

Speakers



Description of the Faculty

Keith P. Huffman

Keith is a member of the law firm of Dale, Huffman & Babcock in Bluffton, Indiana. He is a member of NAELA and the Elder Law Section of the Indiana Bar Association where he currently serves as chairperson of the Health Care Decision Making Committee. He also serves as a member of the Fort Wayne Lutheran Hospital Institutional Review Committee. For a current source of information and changes in elder law issues, visit the firm's website at www.dhblaw.com.

Connie L. Bauswell

Connie practices in Valparaiso and Schererville. She is a member of NAELA, the Probate Trust and Real Property Section and Elder Law Section of the Indiana State Bar Association, ElderCounsel and the Special Needs Alliance. Connie is Certified as an Elder Law Attorney by the National Elder Law Foundation (CELA) and has earned her LL.M. in Elder Law, with Distinction, from Stetson University College of Law. For more information, please contact Connie at connie@conniebauswell.com or www.conniebauswell.com.

Robert W. Fechtman

Robert is an attorney at Fechtman Law office in Indianapolis, Indiana where he focuses his practice on the problems of older and disabled persons, particularly special needs trusts, estate planning and trusts, health law, Medicaid planning, guardianships and decedents' estates. Robert is a Certified Elder Law Attorney (CELA) by the National Elder Law Foundation

John W. Longnaker III

John is an attorney in Anderson, Indiana, where his practice is focused in the areas of estate planning, probate, elder law, and special needs. He is a Certified Elder Law Attorney (CELA) by the National Elder Law Foundation, and is an accredited attorney by the Veteran's Administration.



Leading the Way in Special Needs and Elder Law

WWW.NAELA.ORG or WWW.INNAELA.COM



THE BUSINESS OF LAW: IMPROVING THE BOTTOM LINE

IN YOUR
ELDERLAW/
ESTATE
PLANNING
PRACTICE

Date: February 15, 2013

Time: 9:30AM-3:30PM

The Marten House
Hotel and Lily
Conference Center

2 CLE / .5 E
+ 1.3 Non-Legal
Subject Credit

AGENDA

- 9:00 A.M. *Registration and Coffee*
- 9:25 A.M. Welcome and Course Overview
— **Keith P. Huffman**
- 9:30 A.M. Marketing Strategies To Grow Your Practice's
and Bottom Line
— **Connie L. Bauswell**
- 10:50 A.M. *Coffee Break*
- 11:00 A.M. Law Office Technology;
How to Develop a Niche Practice;
Practical Billing Tips; and
The Use of Paralegals to Grow Your Practice
— **Robert W. Fechtman**
- 12:20 P.M. *Lunch Break (Provided, bring back to your seat)*
- 12:30 P.M. E-Myth Ideas for Estate Planning and Elder
Law Attorneys;
Client Maintenance Programs/Continuum of
Care Planning
— **John W. Longaker III**
- 1:50 P.M. *Refreshment Break*
- 2:00 P.M. Managing Your Law Office;
Forms;
Use of Paralegals;
Website Development; and
Practical Practice Tips
— **Keith P. Huffman**
- 3:20 P.M. Question and Answer Session
- 3:30 P.M. *Adjourn*

A TOTAL OF 3.3 HOURS OF CREDIT!

**2 HOURS OF CLE CREDIT
INCLUDING .5 HOURS OF ETHICS
+
1.3 HOURS OF NON-LEGAL SUBJECT CREDIT**

**All proceeds go to benefit the
Indiana Chapter of the National
Academy of Elder Law Attorneys.
We thank our speakers for
generously donating their time for
this seminar.**

THE BUSINESS OF LAW

Friday, February 15, 2013 9:30 A.M.— 3:30 P.M.
Location: **The Marten House Hotel and Lilly Conference Center**
Room: Poolside ABC
1801 W. 86th Street
Indianapolis, IN 46260

3 Simple Ways to Register!

Fax: 260.420.1314
Mail: NAELA
110 W. Berry Street, Suite 1100
Fort Wayne, IN 46802
Call: 260.426.9706

Pricing Information

Please Check One:

- \$299 - Tuition
 \$275 - Early Registration (Register before January 18th)

Registration Information

INDIANA SUPREME
COURT NUMBER:

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Name: _____
Firm/Business: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: (____) _____ Fax: (____) _____
E-mail: _____

Payment Information

Amount: \$ _____ *Make Checks Payable to NAELA Ind. Chapter*
 Visa Master Card
Card #: _____
Exp Date: _____ Security Code: _____