

The Maverick

The SOLO & SMALL FIRM SECTION Newsletter
Contra Costa County Bar Association, California

September 19, 2011

When somebody tells you nothing is impossible, ask him to dribble a football.
– Author Unknown

September

There is a new day and location for the After Work Meeting! Henceforth the After Work Meeting will be on Thursdays every other month (rather than Wednesdays). The new location is Maria Maria @ 1470 North Broadway Walnut Creek. For cross street and parking, check their website: <http://mariamariarestaurants.com>.

September Solo & Small Firm Practitioner's After Work Meeting:

Date: Thursday September 22, 2011
Time: 5:00 p.m. – 7:00 p.m.
Location: Maria Maria
1470 North Broadway
Walnut Creek, CA 94596

The BAR Group (described in Paul Saad's piece below) will be sponsoring this month's mixer and hosting the appetizers; attendees to pay for their own beverages. Please email Anina Dalsin at Ann.Dalsin@DalsinLaw.com to RSVP.

Guests and non-section members welcome

October

August Solo & Small Firm Practitioner's Breakfast Meeting:

Date: Thursday, October 20, 2011
Time: 7:00 a.m. – 8:30 a.m.

Location: Sunrise Café
1559 Botelho Drive
Walnut Creek, CA 94596

Free breakfast for Solo & Small Firm Section members. \$20 charge for others. Please email Bill Hickey at bill@wahickeylaw.com to RSVP.

INTERVIEW WITH A MEMBER

Patrick R. Anderson
Construction Law Attorney
40 Avalon Ct. Alamo, CA 94507
19897 Co. Hwy. D-47, Hubbard, IA 50122
Office: 641-373-4050
Fax: 641-864-2368
CASBN 254931



Areas of Practice: Most of my practice involves representing subcontractors in their claims against general contractors—and that, usually, but not al-

ways, on public works contracts. It's almost always the same dispute: builder makes demands for additional work; then fails to pay; then claims that the "sub" screwed up the job, etc. My subcontractor clients tell me that I am very effective in representing their positions for payment and subsequent collection—they are happy. Within public works contracts, the issue of PLAs (Public Labor Agreements) has come up more than a few times. I've been successful at persuading the union to abide by the agreement as written, and or within the guidelines determined by the California Supreme Court.

Because some of my subcontractor clients also develop Real Property, they often ask me to review their Real Estate purchases and commercial leases. Recently, I collected back rent on a commercial lease in Santa Clara from a Belgium based technology corporation—that was interesting. Two additional and interesting facets of my practice have begun to take shape: one involves advising religious non-profits, the other involves legal and business consulting for a small group of businessmen who have directed me to establish entities in several jurisdictions around the country. Both opportunities supply a steady stream of interesting issues to resolve.

Back Story: I'm a construction law attorney because I was born and raised around the industry. My father was a designer builder and developer. So, having a basic understanding of the roles of all the players in the industry comes naturally—for me it's like being at home! Because I'm a seminarian with several years of pastoral experience, religious non-profits (churches and para-church ministries), recognize my sensitivity to their specialized interest in resolving issues quickly and amicably—after all, that's Scriptural! So, I serve on a few boards of large ministries and or act as legal counselor/advisor for some larger churches around the country. I'm usually consulted to make sure that the entity is moving in the right direction and provide advice to make corrections if necessary.

On Being a Solo: Flexibility! I'm able to provide the service my client needs and wants, not what some corporate firm demands the client (i.e. subject) endure in order to meet the goals of the corporate firm at the expense of the client. It's also nice to be able to be "graciously choosy" in client selection and "cultivation".

Extracurricular: I'm a family man. My wife and I are raising a very successful family--our children are happy, healthy, responsible, and productive. I like tennis, sailing, and late classical and early romantic piano music--Beethoven, Chopin, Schubert, etc.

ANNOUNCEMENTS/RESOURCES

Flying Solo

By Paul Saad, MBA

One of the biggest challenges I have found for lawyers going solo is the ability to self-manage. Without the same time recording, billing targets, and accountability, they often find themselves less productive. That is not to say that they sit around surfing the internet. Far from it, they put in long hours, but they may not be getting the right results.

As the results lag expectations, the solution becomes to work harder. So, many self-employed lawyers then become despondent--- while they made the move hoping for greater flexibility, what they end up with is more pressure, stress, and even longer hours.

