

## RESOURCES FOR SELLING YOUR LAW PRACTICE

### OREGON STATE BAR

[www.osbar.org](http://www.osbar.org)

#### **CLE – TRANSITIONS: BUYING, SELLING, OR TRANSFERRING A LAW PRACTICE**

This free CLE was offered by the Oregon State Bar on November 1, 2013. The course book is available here: [http://www.osbar.org/docs/LPT/LPT-CLE\\_1Nov2013\\_coursebook.pdf](http://www.osbar.org/docs/LPT/LPT-CLE_1Nov2013_coursebook.pdf)

#### **CLOSURE OF LAWYER TRUST ACCOUNT**

Attn: IOLTA COMPLIANCE

Oregon State Bar

16037 SW Upper Boones Ferry Road, Tigard, OR 97224

P.O. Box 231935, Tigard, OR 97281-1935

503-620-0222 or 800-452-8260 (Ext. 373)

#### **LEGAL ETHICS QUESTIONS**

Oregon State Bar General Counsel

16037 SW Upper Boones Ferry Road, Tigard, OR 97224

P.O. Box 231935, Tigard, OR 97281-1935

503-620-0222 or 800-452-8260 (Ext. 361)

<http://www.osbar.org/ethics>

#### **MEMBERSHIP STATUS CHANGES**

Oregon State Bar

16037 SW Upper Boones Ferry Road, Tigard, OR 97224

P.O. Box 231935, Tigard, OR 97281-1935

503-620-0222 or 800-452-8260 (Ext. 343)

#### **ARTICLES AVAILABLE ON THE OSB WEB SITE**

Succeeding at Succession: Buying and Selling Offer Options for Sole and Small Practices:

<https://www.osbar.org/publications/bulletin/13nov/succession.html>

#### **OSB CAREER CENTER – LIST YOUR PRACTICE FOR SALE**

<http://www.osbar.org/osbcenter/careerintro.html>

### MULTNOMAH BAR ASSOCIATION

[www.mbabar.org](http://www.mbabar.org)

#### **CLE – BUYING, SELLING, AND TRANSITIONING IN OR OUT OF LAW PRACTICE**

This CLE was offered by the Multnomah Bar Association on April 8, 2015. A recording of this CLE may be purchased at <https://www.mbabar.org/education/watch-archived-cle-webcast/buying-selling-or-transitioning-in-or-out-of-law-practice/>.

### PROFESSIONAL LIABILITY FUND

[www.osbplf.org](http://www.osbplf.org)

#### **COVERAGE QUESTIONS, INCLUDING ERC AND EXCESS**

Professional Liability Fund

16037 SW Upper Boones Ferry Road, Suite 300, Tigard, OR 97224

PO Box 231600, Tigard, OR 97281-1600

503-639-6911 or 800-452-1639

## RESOURCES FOR SELLING YOUR LAW PRACTICE

### MID-YEAR EXEMPTION FROM COVERAGE

Professional Liability Fund  
16037 SW Upper Boones Ferry Road, Suite 300, Tigard, OR 97224  
PO Box 231600, Tigard, OR 97281-1600  
503-639-6911 or 800-452-1639  
Contact: Accounting Department - Direct Dial: 503-924-1771

### PRACTICE MANAGEMENT ASSISTANCE

Professional Liability Fund  
16037 SW Upper Boones Ferry Road, Suite 300, Tigard, OR 97224  
PO Box 231600, Tigard, OR 97281-1600  
503-639-6911 or 800-452-1639  
Contact: Practice Management Advisors

### Oregon Attorney Assistance Program (OAAP)

520 SW Yamhill, Suite 1050  
Portland, Oregon 97204  
503-226-1057 or 800-321-6227  
Contact: Attorney Counselors

### RECORDED CLES AVAILABLE ON THE PLF WEB SITE

- *Health Insurance Today, At Sixty-Five and In Retirement*
- *Retiring or Changing Careers? How to Leave Your Law Practice Well*
- *The Next Stage: Planning NOW for the Retirement that YOU Want*

### FORMS AND ARTICLES AVAILABLE ON THE PLF WEB SITE

- *Of Counsel Relationships – In Brief* article
- *Retiring from Law Practice – Practice aid*
- *Lawyers Planning to Sell Their Practices Checklist – Practice aid*
- *More Than One Way Out: Options for Law Practice Transitions – In Brief* article

## VALUATION OF A LAW PRACTICE

Business Valuation Services are included in the Directory of Products & Services on the Oregon State Bar web site: [https://www.osbar.org/secured/marketplace.asp#Business Valuations](https://www.osbar.org/secured/marketplace.asp#Business%20Valuations).

Susan A. Berson, "Valuing and selling a firm takes time, matchmaker skills," *ABA Journal* (March 1, 2015)  
[http://www.abajournal.com/magazine/article/valuing\\_and\\_selling\\_a\\_firm\\_takes\\_time\\_matchmaker\\_skills](http://www.abajournal.com/magazine/article/valuing_and_selling_a_firm_takes_time_matchmaker_skills).

Ed Poll, "Selling Your Practice: Getting What It's Worth," *Law Practice Today* (November 17, 2014)  
<http://www.lawpracticetoday.org/article/selling-your-practice/>

James D. Cotterman, "Valuation of a Law Firm and a Law Practice," Altman Weil (2014)  
[http://www.altmanweil.com/dir\\_docs/resource/e2473600-c8c7-4ace-852a-7835d540a6c3\\_document.pdf](http://www.altmanweil.com/dir_docs/resource/e2473600-c8c7-4ace-852a-7835d540a6c3_document.pdf).

## RESOURCES FOR SELLING YOUR LAW PRACTICE

### WASHINGTON STATE BAR ASSOCIATION RESOURCES

Sell Your Practice [Tips] - <http://www.wsba.org/Resources-and-Services/Ending-Your-Practice/Sell-a-Practice>

Buy a Practice [Tips] - <http://www.wsba.org/Resources-and-Services/Starting-Your-Legal-Career/Buy-a-Law-Practice>

### CRAIGSLIST, OREGON

<http://geo.craigslist.org/iso/us/or>

Visit Craigslist to sell your office equipment, furnishings, library, or to get pricing ideas.

### IMPORTANT NOTICES

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