Paralegal Division
Webcast Series

**Wednesday, May 23, 2018**
Moving Up — How to Leverage Your Professional Network to Build Your Skills and Opportunities
CPE Credit: 1.0 Hour

**Friday, June 8, 2018**
The Data Driven Lawyer
CPE Credit: 6.0 Hours

**Friday, June 15, 2018**
Claim Your Career: Professionalism and the Path to Paralegal Success
CPE Credit: 1.0 Hour

**SUMMARY:** This summer, earn up to 8.0 CPE credits from anywhere with an Internet connection.

Whether you want to learn more about effective professional networking, need tips for increasing competency and professionalism, or want to learn about the benefits and uses of data collection and analysis for your modern law firm, the NCBA has what you need to help advance your career skills and fulfill your CPE credit obligations.

The North Carolina Bar Association is accredited by the North Carolina State Bar as a provider of continuing legal education.
Moving Up — How to Leverage Your Professional Network to Build Your Skills and Opportunities

FORMAT:  STUDIO WEBCAST

CPE CREDIT:  1.0 Hour

UPDATES & REGISTRATION:  www.tinyurl.com/CLE995P41

SUMMARY:  You can use your professional network to do more than just find a job. Connect with mentors and career builders who can help you become more competent, well-rounded and professional. Learn how to leverage your network to build your skill sets and increase your professional opportunities.

PLANNED BY:  The NCBA Paralegal Division

SPEAKER:  Camille Stell  Lawyers Mutual Liability Insurance Company of North Carolina, Cary

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NCBA CPE PASSPORT

Access to all your CPE needs with one easy payment

Top Benefits of CPE Passport
- Average savings of 25% per year on programs*
- One easy payment with rolling enrollment
- Save 30% on all NCBA Bookstore purchases
- $50 discount for current Passport holders
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* A limited number of out-of-state and special programs are not eligible.

Get your CPE Passport today!
ONLINE:  tinyurl.com/NCBA-Passport
PHONE:  800.228.3402

CPE Passport Pricing
NCBA Paralegal Members:
12 Hours (Tokens) for $329
Non-member pricing is also available.
The Data Driven Lawyer

FORMAT:  LIVE at NC Bar Center, Cary or LIVE WEBCAST

CPE CREDIT:  6.0 Hours

UPDATES & REGISTRATION:  www.tinyurl.com/CLE794SSM

SUMMARY:  Your firm relies on data to thrive. From choosing the right solutions, to targeting specific clients, to protecting your firm, understanding the data your firm collects and produces is essential to your success. Whether you’re an attorney, paralegal, legal marketer, or firm administrator, this one-day session helps you incorporate new strategies to make your firm more successful immediately.

Featuring speakers from the US and Canada sharing their expertise on:

- Key Performance Indicators for your firm
- Artificial Intelligence and its role in profitable practices
- Monitoring critical data about your clients
- Data security
- Ethics for 21st century practices
- Legal marketing and the path to profitability


SPEAKERS:
- George Psiharis, Clio Practice Management, Vancouver, Canada
- Emily van Siereveld, Clio Practice Management, Seattle, WA
- Nika Kabiri, Radius-Global, Seattle, WA
- Jeff Ward, Duke Center on Law & Tech, Durham
- Claude Ducloux, LawPay, Austin, TX
- Drew Vaughn, Deviant Marketing, Chicago

PLANNERS:
- Camille Stell, Lawyers Mutual Liability Insurance Company of North Carolina, Cary
- Pegeen Turner, Cloud IT for Lawyers, Raleigh
- Matt Van Sickle, Van Sickle Law, Cary
- Manisha Patel, Ward Black Law, Greensboro
- Harrison Lord, AskLegal, Charlotte

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AGENDA: The Data Driven Lawyer

8:30a  Registration and Breakfast

8:55  Welcome and Introductions

9:00  Session Title: Artificial Intelligence, the Rule of Law and the Essential Role of Every Lawyer  |  Ward
Jeff Ward teaches law students at Duke University how to take advantage of emerging technology in the name of advancing the legal profession. Learn what is on the horizon that can take your practice to the next level.

10:00  The Data Driven Lawyer: Using Law Firm Metrics to Make Business Decisions  |  Psiharis
Learn how to use data to determine better ways to serve your clients through smart decision making. What do they need from you and what can you deliver to be a more competent, responsive paralegal?

11:00  Break

11:15  Managing Clients and Monitoring Data Points Related to Specific Clienteles  |  Kabiri
Your clients make decisions about using their time and resources. Learn how you can monitor your clients’ needs by examining the data they produce. Whether it’s expansion into a new practice area or increased skills in the area in which you already work, this session helps you examine what your clients need from you.

12:15p  Lunch

1:15  Password1234: Five Steps for Improving Data Security  |  van Sierveld
In today’s data-reliant world, there is no way to practice without threats of online bad actors. But there are ways to protect your clients’ and your firm’s data. Learn what you need to be watching and how you can practice safer.

2:15  Break

2:30  Running the Ethical Office in the 21st Century  |  Ducloux
Using data from your practice, learn how to set your fee structure, your billing rates and your collection policy. By setting the terms of payment and collection based on the realities of your business, you can create a policy that sets safeguards for maintaining your ethical responsibilities.

3:30  Legal Marketing that Actually Makes You Money  |  Vaughn
You know why you need to make money—to continue to serve your clients, and to take on pro bono work. In this session, learn what you need to know to achieve your legal marketing goals while staying within the bounds of the rules of professional conduct.

4:30  Adjourn

A special thanks to Clio Practice Management Software for their substantial support and contributions to this program in support of NC lawyers, paralegals, legal professionals and law firm staff.
Claim Your Career: Professionalism and the Path to Paralegal Success

FORMAT: STUDIO WEBCAST

CPE CREDIT: 1.0 Hour Ethics/Professional Responsibility

UPDATES & REGISTRATION: www.tinyurl.com/CLE955P42

SUMMARY: Understanding your opportunities to grow professionally is one of the greatest tools you will have over the course of your career. In this hour-long webcast, learn some of the most reliable tips for building a career based on professionalism, increasing competency and developing your network. Claim your success with a focus on professionalism in this must-watch hour for any paralegal.

PLANNED BY: The NCBA Paralegal Division

SPEAKER: Stephanie Elliott, McNair Law Firm, Charlotte

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Friday, June 15, 2018 | 12:00-1:00p

Claim Your Career: Professionalism and the Path to Paralegal Success

During this free hour-long webinar for Paralegal Division members, Mark Oettinger — lawyer and adjust professor at the University of New Hampshire — focuses on business law. This CLE is for any paralegal who wants to better understand the law of corporations, LLCs, partnerships and sole-proprietorships.

Details will be sent via email to all members of the NCBA Paralegal Division.

SAVE THE DATE
October 10, 2018, 12:00p
Paralegal Division Webcast Series

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