

## RESOURCES FOR SELLING YOUR LAW PRACTICE

### Oregon State Bar

[www.osbar.org](http://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](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](http://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/overview.html> (primary) and  
<https://www.osbplf.org/excess-coverage/overview.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/assessment-exemptions/overview.html>
3. Practice management assistance
  - a. Professional Liability Fund  
503-639-6911 or 800-452-1639  
Contact: Practice Management Attorneys  
<https://www.osbplf.org/practice-management/practice-management-attorneys.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://www.osbplf.org/assets/forms/pdfs/Checklist%20for%20Lawyers%20Planning%20to%20Retire.pdf>)

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- b. Resources for Lawyers Planning to Retire  
(<https://www.osbplf.org/assets/forms/pdfs//Resources%20for%20Lawyers%20Planning%20to%20Retire.pdf>)
  - c. Checklist for Selling Your Law Practice  
(<https://www.osbplf.org/assets/forms/pdfs//Checklist%20for%20Selling%20Your%20Law%20Practice.pdf>)
  - d. Resources for Selling Your Law Practice  
(<https://www.osbplf.org/assets/forms/pdfs//Resources%20for%20Lawyers%20Planning%20to%20Sell%20Their%20Practices.pdf>)
2. InBrief Articles
    - a. More Than One Way Out: Options for Lawyers Looking to Transition Out of Practice  
([https://www.osbplf.org/assets/in\\_briefs\\_issues/More%20Than%20One%20Way%20Out%20Options%20for%20Law%20Practice%20Transitions%20updated%2020171003.pdf](https://www.osbplf.org/assets/in_briefs_issues/More%20Than%20One%20Way%20Out%20Options%20for%20Law%20Practice%20Transitions%20updated%2020171003.pdf))
  3. 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_Valuations).
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](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](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.

## IMPORTANT NOTICES

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