



Hope is Not a Strategy – How to Scale Your Law Firm During a Pandemic

January 13, 2021
12:00 p.m. –1:00 p.m.

Live webcast via Zoom – watch live from any convenient location.
1.0 CLE credits: Law Practice Management (appropriate for all attorneys)

Speaker:

Rosanna Berardi, Esq.
Managing Partner, Berardi Immigration Law

The recent coronavirus pandemic has turned the legal industry upside down. As business owners and lawyers, this is not the time to put our heads down and “hope” it all works out. We need to develop business blueprints to strategically plan our next steps.

Rosanna Berardi will guide participants through recreating their business or personal plans. She will provide actionable items and plans that will help participants make their businesses stronger than ever.

Topics will include:

- ✓ How to strategically cut costs while maintaining service levels
- ✓ Determining how and when the time is right to add or reduce headcount
- ✓ Strategies for networking during a pandemic
- ✓ Tips for creating a personal blueprint for your success

Rosanna has been recently featured in Forbes magazine due to her tremendous success at scaling her firm.

For registration, visit our web site:

<https://eriebar.org/events/cle-hope-is-not-a-strategy-how-to-scale-your-law-firm-during-a-pandemic/>

Although the registration form is available below, online registration is encouraged as BAEC staff are still working remotely. Alternatively, you can fill out the form below and scan it to cwalsh@eriebar.org.

**Erie Institute of Law Registration Form -
Hope is Not a Strategy: How to Scale Your Law Firm During a Pandemic**

\$25 BAEC Member \$30 Non-Member

**The course material will be provided via electronic delivery.
Please be sure to add your email address below to ensure delivery.**

Name _____

Firm _____

Address _____

City _____ State _____

Zip _____ Phone _____ Fax _____

E-mail _____

Enclosed is my check in the amount of \$_____ Visa MC

Card Number _____ Exp. Date _____ CVV _____

Cardholder Signature _____

Accreditation: The Erie Institute of Law has been certified by the New York State Continuing Legal Education Board as an accredited provider of continuing legal education in the state of New York.

Cancellation Policy: If you are unable to attend a seminar for which you have already registered, call the CLE department at 852-8687. For a full refund, notice of your cancellation must be received 48 hours in advance of a program. **Cancellations received less than 48 hours in advance are subject to a \$5 administrative fee.**

Mail or Scan: Erie Institute of Law, 438 Main Street, Sixth Floor, Buffalo, New York 14202, (716) 852-8687, cwalsh@eriebar.org. We strongly encourage you to register online at www.eriebar.org.

Tuition assistance: Please email mkohlbacher@eriebar.org or cwalsh@eriebar.org to request an application.