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## COURSE DESCRIPTION

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Join Nancy Brodzki, a Board-Certified Family Law attorney and Supreme Court Certified mediator, and her partner Andrea Jacobs, Managing Partner of Brodzki Jacobs and a practicing immigration attorney and arbitrator/chair for FINRA, for an interactive discussion on how to start up and run a family law practice.

In 2012, after a few years of sharing office space and some employees, Andrea and Nancy decided to merge their firms into Brodzki Jacobs. Now, these two veterans would like to share the secrets of their success with you. They understand that the secret to owning a thriving practice depends on the business side as well as the legal side. Andrea and Nancy spent a lot of time creating processes and procedures to create a business model that other lawyers can follow.

The Secret to Your Success is a combination of the greatest aspects that each of these accomplished attorneys bring to the table. Andrea, as the Managing Partner of the firm and resident business junkie, oversees the back end of the practice. Her processes can be easily integrated into any firm. Nancy, as a Family Law specialist, has broken down all aspects of a case so that you can start a family law practice with all the templates and materials that you need.

This year, we are proud to announce that Boss Lady Esquire founder Leisa Wintz will be joining us to present the workshop. Leisa is a family law attorney and managing partner of Family Matters Law Group, P.A. With a background in family therapy and law, Leisa brings a unique perspective to her work, combining legal expertise with a deep understanding of family dynamics. She has recently launched a new AI companion service for Family Law practitioners.

Topics will include everything from client intake, conducting the initial consultation, retainer agreements, timelines, onboarding clients, managing the discovery process, settlement negotiations, attorney's fees, ethics and professionalism, hiring and onboarding staff, handling financial matters including trust accounts for the firm, HR functions, client development and marketing, developing processes and procedures, mental health and wellness, and AI in legal practice with ethical considerations.