

**Networking**

**Thursday, June 13**

The D.C. Bar, 901 Fourth Street NW at Noon. The program is **Accounting Concerns of the Small Practitioner**, presented by Donna Mahan and Robin Meisner Cameron, CPAs at E. Cohen & Company, CPAs. RSVP to [lunchandlearn@dcbar.org](mailto:lunchandlearn@dcbar.org)

**Friday, June 14**

**Alto Fumo**, 2909 Wilson Boulevard, Arlington, VA (Clarendon Metro) at 12:30 p.m. RSVP to [steven@stevenkriegerlaw.com](mailto:steven@stevenkriegerlaw.com)

**Friday, June 28**

**Barrel & Crow**, 4867 Cordell Avenue, Bethesda (Bethesda Metro) at 12 Noon. RSVP to [mark@markdelbianco.com](mailto:mark@markdelbianco.com)

**Law is a relationship business. Bring cards to share.**

**PMAS Event Calendar**

- **June 5** – Day 1 of Basic Training & Beyond.
- **June 12** – Day 2 of Basic Training and Beyond
- **June 13** – Lunch and Learn, Accounting Concerns of the Small Practitioner.

**Ethics**

Here is new ethics guidance on **Mandatory Arbitration Provisions in Fee**



Registration is open for the [Successful Small Firm Practice Course](#) with both weekday and weekend sessions. Learn how to launch, grow and manage your law firm in this free program for D.C. Bar members and staff. Rochelle D. Washington will lead the Monday sessions from Noon-2 p.m. starting September 9 through November 4, 2019. Daniel M. Mills will lead the weekend sessions on September 14 and November 16, 2019 from 8:30 a.m. to 4:30 p.m. All sessions are at the D.C. Bar, 901 Fourth Street NW, DC. To register or inquire, email [SmallFirmCourse@DCBar.org](mailto:SmallFirmCourse@DCBar.org) When registering, specify weekday or weekend sessions.



All programs begin at Noon. You may attend in person or by our Zoom video conference link. Register for any or all at [lunchandlearn@dcbar.org](mailto:lunchandlearn@dcbar.org)

**June 13, 2019 — Accounting Concerns of the Small Practitioner**, by Donna Mahan, CPA and Robin Meisner Cameron, CPA of [E. Cohen & Company, CPAs](#). Thinking of setting up your own small practice but feeling overwhelmed by the accounting and tax concepts? Join us for an introductory discussion of:

- Choice of business entity
- DC business registration, property tax returns, tax filings
- Accrual accounting versus cash accounting
- The benefits of QuickBooks
- IOLTA accounts and monthly reconciliations
- W-9s and 1099s
- Employee vs independent contractor
- Quarterly income tax payments
- SEP-IRA retirement plans

**July 11, 2019 – Pitch Power®: Refresh Your Elevator Pitch, Attract More of the Right Clients**, by [Maggy Sterner](#), brand and business coach. Having a simple, powerful and compelling elevator pitch that clearly communicates what you do makes it easy to get more business directly and from referrals. In this program you will learn: what a

**Agreements.** [Legal Ethics Opinion 376](#)

**What are the ethical implications of crowdfunding a legal representation?** Read [Legal Ethics Opinion 375](#) for guidance.

**What are your obligations to a prospective client?** Read [Legal Ethics Opinion 374](#) to find out.

**Have you read** the Legal Ethics Opinions on *social media and lawyers*? They are here: [LEO 370](#) and [LEO 371](#)

Check the small firm legal trends and compensation reports [here](#).

The new e-Manual for Basic Training & Beyond can be downloaded [here](#).

For more information on PMAS programs, [click here](#).

#### **Other Events**

**Continuing Legal Education** programs are [here](#).

**Communities Events** are [here](#).

**Pro Bono Center** training programs are scheduled [here](#).

brand is and how it's connected to your pitch; what a good pitch is and how to create one.

The *Lunch and Learn Series* is [here](#). New programs are added regularly. Recaps and materials from recent programs are [here](#). If you have an idea for a program, let us know at: [lunchandlearn@dcbars.org](mailto:lunchandlearn@dcbars.org)



Our monthly [Basic Training & Beyond](#), is set for June 5 & 12, 2019 / 9:15 a.m. – 4:30 p.m. Register: [BasicTraining@dcbars.org](mailto:BasicTraining@dcbars.org) This program has been presented 226 times for more than 3,000 lawyers over the last eleven years and many have launched and are operating small law firms. A one-day [Saturday Session](#) is offered on July 13, 2019.

## **From the Desks of Dan and Rochelle**



*Daniel M. Mills, assistant director, D.C. Bar Practice Management Advisory Service*

Beware of the prospective client who wants you to collect a debt from an alleged debtor in your jurisdiction and then will ask you to wire collected funds. Lawyers who have done that and wired funds before the debtor's check clears, often are liable to the bank for the loss of funds when the check turns out to be fraudulent. Houston lawyer Roy Elizondo was a victim of the check scam but is one of a few who fought the bank (Cadence Bank) and [prevailed on appeal](#). The Texas court found a bank employee had done the wire transfer without verifying that the cashier's check had cleared and that the funds were available for transfer. It ruled the bank's failure breached a wire transfer agreement between the bank and Elizondo. His case is unique. Many across the country have sided with the bank. This is a common scam and the best way to protect yourself is never to wire funds. Send the check for collection under your jurisdiction's UCC provision (UCC 4-501) and if it's a good check, the bank will give written confirmation.



*Rochelle Washington,  
senior attorney, D.C.  
Bar Practice Management  
Advisory Service.*

***Did you miss the D.C. Bar's 5<sup>th</sup> Annual Practice 360° | A Day for Lawyers and Law Firms on May 17, 2019?***

***In case you missed it***, this year's event was a huge success! The day included 20 insightful programs, sponsored networking events, 20 vendor participants and exhibit hall prize give-a-ways, including an iPad mini, Amazon Echo and a Kindle! Topics covered case management, technology, wellness and marketing for law firms. For the first time this year, we recorded all programs. For those of you who did not register to attend on May 17, program recordings will be made available for you to purchase via the D.C. Bar website. For those of you who registered for this event, all program recordings will be made available to you as part of your registration. Attendees will soon receive a link to an event survey and more information on how to access all program recordings. Stay tuned!

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