



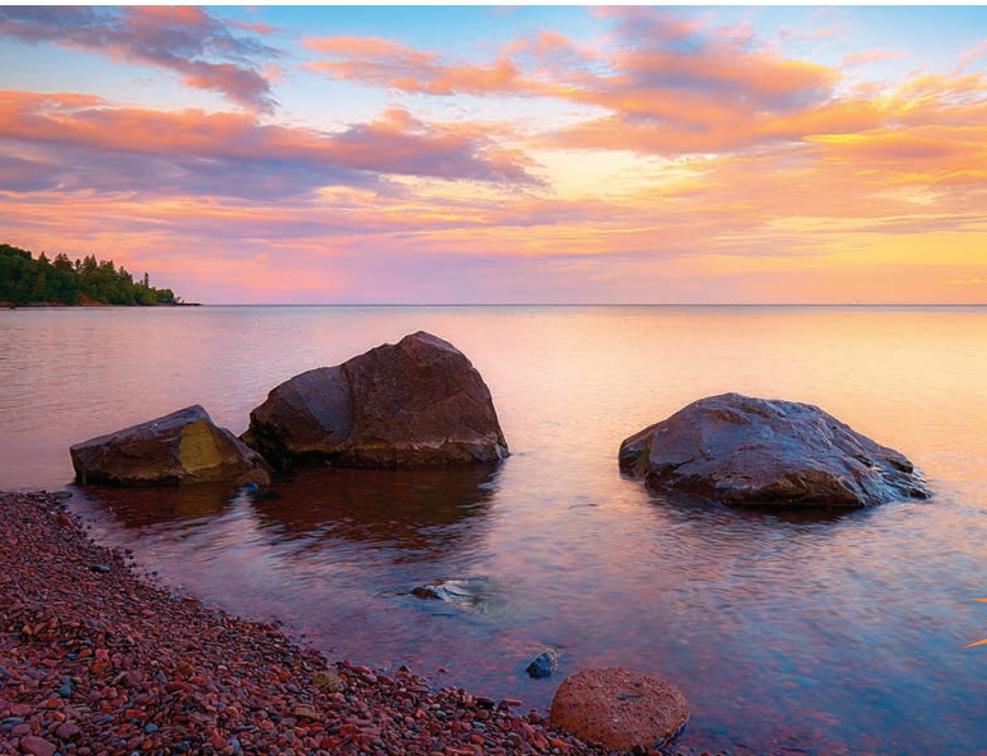
Co-sponsored by Minnesota Continuing Legal Education,
the Solo and Small Practice Experience Section,
and the Greater Minnesota Practice Section of the MSBA

AUGUST 3-5, 2025
DULUTH, MINNESOTA

THE 2025

SOLO AND SMALL FIRM CONFERENCE

A Conference Designed to Make
Your Law Practice Easier, Less Stressful,
and More Financially Rewarding!



**Bonus Seminar
Sunday Afternoon
for All Conference
Attendees!**

THE SOLO & SMALL FIRM CONFERENCE –

Making Your Practice and Life Better.



A Conference Designed to Make Your Law Practice Better in Every Way!

The goal of the Solo & Small Firm Conference is to help you have a more satisfying practice – making your work easier, more efficient, less stressful, and even more profitable. That’s why we are offering so many practical and helpful sessions from which to choose. You create the Conference that best meets your needs and desires.

Helping You Take the Stress Out of Legal Practice!

Everyone knows that the practice of law can be very demanding and very stressful. That’s why so many of our sessions are meant to help relieve some of the difficulties of practice and, ultimately, relieve some of its stress.

Learning Should Be Fun – And It Is at the Solo and Small Firm Conference!

We combine great sessions with good teachers, numerous panel presentations, networking time to talk with faculty and other colleagues, and all in a fun and relaxing environment. If you want a better and more satisfying practice, join us in Duluth for great learning and a whole lot of fun.

Make It a Mini Family Get-a-Way!

We welcome families to our evening events and even to lunches both days. It’s an informal setting that will make your family feel welcome. There are so many things to see and do in Duluth – all in a beautiful setting on the shore of the largest freshwater lake in the world. Your family will love it!

Or, Make It a Firm Retreat!

