



**NE CLE by the C (Computer):
Virtual Solutions for Solos and Small Law Firms**

**Sponsored by The Greater Newburyport Bar Association
with LCL/LOMAP, The Maine State Bar Association
& The NH Bar Association**

This year's CLE by the Sea has moved to the Computer. Same great practical and substantive content and expert presenters. Interactive sessions and designated networking times. Added bonus—all registrants will receive the session recordings.

Day One, Wednesday, July 15, 2020

9:00-10:00 Session A: How to Decide Whether to Accept a Client*

Mary Anne Manoles, Esq.

Client In-Take Investigation: Taking on a new client is an exciting opportunity but, how much do you really know about them? Learn why it's important to know the facts and information on your client sooner rather than later.

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10:15-11:15 Session B: Employment Law Issues Arising under Covid 19

Maureen L. Pomeroy, Esq. Pomeroy Law

Learn about the employment law implications of the Families First Coronavirus Response Act and other COVID-19 related federal and state legislation and strategies for handling employee return to work, leave requests and disability accommodations.

11:30-12:30 Session C: Recognizing and Managing Implicit Bias in Legal Practice

Israela Adah Brill-Cass, Esq., Ombudsperson, Wesleyan University, Communication Studies Senior Affiliated Professor, Emerson College, Founder and Principal, Fixerrr MA

What is bias and how do we recognize the impact it has on us as lawyers, on our clients and on what we're able to achieve in our work? Once we recognize it, how do we combat it? Learn new insights into recognizing and combating bias to produce the best decision-making and results.

12:45-1:15 Lunch Break/Open Discussion on Practice Issues

**1:30-2:30 Session D: Family Lawyers & Therapists:
Helping Families Navigate Divorce Successfully.**

***Judith Cowan, Esq., Natola Associates, and Kimberly
T. Hutchins, LMHC, Psychotherapist Specializing with
Children & Families, Newburyport & Beverly***

Learn techniques for maximizing your interactions with therapists and how to deal with issues like privilege; "limited GAL's"; family counselling options, value/success of therapy with children at different ages; reunification and co-parenting. Email questions in advance to JCowan@natolaassociates.com or kimberlyhutchins@verizon.net

**2:45-3:45 Session E: Practical Encryption for Solos and Small
Firms**

Laura Keeler, LCL/LOMAP

Having a basic understanding of encrypted communications helps attorneys protect their confidential client information. Learn about some best practices and examples of encryption tools that are applicable for use in a small law office.

3:45-4:45 Open Discussion/Networking

Day Two, Thursday, July 16, 2020

9:00-10:00 Session F: Easy Ways to Automate a Law Firm*

Rio Peterson

Find out how you can leverage legal technology to improve efficiencies and add more hours to your day.

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10:15-11:15 Session G: Virtual Focus Groups

Marc Diller, Esq., DillerLaw PC

The discussion will explain how conducting Virtual Focus Groups can help you prepare your cases for maximum results.

11:30-12:30 Session H: Business Interruption and Its Impact on Business Valuation*

Marc Bello, Edelstein, CPA/ABV, CVA, MAFF, MST, Edelstein CPA & Donald L. Pitman, Pitman Law Offices

Learn how to work with clients struggling with the concept of a business valuation during the pandemic and how to identify various financial indicators to spot signs of a significant business interruption compared to companies with a stronger foundation in dealing with current economic conditions.

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12:15-1:15 Lunch Break/Open Discussion on Practice Issues

1:15-2:15 Session I: After the Outbreak: How Law Practice Has Changed Post-Quarantine*

Jared D. Correia, Esq. CEO, Red Cave Law Firm Consulting Everybody's life just got upended. Your law practice changed, irrevocably. Now what? Learn about what law practice means now, and how you should adjust. We'll analyze the changes you made to your law firm during the quarantine period, and talk over what you should keep and what you should shelve. The coronavirus pandemic changed the game for law firms, including in positive ways, by forcing law firms to become more virtual, among other things. We'll help you to leverage the new law practice to add efficiency and generate more revenue.

***Sponsored by Red Cave Law Firm Consulting
(No NH CLE credit)**

2:15-3:15 Open Discussion/Networking

Conference Details

The Maine Board of Overseers of the Bar have approved this program for a total of 7.0 CLE credits, including 1 H&D Credit (harassment and discriminatory credit) and 1.0 Ethics Credit.

Conference Qualifies for 420 minutes of NH Credits

All registrants will receive session recordings. Registration Fee: GNBA members \$100.00; others \$125 To register: https://www.onlineregistrationcenter.com/by_theC

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