

Helpful Resources for Affordable Fee Practices

ABA Legal Access Job Corps:

http://www.americanbar.org/groups/leadership/office_of_the_president/legal_access_jobs_corps.html

- Fellowships
- Incubators/Residencies
- Rural Legal Services
- Solo/Small Firm Practice Management
- Modest Means Programs
- Mentoring

ABA Incubator/Residency Programs:

http://www.americanbar.org/groups/delivery_legal_services/initiatives_awards/program_main.html

- Program Directory
- Program Profiles
- News and Resources

State Bar Associations:

- WSBA Low Bono Section
- WI State Bar Modest Means Program
- Oregon State Bar Modest Means Program
- Utah State Bar Modest Means Referral Program
- Solo/Small Firm sections of most bars

California Access to Justice Commission Incubator Guide:

<http://www.calbar.ca.gov/Portals/0/documents/accessJustice/2014%20Incubator%20Guide.pdf>

Foundation Center Nonprofit Management Resources:

<http://foundationcenter.org/getstarted/learnabout/npomanagement.html>

5 Tips for the Entrepreneurial Public Interest Student/Grad

1. *Be Brave* - You will take a lot of knocks striking out on your own. Be prepared to learn from them and improve, and stick with it.
2. *Find Your Niche* - There is a high demand for many affordable legal services, but it is easier to market yourself if you can establish expertise and focus in one field that is particularly underserved in your area. Start early with volunteering and internships.
3. *Remember Your Core* – Know why you are doing this. Dedication to your clients will translate to dedication to yourself.
4. *Do Your Homework* - There is a lot to starting your own practice. Do everything you can to make yourself a subject matter expert and learn what you need to (and keep learning) about running a business.
5. *Build a Support Network* - This is hard work, and you can't do it alone. Establish a professional network of mentors (public interest attorneys and other solo practitioners are especially valuable and always willing to help), as well as a personal network to keep you afloat.

4 Tips for Counselors

1. *Do Your Homework* - Familiarize yourself with resources in your area (state and local bar associations, incubators, other law schools, potential funders, successful alumni, etc.)
2. *Know the Big Answers* – Student debt is a huge question for grads starting new practices regardless of nonprofit or for-profit status. Know the details of federal student loan repayment, public service loan forgiveness, your school's LRAP program, and any state or local loan repayment assistance programs.
3. *Build a Better System* – Depending on your institutional resources and interest, explore the idea of starting an incubator, a modest means referral program, or additional training and coursework at your school to successfully launch and support new grads engaged in low bono practice.
4. *Cheerlead!* – Doing anything new can be scary, and having the moral support of a career counselor can make a big difference in a new grad's belief in their ability to create a new practice.