

# SOLO & SMALL FIRMS

## Section

KING  
COUNTY  
BAR  
ASSOCIATION

Meeting Called By: Lauren Burgon, Chair

### 1.00 Office Management CLE Credit – A/V Approval #1220364

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Date: Wednesday, September 14<sup>th</sup>

Time: 12:00 PM to 1:15 PM

Topic: ***10 Tips to Help You Reach Your Financial Goals*** by Ann M. Guinn, by Ann M. Guinn Practice Management Consultant to Solo and Small Law Firms G&P Associates

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#### Agenda

**12:00 PM** Introduction

**12:10 PM** Presentation: ***10 Tips to Help You Reach Your Financial Goals*** by Ann M. Guinn, Practice Management Consultant to Solo and Small Law Firms, G&P Associates

If you're like some attorneys, you do the work, send out the bills, and then hold your breath in January to see how you did financially the previous year. Wouldn't it be wonderful if you could take the guess work out of your revenues and know that you are on track every month to hit your goals? Join practice management consultant Ann Guinn as she helps you identify the obstacles blocking you from reaching your goals, and shows you how to create a simple daily plan to insure you hit that magic number. No more being at the mercy of your profit and loss statement. Gain greater satisfaction and financial security from your practice by taking charge of your income and managing a revenue stream that supports your business -- and your dreams!

**1:15 PM** Adjourn

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### **Speaker Biography**

**Ann M. Guinn** is a practice management consultant to solo and small law firms. Ann teaches attorneys how to run a profitable, efficient, productive, and satisfying law practice. She helps her clients identify what's working and fix what's not working in their businesses, with a focus on firm finances, business development, and growth opportunities. Ann has served on the Executive Committee of WSBA's Solo & Small Practice Section since 1994, and is in her 17th year on the Planning Committee of WSBA's Solo and Small Firm Conference. Ann was the 2019 recipient of the WSBA APEX Lifetime Service Award. Ann has been a featured speaker at over 100 WSBA CLEs, as well as NY Legal Tech, ABA meetings, conferences and webinars, and solo/small firm conferences across the U.S. Her book entitled *Minding Your Own Business: The Solo and Small Firm Lawyer's Guide to a Profitable Practice* is available through the ABA webstore.

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