

**CHELAN-DOUGLAS COUNTY BAR ASSOCIATION**  
**June 11, 2009 NEWSLETTER**

Announcements

Bar Lunches

There are no bar lunches in the summer. You will be receiving a newsletter with information about the bar lunches from Brian Huber.

Practice Made Perfect Academy - Ann Guinn

Six attorneys have expressed interest in these workshops. The workshops will be the second Thursday afternoon of each month for three hours. The workshops focus on the issues that most directly impact revenues and profitability. The cost would be \$149 per session. Some of the sessions would be eligible for CLE credit. Please contact Peggi Moxley at 662-2031 or [PeggiMoxley@aol.com](mailto:PeggiMoxley@aol.com) if you are interested. See attached.

Certified Professional Guardian Classes

As those of you who work in the guardianship area know, new professional guardians have to take a series of classes which are offered by the University of Washington in both western and eastern Washington. See attached flyer for information for classes offered September 2009 through February 2010.

Wills for National Guard Members

As some of you may know, WSBA has a program for volunteer attorneys to provide free Wills for National Guard Members. WSBA Legal Assistance to Military Personnel (LAMP) is sponsoring free CLE clinics for attorneys who will do this. You will receive 3 CLE credits for the training which are occurring at different locations around the state in the period June 12 through June 18, 2009. For more information visit <http://aacf.wordpress.com/training-2/june-2009-training>.

Name Change

Johnson, Gaukroger, Drewelow & Woollett, P.S. is no more. The new name as of June 1, 2009, is Johnson, Gaukroger, Woollett & Smith, P.S.

2009 WSBA Traveling Seminar

The 2009 Traveling CLE will be in Wenatchee June 23, 2009, at the Red Lion Hotel. Please see attached if you wish to register.

Job Listing

The Chelan County Prosecuting Attorney's office has an opening for an attorney, most likely in District Court division. Further details available by contacting [Gary.Riesen@co.chelan.wa.us](mailto:Gary.Riesen@co.chelan.wa.us).

Young Lawyers Division

Upcoming Meetings:

The next YLD Social is at Bob's Classic on July 1, 2009, at 5:30. All are welcome! Please come and meet the new Board Members and share some spirits



**INVEST IN YOUR FUTURE!**

**JOIN THE**

**PRACTICE MADE PERFECT  
ACADEMY**

*"I believe all law firms can be making more money. Law schools don't teach you how, but I do!"*

**ANN GUINN**  
Solo and Small Firm Consultant

Don't let law school keep you from getting ahead! Now, you can learn the proven techniques that will help you build the practice you've always wanted -- and make more money. Through this unique learning experience, the **PRACTICE MADE PERFECT ACADEMY** lets you work directly with acclaimed solo and small firm consultant Ann Guinn to achieve your dreams.

Each month, you and your fellow **ACADEMY** members will meet with Ann for three hours in an interactive workshop environment. Through practical, hands-on exercises, you'll learn the proven success strategies that Ann uses to help her clients thrive -- and you'll develop your personal action plan to help you integrate these ideas into your own business. You'll develop new skills that will help you:

- Create a vision and a future for your practice
- Stand out in the crowded legal services marketplace
- Make your fees work for you
- Attract your ideal clients
- Improve your cash flow and stop worrying about money
- Create value-added services for happier clients
- Be a better manager and a better attorney
- Market, market, market
- And, yes -- **MAKE MORE MONEY!**

Here's what **ACADEMY** members have to say about this opportunity.

*"Attending Ann's group has helped me sharpen the firm focus and long-term planning. We have made major improvements in how we do business based on our work with Ann."*

Mike Fancher  
Seattle Divorce Services

*"Ann Guinn's classes have made me rethink many of my long-standing law business management practices. She has made me much more effective at marketing my services and focusing on what I can do most profitably."*

Paul Hanson  
Law Office of Paul Hanson

Don't be left out! **PRACTICE MADE PERFECT ACADEMY** is coming to Wenatchee in Summer 2009! Space is limited in all locations. Remember, each group is limited to 10 attorneys, so act now!

