



# Hit the Ground Running

## Practical Advice for Novice Attorneys



**MCLE CREDIT:** Western State College of Law is a certified California MCLE provider.

This activity qualifies for **1.0** hours of credit under the category of "Ethics" and **3.0** credits for "General."

Provider # 14749

Presented by Adjunct Professor Neil Pedersen  
Senior Principal, Pedersen McQueen, APLC



**Saturday, February 20, 2016 | 9:00 a.m. to 1:00 p.m. |  
Room 206**

*Coffee & Snacks Provided*

Join Adjunct Professor Neil Pedersen for this unique seminar packed with tips, tricks, and advice for newer lawyers along with "how to" ideas to make you a profitable asset to any firm - *even your own!* Topics covered include:

- Managing your most valuable asset - *your time*
- Capturing your time efficiently and effectively
- Business development strategies for newer practitioners
- Controlling and identifying client expectations
- Best practices for communicating with clients
- Developing competence in your chosen field(s)
- Forming and memorializing the attorney-client contract
- Ethical and effective intake practices ... and much more!

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