

Resources Available

The OSB's first Law Practice Transitions CLE was held on Nov. 1 with an overview of transition options by Olympia lawyer Jessica Jensen. Participants received a coupon code for a free "practice for sale" listing on the OSB's online job board. Future programs will cover specific topics, including ethics implications and practice valuation, in depth.

The Oregon State Bar Professional Liability Fund's practice management advisers can help with the orderly closing down of practices or planning the steps before then if something unexpected happens to the lawyer. An objective is that someone should be designated to step in so that the clients' interests are protected, explains Barbara Fishleder, director of Personal and Practice Management Assistance and executive director of the Oregon Attorney Assistance Program.

What the PLF's practice management advisers can help with is that if someone is buying a practice, the advisers can help buyers integrate that purchase into the buyer's existing practice, including notifying the clients of the purchased practice in an orderly manner. The advisers cannot evaluate the potential purchase from a business standpoint, such as whether it would represent a fair deal, but can help buyers make a smooth transition with their office management system.

In addition, the Oregon Attorney Assistance Program helps lawyers develop personal career transition plans, including for retirement. The services of the PLF's practice management advisers and the Attorney Assistance Program are free and confidential, and they are available to all Oregon lawyers.

The July/August 2012 issue of the ABA's *GP-Solo* magazine (www.americanbar.org/publications/gp_solo/2012/july_august.html) included a special series of articles on buying, selling and valuation of practices, the technology of law practice when changing ownership, retirement planning, ethical considerations when closing a practice and other related topics.

Also, the OSB's BarBooks includes a chapter on law-practice sales titled "The Ethical Oregon Lawyer," Section 12.33-12.40, Chapter 12. ■