EXIT STRATEGIES FOR RETIRING LAWYERS

Your successful career is almost over. Do you have a vision of what you want your retirement to look like? Do you have a succession plan in place to help you get there?

You've invested a lot of time and effort to build your successful book of business. You may be able to now strategically sell your practice—a valuable asset in and of itself—to enhance your retirement portfolio . It is critical that you know what your practice is worth, who your optimal buyers are and how to find them, as well as how to structure a fair and balanced deal.

You only have one opportunity to exit the legal profession. Do it in a manner that maximizes the proceeds you can obtain from your practice and ensures that your valued clients are left in good hands. Don't simply plan to retire. Plan your retirement.

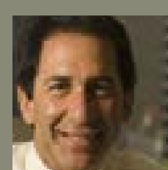
Make Your Succession Successful!

Course Outline

- How to avoid flunking retirement
- Which practice areas have value? Which don't?
- How much is your practice worth?
- Identifying the best successors
- Structuring the deal the right way
- Ethical considerations of selling (Rule 1.17)
- Best practices to transition clients
- What to do with all of those closed client files?

"I wanted to sell my legal practice and retire, but I didn't know where to start. What was my practice worth in the current legal marketplace? I wanted a fair price. Roy's presentation was very clear about how to value my practice and who might want to buy it – as well as which ethical pitfalls to avoid in the process."

"I'd like to slow down a bit, but I'm not ready to quit cold turkey. After listening to Roy, I better understand the wisdom of going 'of counsel' while gradually transitioning my book of business to the next generation of lawyers."



Roy S. Ginsburg

Roy Ginsburg, a practicing lawyer for more than 30 years, is an attorney coach and law firm consultant. He works with individual lawyers and law firms nationwide in the areas of business development, practice management, career development, and strategic and succession planning. Roy also runs a part-time solo practice that focuses on legal marketing ethics.

More than 50 bar associations across the country have sponsored Roy's popular CLE programs. He also guest blogs at popular law-related websites such as attorneyatwork.com, lawyerist.com, and myshingle.com.

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