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## SOLO LAWYERS SELECTED READING LIST

***HOW TO START AND BUILD A LAW PRACTICE.*** Platinum 5<sup>th</sup> ed. by Jay Foonberg.  
[KF 300 F65 2004]

***FLYING SOLO: A survival guide for the solo and small firm lawyer*** 4<sup>th</sup> ed. by K.  
William Gibson. [KF 300 E59 2005]

***ESTABLISHING A LAW PRACTICE*** by James R. Richardson [KF 300 R52 ]

***THE SUCCESSFUL LAWYER: Powerful strategies of transforming your practice*** by  
Gerald A. Riskin. [KF 300 R67 2005]

***THE BUSY LAWYER'S GUIDE TO SUCCESS: Essential tips to power your practice***  
by Reid F. Trautz and Dan Pinnington. [KF 318 T37 2009]

***RUNNING A LAW PRACTICE ON A SHOESTRING*** by Theda Snyder. [KF 300 S64  
1997]

***ATTORNEY AND LAW FIRM GUIDE TO THE BUSINESS OF LAW: Planning and  
operating for survival and growth,*** 2d ed. by Edward Poll. [KF 3215 P64 2002]

***THE LAWYER'S FIELD GUIDE TO EFFECTIVE BUSINESS DEVELOPMENT*** by  
William J. Flannery. [KF 300 F53 2007]

***VIRTUAL LAW PRACTICE: How to deliver legal services online*** by Stephanie L.  
Kimbrow. [KF 320 A9 K56 2010]

***THE LAW TELECOMMUNICATING*** by Nicole Belson Goluboff. [KF 300 G66 2001]

***HOW TO CAPTURE AND KEEP CLIENTS: Marketing strategies for lawyers*** by  
Jennifer J. Rose. [KF 316.5 H68 2005]

***THE LAWYER'S GUIDE TO MARKETING YOUR PRACTICE*** by James A. Durham  
and Deborah McMurry. [KF 316.5 C65 2004]

***THE LAWYER'S GUIDE TO MARKETING ON THE INTERNET*** by Gregory H. Siskind, Deborah McMurry, and Richard P. Klau. [KF 316.5 S57 2007]

***THE LAWYER'S GUIDE TO EFFECTIVE YELLOW PAGES ADVERTISING: The complete guide to creating winning ads, 2d ed.*** by Kerry Randall. [KF 310 A3 R35 2005]

***COLLECTING YOUR FEE: Getting paid from intake to invoice*** by Edward Poll. [KF 316 P65 2002]

***WINNING ALTERNATIVES TO THE BILLABLE HOUR: Strategies that work, 3d ed.*** by James A. Calloway and Mark A. Robertson. [KF 316 R63 2008]

***IMPROVING ACCOUNTS RECEIVABLE COLLECTION: A practical system*** by Arthur F. Nacht. [KF 300 N33 1990]

***THE LAWYER'S GUIDE TO CONCORDANCE*** by Liz M. Weiman. [KF 300 W45 2008]

***FOCUSING ON CLIENTS: A detailed guide to planning, positioning, cross-selling, networking, engaging new clients, and other strategies for ensuring the growth of your legal practice*** by Frank Brennan. [KF 300 B74 1990]

***EVERY RELATIONSHIP MATTERS: Using the power of relationships to transform your business, your firm, and yourself*** by Peter E. Rouse. [KF 300 R68 2007]

***GROWING YOUR PRACTICE THROUGH BETTER CLIENT RELATIONS*** by Jay G. Foonberg. [KF 300 O7O74 F65g 1993]

***THE LAWYER'S GUIDE TO CREATING A BUSINESS PLAN [ELECTRONIC RESOURCE]: A step-to-step software package, 2006 ed.*** by Linda Pinson. [KF 315 Z9 P55 2006]

***SURVIVAL SKILLS FOR PRACTISING LAWYERS: Best articles from the Law Practice Management magazine*** edited by Theodore P. Orestein. [KF 300 S87 1994]

***THE OF COUNSEL AGREEMENT: A guide for law firm and practitioner, 3d ed.*** by Harold G. Wren and Beverly J. Glascock. [KF 310 O3 W74 2005]

***THE LAWYER'S RETIREMENT PLANNING GUIDE*** by Susan A Berson. [KF 297 B47 2010]