

# Virginia Trial Lawyers Association Thanks *Kerns, Kastenbaum & Reinhardt* for Developing and Co-Chairing Virginia's First Annual Solo and Small-Firm Conference



VIRGINIA TRIAL LAWYERS ASSOCIATION

# Law Letter

## From Your President

**P. Brent Brown**

This article is written fresh from Virginia's first annual Solo and Small Firm Conference, held Thursday and Friday October 9 and 10, in Charlottesville.

The remarkable agenda for the Conference, developed and co-chaired so ably by *Andy Reinhardt of Kerns, Kastenbaum & Reinhardt* in Richmond and *Jim Cargill of Daniel L. Crandall & Associates* in Roanoke, drew almost 270 lawyers and support staff interested in topics focusing on law office management and technology, as well as substantive law topics including Criminal, Family, Consumer, Personal Injury, Employment, Workers' Compensation, Social Security Disability, and Business Law.

If you're in a solo practice or a small business firm and didn't attend, you missed out on networking with other lawyers who struggle with the same problems you do, learning how to market on a shoestring, the best software to buy from those who are using it, how to retain good employees, and so very much more.

Yes, almost 270 lawyers and support staff, VTLA members and non-members, took time away from their busy practices to travel to Charlottesville for two days in early fall to hear the best national and state speakers talk about how they can manage their firms more efficiently and represent their clients more effectively. This Conference, the first event of this type we've ever held, was more than 50 percent as large as VTLA's Annual Convention attendance.

## Solo and Small Firm Conference a tremendous success - again, thanks to our members

Why should this matter to you? I think that it should matter because the Conference is specifically tailored to provide the information a majority of our members, and of all Virginia lawyers, need to enjoy their lives as professional and small business owners and employees. The Conference should also matter to you because it adds yet another very strong program to the VTLA arsenal, further bolstering our reputation as Virginia's best and most innovative CLE provider.

Why do we dare make such a claim?

- because the seminar evaluations we receive from our registrants continue to be strong;
- because member and non-member attendance at our seminars continues to be so strong.
- because in the past three years we have added the very successful Virginia College of Trial Advocacy and now the Solo and Small Firm Conference to what was already a very impressive program line-up.

VTLA programs are successful because of the contributions of our members and the Solo and Small Firm Conference is no exception. *Andy Reinhardt* and *Jim Cargill* identified what had been successful at small firm conferences in other states and worked tirelessly to incorporate the best ideas and the best speakers from those events into ours. In addition, a host of our members stepped forward to share their knowledge at the

Conference, including *Matt Murray*, *Mike Kernbach*, *Billy Breit*, *John Fishwick*, *Garrett Smith*, *Malcolm Parks*, *Lisa Lawrence*, *Kevin Martingayle*, *Cooper Gerarty*, *Irv Cantor*, *Bob Hall*, *David Black*, *Joe Sanzone*, *Gerry Lutkenhaus*, *Cheryl Higgins*, *John Shea*, *John Brandt*, *Bill Scott*, *Charles Hofheimer*, *Dale Pittman*, *Tom Domanoske*, *Paul Hernandez* and *Mark Rubin*.

We are also grateful to the *McCammon Group* for their major sponsorship of this event and to *Bennett & Zydron, Law Offices of Franklin Blatt, Chandler, Franklin & O'Bryan*, *Core Funding Group*, *JMW Settlements*, *Kerns, Kastenbaum & Reinhardt, Lawyers Weekly, Inc.*, *LexisNexis*, *Nichols, Bergere, Zauzig & Sandler, Ritchie Law Firm* and *The Tate Law Firm* for stepping up as sponsors. We had a great group of exhibitors for the Conference, including *FastCase*, *The McCammon Group*, *Potomac Consulting*, *Practice Technology*, *Hampton Roads Medical Referral*, *Robson Lapina*, *National Legal Research Group*, *WEST*, *MetLife*, *Arbitration Associates*, *Medivisuals*, *Lawyers Helping Lawyers*, *Alan Michaelis*, *Lawyer's Staffing*, *ALPS* and *LexisNexis*.

We believe that our conference has the opportunity to become an institution within VTLA. but ultimately, that will be up to you and those who have not yet become VTLA members to determine. Thank you for getting us off to such a good beginning.