

KING COUNTY BAR

1.0 Law & Legal CLE Credit – A/V Approval #1159049

Recording Date – September 9, 2020

Meeting Location	Date	Time	Topic
The Safety of Your Home https://www.kcba.org/My-KCBA/Streaming-Meetings?mt=3	Wednesday, September 9, 2020	12:00 PM to 1:15 PM	Building Your Practice During and After COVID-19

AGENDA

12:00 PM Introduction

12:10 PM Presentation: 'Building Your Practice During and After COVID-19', by Ann Guinn, G&P Associates

- Develop legal services to meet your clients' new needs
- Attract new business when so many traditional strategies are no longer possible due to COVID-19
- Increase efficiency to become more cost-effective for your clients and boost your revenues

1:15 PM Adjourn

SPEAKER BIOGRAPHY

Ann Guinn, G&P Associates - Practice Management Consultant Ann Guinn has been helping solo and small firm attorneys build and maintain sustainable, client-centered practices for more than 27 years. She is a nationally recognized speaker, author of *Minding Your Own Business: The Solo and Small Firm lawyer's Guide to a Profitable Practice* (ABA), as well as a number of articles on how to manage a small law practice, and a great cheerleader for her clients. Ann is the recipient of the 2019 WSBA Lifetime Service Award for 30+ years of volunteer service to the legal community and the public.