's past and current client list includes Holland & Knight, Snell & Wilmer, Roetzel & Andress, Akerman Senterfitt, Broad & Cassel, GrayRobinson, Gunster Yoakley, Smith Currie, Carlton Fields, Phelps Dunbar, Gallivan White & Boyd, and many others. Dustin is a native of Phoenix, Arizona, and holds a degree in Mass Communications from Arizona State University.