If your practice isn't meeting your expectations or your financial goals, maybe it's time to try something new. Ann has made a difference in the lives of hundreds of attorneys over the past 17 years – and she can do the same for you! **PRACTICE MADE PERFECT ACADEMY** – it just couldn't be any easier, more personal, or – at only \$149 per month – more affordable! (That's right – each month you will receive consulting expertise valued at \$450 for the low price of \$149!)

Call **ANN GUINN** today at **(253) 946-1896** or e-mail her at [anngp15@aol.com](mailto:anngp15@aol.com) to hear more about this exciting opportunity or to reserve your place in the Wenatchee **PRACTICE MADE PERFECT ACADEMY**. But, **HURRY** – space is filling up quickly and only 10 lucky attorneys will be accepted.

**THIS IS AN OPPORTUNITY YOU CAN'T  
AFFORD TO MISS!**



# DISCOVER A REWARDING PROFESSION IN GUARDIANSHIP

## STAFF CAN YOU ENHANCE YOUR LIFE BY BEING A QUALIFIED PROFESSIONAL GUARDIAN (CPG)?

The UW Certificate in Guardianship provides students with the education they need to become effective guardians of adults who have been declared "incapacitated" by Washington state courts. This six-month program combines online and classroom instruction to accommodate students statewide. Successful completion of this program meets the educational requirement of the State Supreme Court CPG Board as one of the prerequisites to become a CPG.

For an overview of other prerequisites, see the Washington Courts CPG Program and requirements: [www.courts.wa.gov/programs\\_orgs/guardian](http://www.courts.wa.gov/programs_orgs/guardian).

*Application deadline: Feb. 1, 2010 for the Sept. 2009-Feb. 2010 program.*

The classroom sessions for the Sept. 2009-Feb. 2010 program are offered exclusively in Eastern Washington; the classroom sessions for the Mar. 2010-August 2010 program are offered in Bellevue, WA.

### OUR GOALS

- Provide a high quality, cost-effective education
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- Provide a high quality, cost-effective education



**Registration Information**

**Payment:** Multiple registrants may use separate forms and payments may be made with a single check or credit card. Please keep a copy of this brochure; you will not receive a confirmation.

**Refunds:** Registration fees are refunded, less \$25 for handling, for written cancellations postmarked or faxed by 5:00 p.m. 5 business days before the program. No refunds are made after that date, but you will receive the course book.

**Data:** If you don't want your registration data entered in WSBA member records, please advise.

**Mail:** Send your completed registration form with payment to WSBA, 1325 Fourth Avenue, Suite 600, Seattle, WA 98101-2539.

**Phone:** Call WSBA Service Center at 800-945-WSBA(9722) or 206-443-WSBA(9722). Please have your credit card and registration form in hand when you call and cite seminar code: LOMOTR60209 or LOMOTR 60309, depending on city.

**Fax:** 206-727-8320 Please include Visa or Mastercard information when faxing your completed registration form.

**Internet:** questions@wsba.org Email your registration with Visa or Mastercard information.

**Walk-in:** You may register at the seminar. Materials may be delayed. Call prior to the seminar to check availability.

**Questions:** Please call the WSBA Service Center at 800-945-WSBA or 206-443-WSBA OR email julies@wsba.org.



**WSBA**  
LAWYER SERVICES DEPARTMENT

**LOMAP & ETHICS**  
**... ON THE ROAD™**

**The 2009 Traveling Seminar**

will feature:

*What You May Not Know About*

*Client Trust Accounts*

*The Rules, Regulations and Common Sense of*

*Managing Client Trust Accounts*

*What's New in Ethics?*

*Your Practice Ends Someday:*

*Ethical Considerations*

*Lawyers Do Not Live Forever*

*Time & Billing*

And a Continental Breakfast!

