

**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?



# Business Formation and Setup



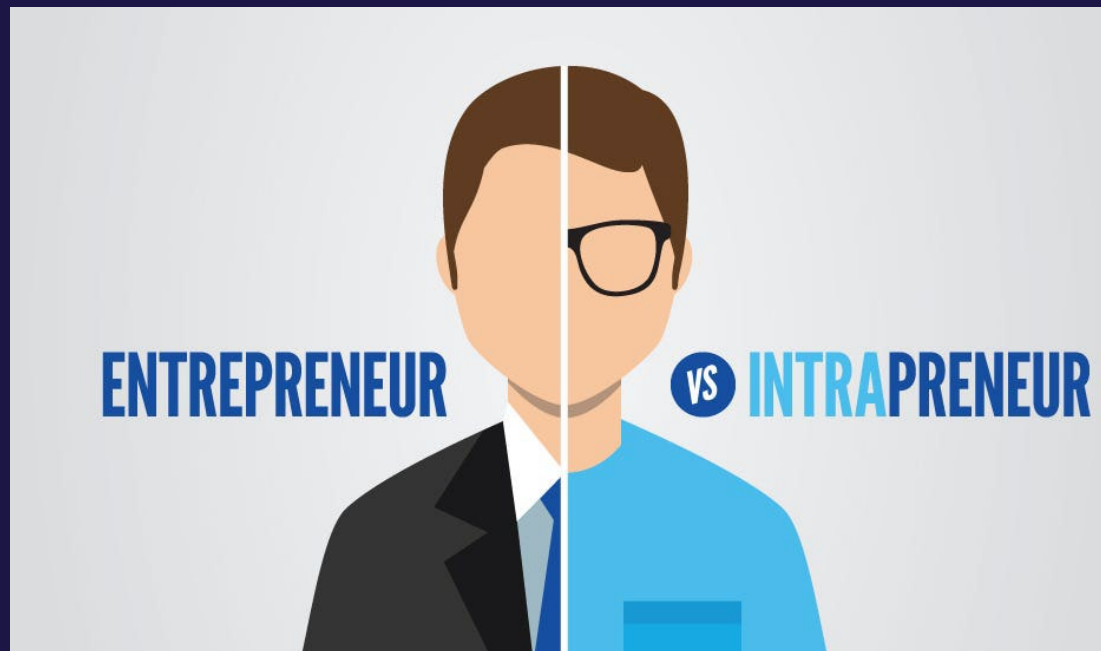




# Business Styles



# Entrepreneur vs. Intrapreneur



# Cutting Edge vs. Bleeding Edge





# Costs



# Advertising





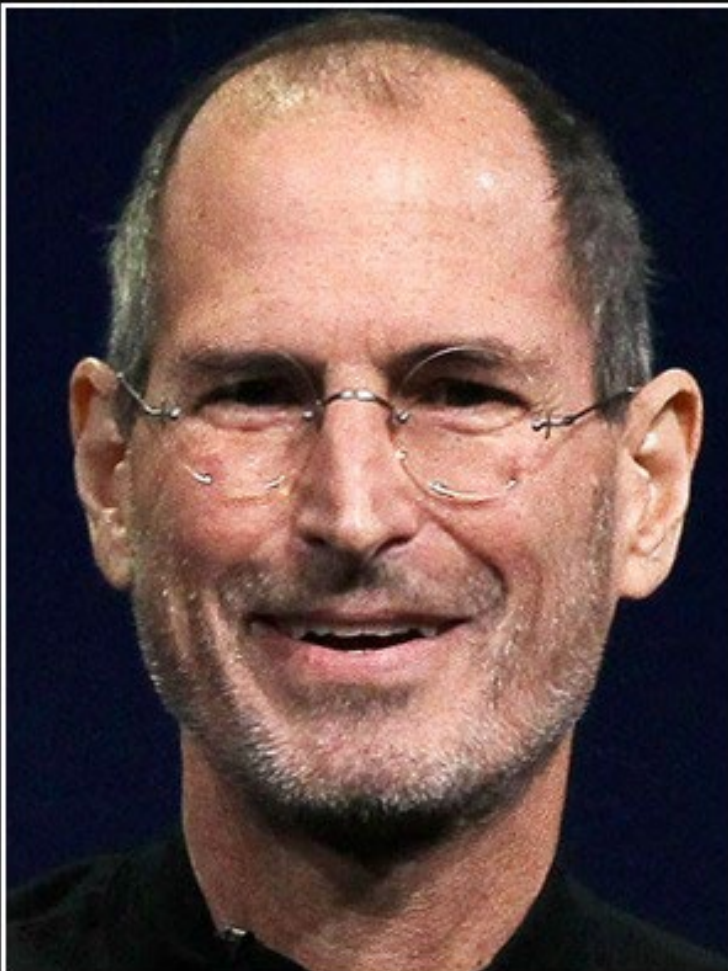
# Advertising



# Too much time spent on tasks?



# 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



# Getting the Most of your Employee/Business Culture







# Partner Disputes



# Substance Abuse & Wellness

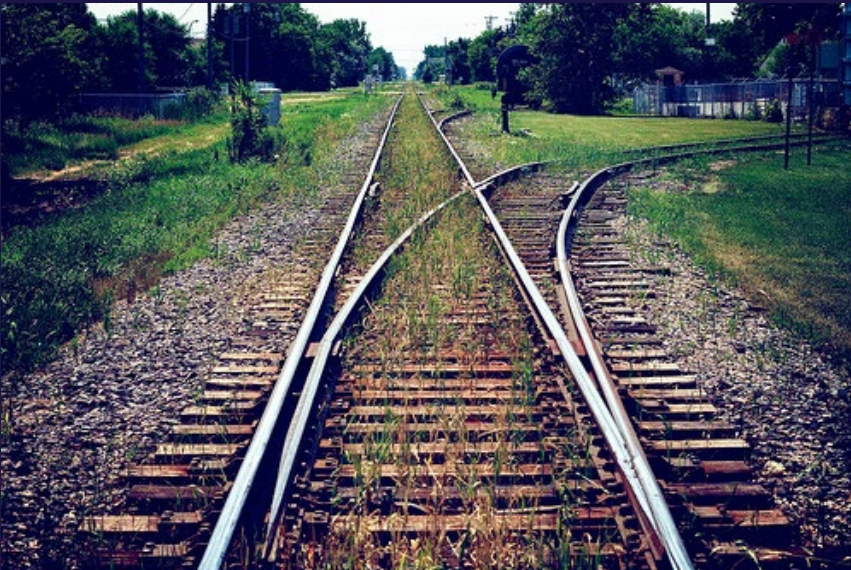


# Situational Conflicts of Interest





# Knowing When to Bail



# How Not To Lose your Marbles while running a Business



# The Fun Stuff





DICKINSON  
— LAW FIRM —

# Lisa





DICKINSON  
LAW FIRM

# Matt

Albrecht  
LAW





# Mentoring & Networking Fun

