

Spotting Clients Whose Business You Should Decline

Key approaches and techniques for empowering counsel to decline potential clients when it may be necessary to do so

Client reach, growth, and satisfaction are foundational elements in operating a successful law practice. But practice growth is challenging and often brings on a daunting decision: Should I sign on with this client or not?

Counsel, in all fields, face unique ethical issues when evaluating a case or client for representation and strengthening this decision-making process is vital to your practice's success. If you have trouble turning down potential clients, then this program is for you.

In this new program, we discuss how to do a thorough intake, how to evaluate if a potential client is right for you, reasons for turning down a potential client, and how to ethically turn down a potential client. This program is valuable to both new and seasoned practitioners, and employs real-world hypotheticals to illustrate how to avoid difficulties in declining business.

Agenda

- Importance of Conducting a Thorough Intake
- Process of Evaluating Potential Client and Case
- Reasons Why You May Want to Decline a Case or Client
- Ethical Considerations
- How to Decline a Case or Client

Faculty

Melissa A. Levine-Piro, Esq., *Hera Law Group, Maynard*, Chair

Paul M. Glickman, Esq., *Glickman Turley LLP, Boston*

Dates & Location

Register at www.mcle.org

LIVE WEBCAST

Wednesday, May 8, 2024

12:00 pm–1:00 pm

Program # 2240207WBC

REBROADCAST

Thursday, May 23, 2024

2:00 pm–3:00 pm

Program # 2240207RB1

REBROADCAST

Friday, May 31, 2024

10:00 am–11:00 am

Program # 2240207RB2

ON DEMAND WEBCAST

View after Friday, May 31, 2024

Program # 2240207WBA

Tuition *(includes written materials)*

- \$145
- \$130.50 MCLE Members
- \$72.50 New Lawyers admitted to law practice within 5 years, Pending Admittees, Law Students, and Paralegals
- **FREE** for MCLE OnlinePass Subscribers

To apply for a need-based scholarship, email scholarships@mcle.org.

Materials

- E-materials link emailed upon registration
- Transcript & videorecording emailed 2 weeks post-program

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Including up to 0.5 ethics credit



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