**\*\*NOT ALL TOPICS WILL BE PRESENTED AT EACH SEMINAR!\*\***



**LOMAP & ETHICS**  
**... ON THE ROAD™**



**Law Office Management Assistance Program**  
presents

**The 2009 Traveling Seminar!**

**4.00 CLE Credits, (3 ethics) Only \$99!**

**8:00 a.m.— Noon**

*Continental Breakfast Included!*

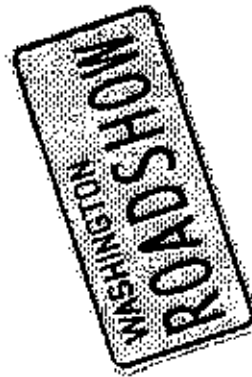
**June 23 Wenatchee**

*Red Lion Hotel Wenatchee*

**June 24 Yakima**

*Clarion Hotel & Conference Ctr*

*"... and bring a staff person!"*



See [www.lomap.org](http://www.lomap.org) for other dates and cities!  
Tel: 800-945-WSBA(9722) or 206-443-WSBA

# LOMAP & ETHICS . . . On the Road™

## The 2009 Traveling Seminar!

4.0 CLE credits (3 ethics)

7:30-8:00 am: Registration & Breakfast  
8:00 a.m.-12 Noon-Seminar

Registration Form for Attorneys and Staff  
The 2009 Traveling Seminar

Check	Sign up for:	Time	Price
<input type="checkbox"/>	June 23, 2009	8:00	\$99.00
	Red Lion Hotel Wenatchee (509-663-0711) 1225 North Wenatchee, Wenatchee, WA		
	Code: LOMOTR0909		

### Seminar Highlights

**What You May Not Know About Client Trust Accounts:** Are you aware of the recent changes to the trust account rules? Find out how you can make sure you are in compliance.

**The Rules, Regulations and Common Sense of Managing Client Trust Accounts:** What is the point of all these rules anyway? Find out exactly what the trust account rules are designed to do.

**What's New in Ethics?** A review of updates to the RPC's in the last year and what's on the horizon.

**Your Practice Ends Someday: Ethical Considerations** How to plan for the end of your practice and comply with your ethical obligations.

**Lawyers Do Not Live Forever:** What are the implications for clients if the lawyer dies? We want you to be prepared with proper planning to avoid a difficult situation for your family.

**Time and Billing:** Let's take a look at ways to ease this nagging task. Set goals and use procedures that members around Washington

### About the Speakers

**\*Peter Roberts** has his MBA from The College of William & Mary and a Certificate as Small Business Webmaster from the University of Washington. He has 18 years of experience as a legal administrator. Peter has consulted with over 400 WSBA members. Peter is Practice Management Advisor in the Law Office Management Assistance Program (LOMAP) of the Washington State Bar Association.

**\*David Powell** is the Professional Responsibility Counsel for the Washington State Bar Association. He has a B.A. from the University of Chicago and a J.D. from Washington University, St. Louis. David has been a lawyer for 14 years, mostly in private practice. After a 2004/2005 sabbatical as a Disiplinary Counsel at the Washington State Bar Association, David began sharing duties with Professional Responsibility Counsel Christopher Sutton in 2007 and in 2008 David became the full-time Professional Responsibility Counsel for the WSBA. He is licensed in both Washington and Oregon.

**Rita Swanson** is the WSBA Audit Manager. Her main responsibilities include conducting "for cause" audits, overseeing the Association's random examinations, investigating grievances involving trust account violations, and educating lawyers and their staff as to the trust account rules and regulations. Rita is a Certified Public Accountant and prior to joining the Bar Association she was a manager in a local public accounting firm.

**Cheryl Hewitt** has been a WSBA Auditor since 2005. She performs random examinations and educates attorneys about the trust-account rules and regulations. She received her B.A. from Boise State University (1981) and her J.D. from the University of Idaho (1984). She was a staff accountant at the Bellevue CPA firm of Shimizu & Shimizu for five years prior to joining the auditing staff at WSBA in 2005.



**\*\*NOT ALL TOPICS AND SPEAKERS WILL BE PRESENTED AT EACH SEMINAR!\*\***

\*Denotes Speakers and Topics

"... and bring a staff person!"

June 24, 2009	8:00	\$99.00
Clarion Hotel & Conference Center (509-248-7850) 1507 North 1st Street, Yakima, WA		
Code: LOMOTR0909		

Bar No. \_\_\_\_\_ Total: \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

#### Method of Payment

- Check Enclosed Payable to WSBA  
 Visa  
 MasterCard

Please note: No coupon or preferred rates accepted for this program. Seating is limited.

Credit Card # \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

Billing Address \_\_\_\_\_

See [www.lomap.org](http://www.lomap.org) for information about services available to members!