

**The Business of Lawyering:  
Professional Development for Today's Attorney's**  
University Of Memphis:  
FedEx Institute of Technology  
Memphis, TN  
February 13, 2014

**The Program Description**

You know the law but don't let the business of law slow you down as you build your reputation and client base. This three-hour ethics seminar will focus on practical aspects of lawyering such as:

- Client Relations: Interviewing and Advising
- Conflicts of Interest
- Tracking Fees
- Engaging New Clients
- Case Management Systems

**Program Producer:** Steven King, *Baker, Donelson, Bearman, Caldwell, and Berkowitz, PC*

**Agenda**

<b>8:30-9:00am</b>	<b>Registration</b>
<b>9:00-10:00am</b>	<b>Client Communication: Client Relations, Interviewing, &amp; Advising</b> <i>Kyle Wiggins, The Law Office of Shon D. Johnson</i>
<b>10:00-10:15am</b>	<b>Break</b>
<b>10:15-11:15am</b>	<b>Law Practice Management Skills: Conflicts of Interests, Engaging New Clients, Tracking Fees</b> <i>Earl Houston, Martin, Tate, Morrow &amp; Marston, PC</i>
<b>11:15-12:15pm</b>	<b>Practice Management and Case Management Systems</b> <i>Barry McWhirter, McWhirter &amp; Irvine, PLLC</i>

**Total Credit: 3 Dual Credit Hours**