

AUGUST 2-4, 2026
DULUTH, MINNESOTA

THE 2026

SOLO AND SMALL FIRM CONFERENCE

In Duluth!

9 GREAT REASONS TO ATTEND

1. It is, by far, the most fun Conference of the year!
2. You will enjoy a terrific time at the MLM Opening Reception at Pier B.
3. Includes a bonus, free 2-hour seminar on the strengths and weaknesses of various AI products.
4. The most family-friendly event of the year – your family is invited to attend our Sunday and Monday special events and is welcome at both luncheons!
5. Receive great education tailored to your needs – the Conference includes 40 great sessions – and you get to choose the best sessions for you!
6. The best networking opportunity for solo and small firm attorneys.
7. Monday night's Harbor Cruise sponsored by Heimerl & Lammers – and it's so much fun!
8. 50% off all Minnesota CLE publication products during the Conference (75% off for Season Passholders), plus a free Summary Guide or Legal QuickSheet of your choice!
9. And an all-new free "Super Bonus" – Attend Minnesota CLE's new Practice Management Institute in December – at no cost!



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

FREE
to Conference
Attendees!

SUNDAY BONUS PROGRAM

AUGUST 2 | PIER B

1:00 – 1:30 p.m.
CHECK-IN

1:30 – 2:30 p.m.

AI Product Comparisons – The Strengths and Weaknesses of the Leading AI Products

Jess Birken
Eric T. Cooperstein
Joshua Weaver
Paul M. Floyd (moderator)

2:30 – 3:30 p.m.

How to Avoid Generating Ethics Issues with Generative AI

1.0 ETHICS CREDIT APPLIED FOR
Eric T. Cooperstein

**SPECIAL
EVENT!**

Join Us for the Sunday Evening MLM Welcome Reception!

Catch up with friends and colleagues at the annual MLM Opening Reception. Everyone is invited – including families! Great food, drink, and conversation – plus fun for the kids and prize drawings for the adults!

4:30 – 6:30 p.m.
Pier B Resort & Hotel

Sponsored by Minnesota Lawyers Mutual



MONDAY AUGUST 3 | DECC

7:00 – 9:30 a.m.
OPENING SESSIONS

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
- The Conversion Code:
Innovative Marketing for Real Client Growth
REPEATED AT #G3
Heather D. Olson

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

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

Using AI to Create Time-Saving Systems

Joshua Weaver
State Bar of Texas
Austin, Texas



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

10:00 – 11:00 a.m.
BREAKOUT A

A1
Understanding Medical Assistance
and How It Works
Jill M. Sauber

A2
Family Law Update –
Cases, Legislation and Practice
Natalie M. Moriarty
Cheryl M. Prince

A3
Nine Helpful Discovery and
Pre-Trial Tips
Brooks Hazelton
Steven L. Reyelts

A4
Reviewing and Drafting Contracts
Using AI (Claude)
Paul M. Floyd

A5
The Nuts and Bolts of a Small Firm
Practice – The Early Years
Leanne R. Fuith
Heather M. Gilbert

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

11:15 a.m. – 12:15 p.m.
BREAKOUT B

B1
Understanding Estate and
Gift Tax
James T. McNary

B2
Improving Your Presentation
Skills – In the Courtroom,
Boardroom or Anywhere!
Honorable Edward T. Wahl (ret.)

B3
Watch Out!
10 Common Real Estate
Title and Recording
Mistakes
Matthew J. Foli

B4
Leveraging Your Phone
and AI – How to Get More Done
More Easily
Joshua Weaver

B5
Managing Clients and Client
Expectations
Eric T. Cooperstein
Paul M. Floyd
Jill M. Sauber

12:15 – 1:45 p.m.
LUNCHEON
ROUNDTABLES &
AFTERNOON
PLENARY

12:15 – 1:15 p.m.
LUNCHEON &
OPTIONAL ROUNDTABLES

Today's roundtable topics include:

- Probate/Estate Planning/ Elder Law Issues
- Real Estate Issues
- Family Law Matters
- Litigation Tips
- Using AI
- Books and Movies
- And More!

