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1.0 Other - Office Management CLE Credit – A/V Approval #1114470

Recording Date - May 8, 2019

Meeting Location	Date	Time	Topic
King County Bar Association 1200 Fifth Avenue - Suite 700 Seattle, WA	Wednesday, May 8, 2019	12:00 PM to 1:15 PM	Billing Practices That Help You Stop Underearning and Get Paid What You're Worth

AGENDA

- 12:00 PM** Introduction
- 12:10 PM** Presentation: 'Billing Practices That Help You Stop Underearning and Get Paid What You're Worth', by Ann Guinn, G&P Associates
- 1:15 PM** Adjourn

SPEAKER BIOGRAPHY

Ann Guinn, G&P Associates - Ann bridges the gap between what attorneys learned in law school and what attorneys need to know in real life about how to build and maintain a profitable law practice. Through membership groups, her newsletter, webinars/CLEs, and one-on-one consulting, Ann has helped thousands of solo and small firm attorneys increase revenues, attract great new clients, develop systems for increased efficiencies and productivity, provide better service for happier clients, and enjoy a higher level of satisfaction from the practice of law.

Ann's Specialties: Marketing for small law firms, financial analyses, value-added services, billing and collections procedures, fee structures, long/short-range planning, firm retreats. Ann is a national public speaker and author of "Minding Your Own Business: The Solo and Small Firm Lawyer's Guide to a Profitable Practice" (ABA 2010).