It’s a ready-made retreat waiting to happen. Bring your entire firm and learn together, talk together and enjoy each other’s company. It will inspire great ideas for your firm and will be a great team-building time that will pay dividends many times over.

3 Special Events for You and Your Family!

- **MLM Welcome Reception**
This year’s conference opens with the annual “Minnesota Lawyers Mutual Welcome Reception” Sunday evening from 4:30 – 6:30 at Pier B Resort & Hotel near Bayfront Park. Join the fun and reconnect with colleagues and friends in this beautiful setting! And be sure to stay for the prize drawings!
- **Solo and Small Practice Experience Section’s Mixer**
The Solo and Small Practice Section is hosting a mixer at Hoops Brewing immediately after Monday’s program. It’s another great opportunity for you to enjoy time with friends and colleagues.
- **Night at the Aquarium**
Enjoy a relaxing evening at the beautiful Duluth Aquarium overlooking the Duluth Harbor. Adults and kids will have fun exploring the aquarium and enjoying snacks and beverages – plus Love Creamery ice cream! Join us between 6:30 – 9:00 for a great evening together!

And, On Top of Everything, You Get 6 Bonus Benefits!

- 1 **FREE 1-year Subscription to the eCoursebook Collection** (formerly the Online Library)!
- 2 **50% OFF all Minnesota CLE publication products** – during the Conference only!
- 3 **FREE Summary Guide or Legal QuickSheet of your choice!**
- 4 **FREE 2-hour Bonus Seminar** on Sunday afternoon before the MLM Opening Reception!
- 5 **3 FREE Post-Conference Webcasts!**
- 6 **And \$100 in “Minnesota CLE Cash”** that can be used toward the purchase of any Minnesota CLE product before December 31.

Bonus Seminar Sunday Afternoon!

FREE!

All Conference attendees are invited to attend a FREE 2-hour seminar on Sunday afternoon.

**Sunday, August 3, 2025
1:30 – 3:30 p.m.
Pier B Resort & Hotel**

Just Starting Out or Ready to Grow? A Workshop for Successful Small Firm Lawyers

- **Small Firm, Big Reach: Winning Clients Without a Big Budget**
- **From Chaos to Clarity: Optimizing Law Firm Operations for Efficiency, Client Care, and Growth**

*Sarah Soucie Eyberg
Heather M. Gilbert
Matthew E. Ludt
Heather D. Olson
Leanne R. Fuith (moderator)*

Hotels at Discounted Rates – Reserve Your Room Now!

Minnesota CLE has secured reduced room rates at four great Duluth hotels. Make reservations early to ensure room rate and availability. Be sure to mention the Minnesota CLE Solo and Small Firm Conference when making your reservations.

See page 7 for details.

Register today! www.minncle.org • 800-759-8840

7:00 – 9:30 a.m.
OPENING SESSIONS

9:30 – 10:00 a.m.
NETWORKING & EXHIBITOR TIME

10:00 – 11:00 a.m.
BREAKOUT A

11:00 – 11:15 a.m.
NETWORKING & EXHIBITOR TIME

11:15 a.m. – 12:15 p.m.
BREAKOUT B

12:15 – 1:15 p.m.
LUNCH & NETWORKING

1:15 – 1:45 p.m.
PLENARY

1:45 – 2:00 p.m.
NETWORKING & EXHIBITOR TIME

2:00 – 3:00 p.m.
BREAKOUT C

3:00 – 3:15 p.m.
NETWORKING & EXHIBITOR TIME

3:15 – 4:15 p.m.
BREAKOUT D

7:00 – 8:30 a.m.
CHECK-IN, CONTINENTAL BREAKFAST & NETWORKING



7:15 – 8:15 a.m.
SUNRISE SESSIONS

- **Networking Professionally and Ethically**
1.0 ethics credit applied for
Roy S. Ginsburg
- **Creating Your Law Firm Scorecard – A Simple System for Measuring What Matters**
Matthew E. Ludt

8:30 – 8:45 a.m.
WELCOME & INTRODUCTION

8:45 – 9:30 a.m.
MONDAY KEYNOTE ADDRESS



**Success on Your Terms:
Clarifying What Matters Most to You**

Erin Gerner
Powerhouse Lawyers
Canton, Texas

SUBSTANTIVE LAW

A1
Understanding Trusts – Practical Fundamentals, Revocable vs. Irrevocable Trusts, and How to Fix Problems in Administration
J. Steve Nys & Susan L. Waldie