1:15 – 1:45 p.m.
AFTERNOON PLENARY

Managing Your Time –
What Actually Works in
the Real World
Shannon D. Hoagland
Hoagland Law PLLC
Orlando, Florida



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

2:00 – 3:00 p.m.
BREAKOUT C

C1
9 Things Every Attorney
Should Know About
Representing an Injured Party
Michael B. Lammers

C2
Technical Conveyancing
Requirements for Pretty Much
Any Entity You Encounter,
Whether Normal or Weird
Marty G. Helle

C3
How to Protect Your Firm,
Your Files and Yourself from
Hacking, Phishing and Other
Attacks
Todd C. Scott

C4
Phone, Intake and Scheduling
Made Easier – Keeping and
Not Losing Clients
Heather D. Olson

C5
The Business of Law –
Focusing on the Financial
Issues
Jess Birken
Samuel J. Kavalier
Jason C. Kohlmeyer
Leanne R. Fuith (moderator)

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

3:15 – 4:15 p.m.
BREAKOUT D

D1
15 Things Everyone Should
Know About Minnesota
Real Estate, but Few People Do
Matthew J. Foli

D2
Open Forum on Probate –
Bring Your Toughest Questions
Daryl T. Fuchihara
Yvonne M. Novak
Susan L. Waldie

D3
How Minnesota's New Paid
Leave and Sick and Safe Time
Laws Impact Your Clients and
YOU!
Samuel J. Kavalier

D4 1.0 MENTAL HEALTH/
SUBSTANCE USE CREDIT
APPLIED FOR
Help for Colleagues in Crisis:
Recognizing and Responding
to Impairment and Other
Challenges in the Legal
Profession
Jon M. Tynjala

**SPECIAL
EVENTS!**

Join Us for These Monday Evening Activities – The Section Happy Hour and a Duluth Harbor Cruise!

Solo and Small Practice Experience Section Happy Hour

4:30 – 5:30 p.m. | 310 Pub on Canal Park
Stop by for hors d'oeuvres, beverages and good conversation. Free to Section members. (Join the Section for only \$30.)

Duluth Harbor Cruise

2 Sailings – 5:30 and 7:30 p.m.
Bring your family and enjoy this fabulous cruise, the scenery of the Duluth Harbor, good conversation, and fun for everyone!
Sponsored by Heimerl & Lammers



TUESDAY

AUGUST 4 | DECC

7:15 – 9:15 a.m.
OPENING SESSIONS

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

7:30 – 8:15 a.m.
SUNRISE SESSIONS

- **Buying or Selling a Legal Practice: Everything You Need to Know**
Roy S. Ginsburg
- **Getting the Most from AI – How to Write Prompts That Give You the Help You Need**
Todd C. Scott

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

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

Business Development Strategies That Actually Work

Claire Mayweather
Sandler Training
San Antonio, Texas



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

9:45 – 10:45 a.m.
BREAKOUT E

SUBSTANTIVE LAW

E1 **REPEATED AT #H1**
Real Estate for Family Law and Probate Attorneys – Getting Things Right
Peter L. Radosevich

E2
You Make the Call – How Would You Rule on These Evidentiary Objections?
Honorable Edward T. Wahl (ret.)

TECHNOLOGY

E3
How Do I Get the Tech Support I Need?
Jess Birken
Todd C. Scott

BUSINESS OF LAW

E4 **REPEATED AT #H2**
How to Practice Law, Have Fun, and Make More Money
Shannon D. Hoagland

E5
Our Best Ideas for Making Your Practice More Successful
Heather M. Gilbert
Jason C. Kohlmeyer
Heather D. Olson
Eric T. Cooperstein (moderator)

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

11:00 a.m. – 12:00 p.m.
BREAKOUT F

F1
How to Use Revocable and Irrevocable Trusts Successfully
James T. McNary

F2
Contracts for Deed – The Complete Guide to Proper Use
Marty G. Helle

F3
8 Tips to Improve Any Contract – And Help Avoid Disputes
Jennie A. Clarke

F4
Convert More Leads into Clients – Build and Execute a Discovery-Based Call
Claire Mayweather

F5
Finding, Training and Keeping Staff
Kay A. Biga
Patrick M. Spott

12:00 – 1:30 p.m.
LUNCHEON
ROUNDTABLES &
AFTERNOON
PLENARY

12:00 – 1:00 p.m.
LUNCHEON &
OPTIONAL ROUNDTABLES

Today's roundtable topics include:

- Staffing Challenges
- Marketing Strategies and Tactics
- Use of Technology
- Client Management
- Vacation Destinations
- And More!

1:00 – 1:30 p.m.
AFTERNOON PLENARY

Your Firm's Culture and Values – Does It Really Matter in a Solo or Small Firm?