Working 24/7 is not necessary to achieve a successful independent legal practice. Results come not from working harder, but from working smarter. So, if you have, or are about to, become self-employed, ask yourself the following questions:

1. What do you want to be earning? What does that translate into per month?
2. How many hours a week do you need to bill in order to meet your target?

3. How much of your time are you spending on tasks which are unnecessary or unimportant?
4. What are you spending time on which is not contributing to your billing?
5. Is there anything you could delegate or outsource to someone else?
6. What are you doing which you don't enjoy, and how can you eliminate it?

Paul Saad, MBA is a founder of The BAR Group (an independent network of local professionals dedicated to providing a wide range of business services to small and solo law firms in Contra Costa County), he is also a Financial Advisor with Safeguard Financial.

Paul can be reached at 925-482-8330 or paul-saad@safeguardfinancial.com

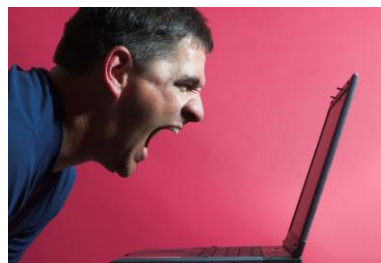
Articles: Want to highlight your practice area (and yourself)? The Maverick is always looking for comments on issues of general interest. If you would like to submit a comment of up to about 750 words, please contact bill@wahickeylaw.com.

SUGGESTION BOX

Suggestions for developing The Maverick, and the Solo & Small Firm Section generally, are welcome. Please contact:

William A. Hickey: bill@wahickeylaw.com
Ann M. Dalsin: Ann.Dalsin@DalsinLaw.com
David Pearson: attorney@mac.com
Dorianne Romero Plihon: drp@rplawpc.com
Heidi Coad-Hermelin: hch@hermelinlaw.com

CONTRIBUTIONS



Please send questions, comments, corrections, jeers, personal and professional members' news and contribution submissions to The Maverick at: bill@wahickeylaw.com

Information for submission or publication must be in my hands 5 days before publication goal of the 1st of the month.

CLASSIFIEDS

Section member ads run free of charge. We run ads for three consecutive months. Advertisers then need to take ads off for three months before re-submitting them for a new three month period. Submit ads to William A. Hickey at bill@wahickeylaw.com.

Solo With Space

One window office for rent in shared suite in Class A building near BART. Copier. Conference Room. Library. Underground parking. \$1,000/month. Call Jay. 925-933-5890.

0911

Solo Seeking Space

Attorney with predominantly insurance defense and real estate practice seeks to share space with other congenial lawyers. Looking to rent two attorney offices, one staff office or station, professional reception area and shared use of conference room. Good Class B space in Lafayette or Walnut Creek preferred. 925-962-1616.

0911

Solo Seeking Space

Moving my practice home to Contra Costa County from Berkeley. Looking to rent an office with potential for overflow work and referral. **Please contact Kyle Johnston at 925.360.9969.**

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CHANGE OF ADDRESS

As of June 27, 2011, **The Arnold Law Practice** Contra Costa Office is relocating to:

The Arnold Law Practice
3685 Mt. Diablo Blvd., Suite 331
Lafayette, CA 94549
T: 925-284-8887
F: 925-284-1387

Our San Francisco office will continue to have the same address:

The Arnold Law Practice
225 Bush Street, 16th Floor
San Francisco, CA 94104

T: 415-439-8831
F: 925-284-1387
Email: JArnold@arnoldlp.com
Website: www.arnoldlp.com

0609

Solo Section members Larry Israel and Eric Samuels have announced the formation of a new partnership firm. They have joined forces as Israel & Samuels LLP. The firm's primary focus will be business law, including general transactional work, labor matters, and civil litigation.

Larry will continue to operate out of the same office at:

4454 Deer Ridge Rd.
Blackhawk, CA 94506
Phone: 925-648-7582
Fax number: 925-886-8319
E-mail Larry@Israel-Samuels.com.

Eric will work from a new office for the firm at:

1816 Bonanza St., Suite 305
Walnut Creek, CA 94596
Phone 925-482-0067
Fax: 925-886-8319
E-mail Eric@Israel-Samuels.com.

For more than 10 years, in his solo practice, Larry has published an informative monthly newsletter for clients and others titled Business Law Update. Continuing publication will now be taken over by the new firm. Larry has advised us that he would be happy to add any member of the Contra Costa County Bar Association to the e-mail distribution list (no charge). If you'd like to be added to the list, please advise Larry at the e-mail address shown above.

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