A2
Family Law Update – Legislation, Cases and Practice Developments
Lymari J. Santana

A3 **REPEATED AT #G2**
Residential Landlord-Tenant Law and Practice – With Emphasis on Evictions
Robin Ann Williams

TECHNOLOGY

A4
Practical Everyday AI for Small Firm Attorneys – With Examples
Todd C. Scott

BUSINESS OF LAW

A5
Dollars & Sense: Pricing, Billing and Getting Paid
Leanne R. Fuith, Heather M. Gilbert & Patrick M. Spott

B1
Real Estate Mistakes Made by Estate Planning and Probate Attorneys
Marty G. Helle

B2
Winning at Mediation – Getting the Best Results for Your Clients
Diana B. Dodge & Honorable Eric L. Hyliden
Steve L. Reylets (moderator)

B3
Thriving in Practice: Strategies to Reduce Stress and Reclaim Balance
Erin Gerner

B4
How Small Firm Attorneys Are Using AI in Their Practice
Jess Birken, Heather M. Gilbert & Christopher D. Johnson
Eric T. Cooperstein (moderator)

B5
Thinking Outside the Box – Bringing Creativity to Your Law Practice and Your Life
Patrick M. Patino

The 2025 Minnesota Legislative Update, Including:

- The New Trust Code
- Changes to Safe and Sick Time
- Changes Impacting Homeowners Associations
- DWI Changes
- And More

Jacob J. Baker
Hanft Fride
Duluth, Minnesota

Jennifer L. Carey
Hanft Fride
Duluth, Minnesota



SUBSTANTIVE LAW

C1
Handling Probates With Ease – A Probate Workflow Model to Follow
Jill M. Sauber

C2
How to Put Together a Small (Under \$1 Million) Commercial Real Estate Deal Efficiently – Complete With Sample Purchase Agreement
Marty G. Helle

TECHNOLOGY

C3 **1.0 ETHICS CREDIT APPLIED FOR**
AI Ethics – Use, Protecting Client Confidences, Billing, Disclosure and More!
Eric T. Cooperstein

BUSINESS OF LAW

C4 **BACK BY POPULAR DEMAND!**
Lessons Learned While Building Our Small Firm Practice – Marketing, Technology, Financial, and Customer Service Ideas That You Can Implement Now!
Kay A. Biga & Patrick M. Spott

C5
Turning Your Plans Into Practice: Creating Standard Operating Procedures That Actually Work
Sarah Soucie Eyberg, Heather M. Gilbert & Matthew E. Ludt
Leanne R. Fuith (moderator)

D1
Open Forum on Estate Planning, Probate and Medical Assistance – Ask Your Toughest Questions
Jennifer L. Carey, J. Steve Nys & Jill M. Sauber

D2
Open Forum on Tech Tools – Get Answers to Your Tech Questions
Jess Birken, Patrick M. Patino & Todd C. Scott

D3 **1.0 ETHICS CREDIT APPLIED FOR**
Retain Your Clients – A Roadmap to Effective, Ethical Client Service
Roy S. Ginsburg

JOIN US FOR THESE MONDAY EVENING ACTIVITIES:

- **Solo and Small Practice Experience Section Mixer**
4:30 – 5:30 p.m. | Hoops Brewing
- **Night at the Aquarium**
6:30 – 9:00 p.m.

7:15 – 9:15 a.m.
OPENING SESSIONS

9:15 – 9:45 a.m.
NETWORKING & EXHIBITOR TIME

9:45 – 10:45 a.m.
BREAKOUT E

10:45 – 11:00 a.m.
NETWORKING & EXHIBITOR TIME

11:00 a.m. – 12:00 p.m.
BREAKOUT F

12:00 – 1:00 p.m.
LUNCH & NETWORKING

1:00 – 1:30 p.m.
PLENARY

1:30 – 1:45 p.m.
NETWORKING & EXHIBITOR TIME

1:45 – 2:45 p.m.
BREAKOUT G

2:45 – 3:00 p.m.
NETWORKING & EXHIBITOR TIME

3:00 – 4:00 p.m.
BREAKOUT H

7:15 – 8:15 a.m.
CONTINENTAL BREAKFAST & NETWORKING



7:30 – 8:15 a.m.
SUNRISE SESSIONS

- **Relationship Marketing That Works**
Kay A. Biga
- **Selling Your Solo or Small Firm Practice**
Roy S. Ginsburg

