

ICLE SOLO & SMALL FIRM **INSTITUTE**

DeVos Place, Grand Rapids

September 21-23

2016

The Largest Gathering of Legal Professionals in One Location



Savings End August 1*7*

Inspiring CLE and Valuable Networking at Your Annual Meeting

Successfully navigate the challenges and opportunities facing the legal profession today and in the future. Find and keep clients and save time and money with world-class technology and practice management advice. Plus, build your confidence by staying up to date on the latest trends in your practice areas.

Whether you're starting a new practice or giving your current firm an overhaul, the Institute has exactly what you need to:

- Calculate must-know metrics to gauge your firm's financial success
- Spend your technology dollars wisely and get great tech at an affordable price
- Discover the factors consumers now use to select legal counsel and adopt new strategies to reach them

Network with Hundreds of Colleagues

Take advantage of the networking opportunities at these functions throughout the event.

Wednesday, September 21 State Bar of Michigan Awards Banquet

Thursday, September 22
State Bar of Michigan Inaugural Luncheon
Celebrating Diversity Reception

Friday, September 23 State Bar of Michigan 50-Year Golden Celebration Luncheon Keynote Speakers at the SBM ANNUAL MEETING and the Solo & Small Firm INSTITUTE



Cynthia Sharp The Sharper Lawyer Pittsburgh, PA



Ari Kaplan Ari Kaplan Advisors New York, NY

Featured Speakers at the Solo & Small Firm INSTITUTE



Barron K. Henley Affinity Consulting Group Columbus, OH



Ann M. Guinn G & P Associates Kent. WA



NEED-BASED SCHOLARSHIPS

Scholarships made possible by the generous support of the State Bar of Michigan and ICLE

Scholarships cover the registration fee for the Solo & Small Firm Institute and are offered on a first-come, first-served basis. Preference will be given to people who did not receive a scholarship to last year's program. Don't wait—apply today!

TO APPLY, send a statement of need, indicating attendance (Thursday only, Friday only, or both days) to icle_seminars@icle.org with subject line "ICLE, Attn: Deanna Vollano"