Leanne R. Fuith
Mitchell Hamline School of Law
Saint Paul



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

1:45 – 2:45 p.m.
BREAKOUT G

SUBSTANTIVE LAW

G1
Handling the Sale or Purchase of a Small Business (Under \$3 Million)
Jennie A. Clarke

G2
Medical Assistance in Action – Case Studies and What You Need to Know
Jill M. Sauber

BUSINESS OF LAW

G3 **REPEAT OF MONDAY SUNRISE SESSION**
The Conversion Code: Innovative Marketing for Real Client Growth
Heather D. Olson

G4
Stop Getting "Think It Overs" after Great Meetings
Claire Mayweather

G5
Pricing, Billing and Getting Paid
Kay A. Biga
Patrick M. Spott

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

3:00 – 4:00 p.m.
BREAKOUT H

H1 **REPEAT OF #E1**
Real Estate for Family Law and Probate Attorneys – Getting Things Right
Peter L. Radosevich

H2 **REPEAT OF #E4**
How to Practice Law, Have Fun, and Make More Money
Shannon D. Hoagland

H3 **1.0 ELIMINATION OF BIAS CREDIT APPLIED FOR**
Breaking the Silence – Mental Health, Substance Use and Resilience in the Legal Profession
Jon M. Tynjala

TAKE A LOOK AT THESE

EXTRA BENEFITS

BEFORE THE CONFERENCE

FREE

2-Hour Sunday Program:
AI Product Comparisons and
AI Ethical Use Seminar

DURING THE CONFERENCE

50% OFF

All Minnesota CLE Publication Products
(and 75% off for Season Passholders)

FREE

Your choice of one Summary Guide
or one Legal QuickSheet

AFTER THE CONFERENCE

FREE

Attendance at the New
Practice Management Institute
Friday, December 11
\$395 value

FREE

1-Year Subscription to the
eCoursebook Collection
(formerly the "Online Library")
\$245 value

FREE

2 Post-Conference Webcasts

\$100

Minnesota CLE Cash
Receive up to \$100 off any ONE
Minnesota CLE product!

THE 2026 SOLO & SMALL FIRM CONFERENCE

August 2-4, 2026
Duluth Entertainment
Convention Center
350 Harbor Drive
Duluth, Minnesota

1 Register online at www.minncle.org

For assistance, contact Minnesota CLE at customerservice@minncle.org or call 800-759-8840.

NEW LAWYER DISCOUNT!

New lawyers who have been admitted to the bar less than 5 years receive a 50% discount.

TUITION RATES:

\$425 MSBA member rate
\$425 paralegal / legal assistant rate
\$495 standard rate

SCHOLARSHIPS AVAILABLE!

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

SEASON PASSHOLDERS:

- **Super Passholders** may attend the Conference at no charge.
- **In-Person Passholders** may attend the Conference at no charge.
- **Online Passholders** may attend the Conference for 50% off.

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 PRE-CONFERENCE SEMINAR – FREE!

AI Product Comparisons and AI Ethical Use

Sunday, August 2, 2026 | 1:30 – 3:30 p.m. | Pier B Resort & Hotel

3 MLM WELCOME RECEPTION

Sponsored by Platinum Sponsor Minnesota Lawyers Mutual

Sunday, August 2, 2026 | 4:30 – 6:30 p.m. | Pier B Resort & Hotel

Join the fun and reconnect with colleagues and friends in this beautiful setting! And be sure to stay for the prize drawings!

4 SOLO AND SMALL PRACTICE EXPERIENCE SECTION HAPPY HOUR

Monday, August 3, 2026 | 4:30 – 5:30 p.m. | 310 Pub on Canal Park

Stop by for hors d'oeuvres, beverages and good conversation. It's another great opportunity for you to enjoy time with friends and colleagues.

5 DULUTH HARBOR CRUISE

Sponsored by Platinum Sponsor Heimerl & Lammers

Monday, August 3, 2026 | 2 Sailings – 5:30 and 7:30 p.m.

Bring your family and enjoy the scenery of the Duluth Harbor on this sightseeing tour aboard the Vista King. Make plans now to join us for this fabulous cruise, good conversation, and fun for everyone.

6 PRACTICE MANAGEMENT INSTITUTE – FREE!

Friday, December 11, 2026 | Minneapolis

All attendees of the 2026 Solo & Small Firm Conference can attend the brand-new Practice Management Institute at no cost – a \$395 value! Instructions on how to register for free will be provided to attendees at the 2026 Solo & Small Firm Conference.

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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!