8:15 – 8:30 a.m.
INTRODUCTION TO DAY 2

8:30 – 9:15 a.m.
TUESDAY KEYNOTE ADDRESS



The 2025 Best Legal Tech Tips

Barron K. Henley
Affinity Consulting Group
Columbus, Ohio

SUBSTANTIVE LAW

E1 **BACK BY POPULAR DEMAND**
7 Hard Probate Questions and Their Answers – From Identifying Clients, to Creditor Claims, to Closing Statements, and More
Susan L. Waldie

E2 **REPEATED AT #H1**
The Leave Mess – The New Minnesota Leave Laws Apply to Small Businesses – Including Yours!
Leonard B. Segal

TECHNOLOGY

E3
Next Level Legal Drafting – Using the Power of Microsoft Word
Barron K. Henley

BUSINESS OF LAW

E4
Our Very Best Ideas for Making Your Small Firm Practice Better
Jess Birken, Heather D. Olson & Jill L. Sauber
Eric T. Cooperstein (moderator)

E5
Ideas for Website and Online Marketing – Complete With Examples
Christopher D. Johnson

F1
Using TODDs Effectively – And Avoiding the Potential Problems and Traps
Jennifer L. Carey

F2
What the Judges See in Their Courtroom – The Good, the Bad and the Ugly: Learn What Is Effective and What Is Not
Honorable Steven B. Hanke, Honorable Bhupesh Pattni & Honorable Shawn B. Reed
Scott A. Witty (moderator)

F3
Take the Work Out of Your Workflow – And It's Not That Hard
Barron K. Henley

F4
Setting Your Goals and Then Designing a Firm That Works for You
Matthew E. Ludt

F5 **REPEATED AT #H2**
Cybersecurity for the Small Law Firm – Beware! The Bad Guys Are Getting Better!
Todd C. Scott

The Art of Managing Clients for the Good of Everyone!

Heather D. Olson
Olson Law LLC
Buffalo, Minnesota



SUBSTANTIVE LAW

G1 **BACK BY POPULAR DEMAND!**
Preparing Client Estate Plans: A Balancing Act Between Avoiding Probate and Avoiding Medical Assistance Recovery Claims
Jill M. Sauber

G2 **REPEAT OF #A3**
Residential Landlord-Tenant Law and Practice – With Emphasis on Evictions
Robin Ann Williams

BUSINESS OF LAW

G3
How to Rid Your Practice of Inefficiency
Barron K. Henley

G4
Virtual Services Available for Your Firm – Ways to Make Practice Easier
Sarah Soucie Eyberg & Todd C. Scott

SPECIAL CREDITS

G5 **1.0 ETHICS CREDIT APPLIED FOR**
Curveballs You Never Saw Coming: Ethics and Prospective Clients, Personal Relationships, and Who's on First
Eric T. Cooperstein

H1 **REPEAT OF #E2**
The Leave Mess – The New Minnesota Leave Laws Apply to Small Businesses – Including Yours!
Leonard B. Segal

H2 **REPEAT OF #F5**
Cybersecurity for the Small Law Firm – Beware! The Bad Guys Are Getting Better!
Todd C. Scott

H3 **1.0 MENTAL HEALTH/SUBSTANCE USE CREDIT APPLIED FOR**
From Isolation to Connection: Supporting Mental Health in the Legal Profession
Jon M. Tyrjala

