

Book: Successful Business Planning: Serving the Moderate Income Client (Colorado Bar Association 2013)



This book is the product of the the Colorado Bar Association's (CBA) Modest Means Task Force. [Successful Business Planning: Representing the Moderate Income Client](#) is designed to assist lawyers in developing a successful and financially viable practice that incorporates representation of moderate income clients. The manual includes practical and ethical considerations in developing a business plan and providing representation. Among the tools are sample forms (included in electronic form), such as an interactive business planning spreadsheet that calculates the amount of income needed to cover overhead, personnel, and lawyer earnings. There is also a discussion about the value of mentorship and other ways to gain competency, many offered through membership in the Colorado Bar Association.

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