

RESOURCES FOR SELLING YOUR LAW PRACTICE

Oregon State Bar

www.osbar.org

1. CLE- Transitions: Buying, Selling, or Transferring a Law Practice.
 - a. 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
2. Legal ethics questions
 - a. Oregon State Bar General Counsel
503-620-0222 or 800-452-8260 (Ext. 361)
<http://www.osbar.org/ethics>
3. Membership Status Changes
 - a. Oregon State Bar
503-620-0222 or 800-452-8260 (Ext. 343)
<https://www.osbar.org/statuschanges/statuschangeFAQ.html>
4. Articles available on the OSB website
 - a. Succeeding at Succession: Buying and Selling Offer Options for Sole and Small Practices:
<https://www.osbar.org/publications/bulletin/13nov/succession.html>
5. OSB Career Center- List your practice for sale
 - a. <http://www.osbar.org/osbcenter/careerintro.html>

Professional Liability Fund

www.osbplf.org

1. Coverage questions, including ERC and Excess
 - a. Professional Liability Fund
503-639-6911 or 800-452-1639
<https://www.osbplf.org/coverage/do-i-need-coverage.html> (primary) and
<https://www.osbplf.org/excess/do-i-need-excess-coverage.html> (excess)
2. Mid-year exemption from coverage
 - a. Professional Liability Fund
503-639-6911 or 800-452-1639
Contact: Accounting Department - Direct Dial: 503-924-1771
<https://www.osbplf.org/coverage/midyear-changes.html>
3. Practice management assistance
 - a. Professional Liability Fund
503-639-6911 or 800-452-1639
Contact: Practice Management Attorneys
<https://www.osbplf.org/services/practice-management-assistance.html>
4. Oregon Attorney Assistance Program (OAAP)
 - a. 520 SW Yamhill, Suite 1050
Portland, Oregon 97204
503-226-1057 or 800-321-6227
Contact: Attorney Counselors
<https://oaap.org/>

Forms and Articles Available on the PLF Website

1. Forms
 - a. Checklist for Lawyers Planning to Retire
(https://assets.osbplf.org/forms/practice_forms/Checklist%20for%20Lawyers%20Planning%20to%20Retire.pdf)

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- b. Resources for Lawyers Planning to Retire
(https://assets.osbplf.org/forms/practice_forms/Resources%20for%20Lawyers%20Planning%20to%20Retire.pdf)
 - c. Checklist for Selling Your Law Practice
(https://assets.osbplf.org/forms/practice_forms/Checklist%20for%20Selling%20Your%20Law%20Practice.pdf)
 - d. Resources for Selling Your Law Practice
(https://assets.osbplf.org/forms/practice_forms/Resources%20for%20Lawyers%20Planning%20to%20Sell%20Their%20Practices.pdf)
2. InPractice Articles
 - a. Succession Planning: Developing a Reasonable Timeline and Identifying a Successor Attorney (<https://www.osbplf.org/inpractice/succession-planning--developing-a-reasonable-timeline-and-identifying-a-successor-attorney/>)

Valuation of a Law Practice

1. Business Valuation Services are included in the Directory of Products & Services on the Oregon State Bar website: [https://www.osbar.org/secured/marketplace.asp#Business Valuations](https://www.osbar.org/secured/marketplace.asp#Business%20Valuations).
2. 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)
3. Ed Poll, "Selling Your Practice: Getting What It's Worth," *Law Practice Today* (November 17, 2014) (<http://www.lawpracticetoday.org/article/selling-your-practice/>)
4. 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)

Craigslist (Oregon)

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

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

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