NEW CREDIT REQUIREMENT IN MINNESOTA



FACULTY & PLANNERS

- PLANNING COMMITTEE
- OUT-OF-TOWN GUEST

JACOB J. BAKER
Hanft Fride PA
Duluth

KAY A. BIGA
Spott Law Office
Duluth

- **JESS BIRKEN**
Birken Law
Minneapolis

JENNIFER L. CAREY
Hanft Fride PA
Duluth

- **ERIC T. COOPERSTEIN**
Law Office of
Eric T. Cooperstein PLLC
Minneapolis

DIANA B. DODGE
Johnson Killen & Seiler PA
Duluth

- **PAUL M. FLOYD**
Wallen-Friedman & Floyd PA
Roseville

- **LEANNE R. FUITH**
Mitchell Hamline
School of Law
Saint Paul

ERIN GERNER
Powerhouse Lawyers
Canton, Texas

- **HEATHER M. GILBERT**
Gilbert Law PLLC
Saint Paul

ROY S. GINSBURG
Attorney at Law
Minneapolis

HONORABLE STEVEN B. HANKE
Sixth Judicial District
Two Harbors

MARTY G. HELLE
Hoversten Johnson
Beckmann & Hovey
Austin

BARRON K. HENLEY
Affinity Consulting Group
Columbus, Ohio

HONORABLE ERIC L. HYLDEN
Sixth Judicial District
Duluth

CHRISTOPHER D. JOHNSON
Johnson Turner Legal
Forest Lake

MATTHEW E. LUDT
Atticus Family Law
Stillwater

J. STEVE NYS
Fryberger Buchanan
Smith & Frederick PA
Duluth

- **HEATHER D. OLSON**
Olson Law LLC
Buffalo

PATRICK M. PATINO
Patino Law Office LLC/
The Newfangled Lawyer
Minneapolis

HONORABLE BHUPESH PATTNI
Sixth Judicial District
Hibbing

HONORABLE SHAWN B. REED
Sixth Judicial District
Duluth

STEVEN L. REYELTS
Northland Trial Team PLLC
Duluth

LYMARI J. SANTANA
Mack & Santana Law Offices, P.C.
Minneapolis

• **JILL M. SAUBER**
Sauber Legal Services LLC
Minneapolis

- **TODD C. SCOTT**
Minnesota Lawyers Mutual
Minneapolis

LEONARD B. SEGAL
Segal Duffek Moen
Minneapolis

SARAH SOUCIE EYBERG
Soucie Eyberg Law LLC
Andover

- **PATRICK M. SPOTT**
Spott Law Office
Duluth

JON M. TYNJALA
Lawyer Concerned for Lawyers
Saint Paul

SUSAN L. WALDIE
Johnson Killen & Seiler PA
Duluth

ROBIN ANN WILLIAMS
Abriter PLLC
Saint Louis Park

SCOTT A. WITTY
Hanft Fride PA
Duluth



CONFERENCE LOCATION

- ★ **Duluth Entertainment Convention Center**
350 Harbor Drive
Duluth, Minnesota
800-628-8385 • 218-722-5573
<http://www.decc.org/>

MAKE HOTEL RESERVATIONS EARLY!

Minnesota CLE has secured blocks of rooms at the following hotels. Make reservations early to ensure room rate/availability. Be sure to mention the Minnesota CLE Solo and Small Firm Conference when making your reservations.

- Pier B Resort • \$259-\$289**
800 West Railroad Street • 218-481-8888
Site of the Sunday seminar and Sunday night reception. Great location on the Duluth harbor overlooking the aerial lift bridge.
- Inn on Lake Superior • \$268-\$343**
350 Canal Park Drive • 218-726-1111
Includes free hot/cold breakfast, free parking, and great Canal Park location.
- Canal Park Lodge • \$269-\$329**
250 Canal Park Drive • 218-279-6000
Includes free breakfast, free parking, and great Canal Park location.
- TownePlace Suites • \$209-\$219**
1520 Sundby Road • (218) 514-2400
Includes free breakfast and free parking. Located near Miller Hill Mall.

For additional lodging options, visit:
www.visitduluth.com/stay

CREDITS

Minnesota CLE is applying to the Minnesota State Board of CLE for **12.0 total CLE credits**. We also have applied for **1.0 ethics credit** for the "Networking Professionally and Ethically" sunrise session on Day 1 and sessions #C3, #D3 and #G5 and for **1.0 mental health/substance use credit** for session #H3. The maximum number of total credits attendees may claim for this conference is 12.0 credits.

ACCOMMODATION

If you have a disability and need an accommodation in order to attend, please contact Minnesota CLE as soon as possible at customerservice@minncle.org or call 800-759-8840.

