

The Norfolk and Portsmouth Bar Association presents

Thinking On Your Feet: Developing Client Relationships and Practicing Ethically

Tuesday, September 23, 2008, 1-4 P.M.

Dominion Tower, 4th Floor Meeting Room

3 CLE (Ethics-pending) Credits

Coordinator: Todd Gaynor, *Taylor & Walker, P.C.*

**Faculty: James Brydges, *Taylor & Walker, P.C.*
John Pearson, *Willcox & Savage, P.C.***

- I. **DEVELOPING THE CLIENT RELATIONSHIP**
 - A. Establishing and Maintaining Credibility
 - B. Preparing for and Conducting the Initial Client Interview/Meeting
 - C. Contemplate the Unanswered Questions
 - D. Think Ahead to How Your Client Will "Present"
 - E. You CAN Decline Representation
 - F. Investigate - You Don't Know What You Don't Know
 - 1. Benefits of Investigation Prior to the Commencement of the Lawsuit
 - 2. Establishing and Maintaining the Strength of Your Case Throughout Pretrial (without ignoring weaknesses)

- II. **THE INTERPLAY BETWEEN LEGAL ETHICS, PROFESSIONAL LIABILITY AND CLIENT DEVELOPMENT**
 - A. Acceptance of the Problem Client
 - 1. Unrealistic Expectations
 - 2. Previous Lawyers
 - B. Conflicts of Interest - General
 - C. Multiple Clients
 - 1. Fees Paid by Third Persons - Duties to Third Persons
 - 2. Maintaining the Attorney-Client and Work-Product Privileges
 - D. Protection of the Attorney - Client Privilege and Work-Product Doctrine

To register, complete the form below and mail with payment to:

Norfolk & Portsmouth Bar Association

999 Waterside Drive, Suite 1330, Norfolk, Virginia 23510

Thinking on Your Feet: Developing Client Relationships

Name: _____

Firm: _____

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Members – \$60.00 Non-Members – \$90.00