



TELL ALL: THE LIVES OF SOLO AND SMALL FIRM OWNERS AND THE JOY AND PAIN OF OWNING YOUR OWN BUSINESS

Introduction of Speakers

Ms. Dickinson has practiced law for over 24 years in the Spokane, Washington, and North Idaho areas. She is well-known as a tough litigator as well as a skilled negotiator. She is also a certified mediator through the National Judicial College. She is a Thomson Reuters "Super Lawyer" in the category of Business Law.



Matthew worked in construction until he moved to Spokane for college. Matthew fell in love with the Inland Northwest and made Spokane his permanent home. While in law school, he worked as a planner for the Washington



State Department of Transportation. This gives Matthew a unique knowledge of construction, real estate, and highway design law.

Who are you? What do you want to do?



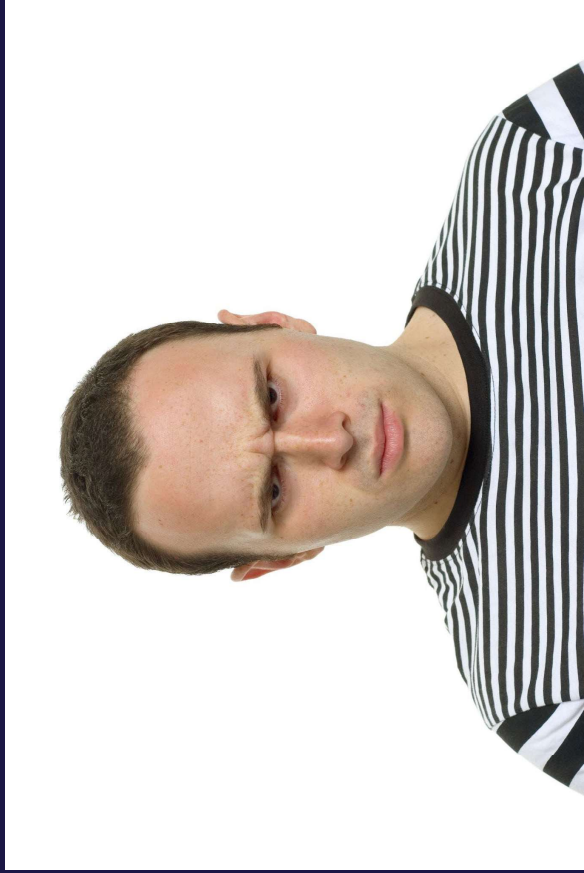


Entity Issues: Business Formation and Setup



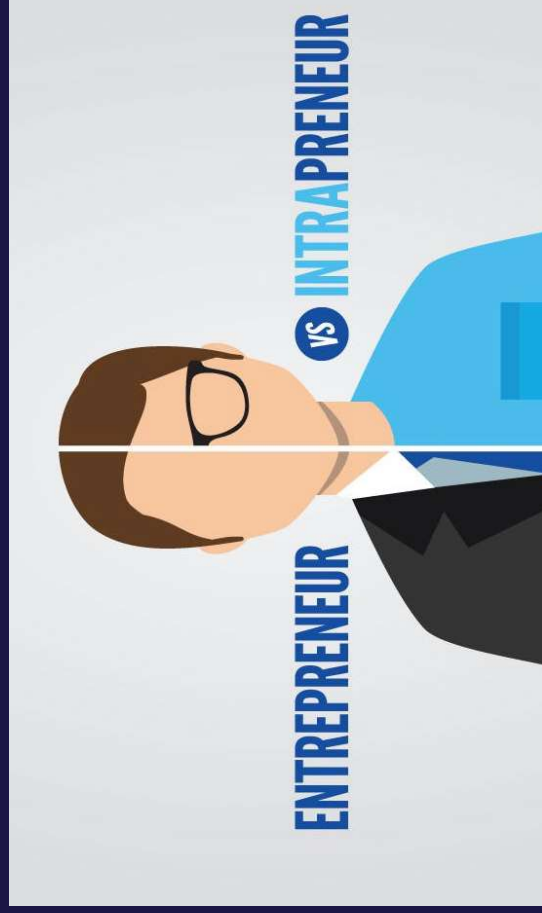


Business Styles





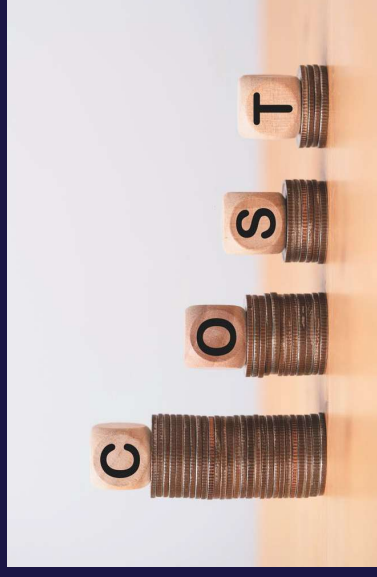
Entrepreneur vs. Intrapreneur



Cutting Edge vs. Bleeding Edge



Costs





Advertising



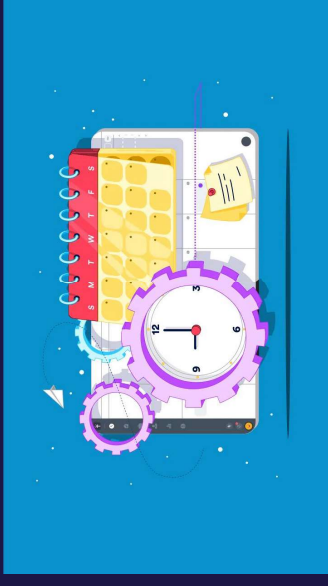


Advertising



Too much time spent on tasks?

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The importance of saying No!



Innovation means saying 'no' to a
thousand things.

— *Steve Jobs* —





Pitfalls &



Tales from the trenches



Embezzlement



Getting Clients To Pay

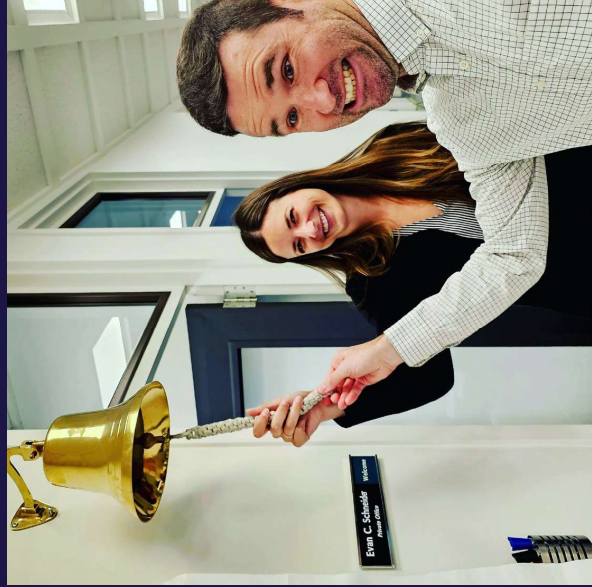


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Getting the Most of your Employee/Business Culture





Partner Disputes



Substance Abuse & Wellness





Situational Conflicts of Interest



Knowing When to Bail





How Not To Lose your Marbles while running a Business



The Fun Stuff

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Lisa





Matt

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Mentoring & Networking Fun