CANCELLATION/NO-SHOW POLICY

Paid registrants who cancel their registration before the program will receive a refund upon request. Paid registrants who do not cancel but are unable to attend will retain access to the seminar materials through their Minnesota CLE website account.

SCHOLARSHIPS AVAILABLE!

Minnesota CLE maintains a scholarship program for those with a financial need. For further information or to obtain an application, contact Minnesota CLE at customerservice@minncle.org.

QUESTIONS?

customerservice@minncle.org
www.minncle.org
800-759-8840

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Your generosity helps make this great event possible!

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Sunday Welcome Reception Sponsor

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HANFT FRIDE
LAW FIRM



PROBATE, TRUSTS AND ESTATES SECTION



SOLO AND SMALL PRACTICE EXPERIENCE SECTION



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Register today at www.minncle.org
or call 651-227-8266 or 800-759-8840

To pay by credit card, please register online at www.minncle.org.

THE 2025 SOLO & SMALL FIRM CONFERENCE

August 3-5, 2025
Duluth Entertainment
Convention Center
350 Harbor Drive
Duluth, Minnesota

Nonprofit Org.
U.S. Postage
PAID
Minnesota Continuing
Legal Education

1 PLEASE "✓" APPROPRIATE BOX:

- \$425 MSBA member
- \$425 paralegal / legal assistant
- \$495 standard rate
- I have a Minnesota CLE Season PassSM.

NEW LAWYER DISCOUNT:

- I have been admitted to the bar for less than 5 years and am deducting 50% from the fee marked at left.

SCHOLARSHIPS AVAILABLE!

Minnesota CLE maintains a scholarship program for those with a financial need. To obtain an application, contact Minnesota CLE at customerservice@minncle.org.

JOIN THE MSBA AND PAY LESS FOR MINNESOTA CLE SEMINARS!

To join the MSBA go to www.mnbar.org
For more membership advantages call 800-882-6722

2 SUNDAY EVENING – "MLM WELCOME RECEPTION"

4:30 – 6:30 p.m. at Pier B Resort

NUMBER ATTENDING:

You and Your Immediate Family (free of charge):

Other guests you will be bringing (\$35 each):
(Pay at the door.)

3 MONDAY EVENING – "SOLO AND SMALL PRACTICE SECTION MIXER"

4:30 – 5:30 p.m. at Hoops Brewing

The MSBA Solo and Small Practice Experience Section invites you to a mixer from 4:30 – 5:30 p.m. on Monday at Hoops Brewing located at 325 South Lake Avenue. Stop by for hors d'oeuvres, beverages and good conversation.

4 MONDAY EVENING – "NIGHT AT THE AQUARIUM"

6:30 – 9:00 p.m.

NUMBER ATTENDING:

You and Your Immediate Family (free of charge):

Other guests you will be bringing (\$35 each):
(Pay at the door.)

Check here if address below is new.

Name (first) _____ (mi) _____ (last) _____

Firm _____

Address _____

City/State/Zip _____

Phone _____

Email _____

Attorney License No. (if applicable) _____

Profession, if non-attorney _____

WHAT IS THE SIZE OF YOUR LAW FIRM?

- Solo
- 2 – 3
- 4 – 10
- 11 or more

PAYMENT:

Enclosed is a check payable to Minnesota CLE for \$ _____

To pay by credit card, please register online at www.minncle.org.

MAIL TO: Minnesota CLE
700 Nicollet Mall, Suite 200
Minneapolis, MN 55402

4961-26 / jhaj / lo / PATs

Minnesota Continuing
Legal Education
700 NICOLLET MALL, SUITE 200, MINNEAPOLIS MN 55402

DATED MATERIAL – PLEASE EXPEDITE!



Summer in Duluth – It's Unmatched!

There are so many things to see and do in Duluth in the summer – from **ship watching** near the Aerial Lift Bridge, to climbing and exploring beautiful **Enger Park and Enger Tower**, to walking (running or biking) the **Lakewalk**, to shopping at the many stores on **Canal Park**, to exploring the terrific **Train Depot**, to enjoying the beautiful **Rose Garden**, to touring **Glensheen Mansion**, to taking a **Harbor Cruise**, or even swimming off the sandy beaches of **Park Point** (for the adventurous) – it's both a kids and an adult paradise!