

NEW YORK COUNTY

**NYCLA**  
LAWYERS' ASSOCIATION

**CLE INSTITUTE**

## **NYCLA CLE Helps New York Lawyers Learn to Ethically Manage a Law Practice with Experts Sharing Legal and Technical Expertise**

*By Christy Burke and Tara Hodges*

Managing a law career is not for the faint of heart – especially in NYC. In addition to working your way up the legal ladder, you have to think about the best way to manage copious amounts of data, avoiding ethics complaints, and networking for new business development. So when NYCLA hosted a CLE course about how to do all of these things, lawyers flocked to it.

On February 3rd, lecturers Jack Newton and Jay Foonberg delivered a course entitled “How to Ethically Manage a Law Practice.” Newton, co-founder and president of web-based practice management software company Clio, and Foonberg, attorney, CPA and author of the books *How to Start & Build a Law Practice* and *How to Get & Keep Good Clients*, showed lawyers how to navigate the gauntlet of the legal profession with poise, success and technological acumen. The seminar provided practical advice and guidance about managing all aspects of a legal career.

Foonberg, a founder of the ABA Law Practice Management Section, offered practical solutions to problems that plague lawyers every day – including how to deal with difficult clients, safeguard your reputation, ward off ethics complaints, and prospect for new clients with professionalism. Foonberg’s sound guidance and seasoned advice had lasting resonance with the audience.

Following Foonberg’s section, New-

ton, who holds a Masters in computer science from the University of Alberta in Canada, gave the lawyers a practical overview of how technology can help lawyers streamline their practices, retain clients and ensure ethical practice management.

Describing the value of the session, Newton commented, “Most lawyers, especially new lawyers, have a difficult time keeping track of correspondence, follow-up, contacts and their calendar. There is so much information to organize and locate, it can be overwhelming. Lawyers can use technology to create a central point of access to manage all that information on the web. Such tools are invaluable and new lawyers can use them to help establish a credible, responsive foundation for information management throughout their careers.”

New lawyer Anthony Stark thought the program was highly informative. Such courses definitely help lawyers to, “engage different areas of the law, and keep them thinking about current developments.” NYCLA CLE Institute Director Bari Chase remarked that “the program was very useful for a sole practitioner.” By providing new associates with practical advice about how to manage their profession or practice, they gained the upper hand in their career. The program eased in transitioning them from the law school classroom to the courtroom.

In service to the legal community, Newton and Foonberg are currently offering this CLE course free of charge to all U.S. Bar Associations. Newton says, “We believe that education is crucial to helping lawyers run a superior, efficient legal practice without becoming sidetracked by penalties due to information mismanagement and poor client service.” The course continues to be a popular choice for Bar Associations who want to harness the depth of experience Foonberg offers and the state-of-the-art legal technology expertise provided by Newton. “How to Ethically Manage a Law Practice” is also available for viewing on Lawline.com’s online CLE course catalog.

For more information about this CLE, Clio or Jay Foonberg, e-mail [info@goclio.com](mailto:info@goclio.com).

