



## BUILD YOUR PRACTICE BY BUILDING RELATIONSHIPS

by Dr. Mimi Hull

One of the biggest issues for solo and small law firms is getting clients “through the door” and keeping them. Attorneys can have the competencies and abilities needed to serve their clients, but if they don’t create and build relationships, their practices will suffer. This is often called developing the soft skills, better known as emotional intelligence. While not typically taught in law schools, emotional intelligence plays a huge role in the legal profession. Lawyers who become emotionally intelligent have an advantage, not only in the attraction and retention of clients, but also working both with other attorneys and inside the courtroom.

To become emotionally intelligent, you, as a lawyer, need to raise your relationship awareness. This means that you (along with your staff) need to tune into how you are feeling both psychologically and physically, as well as how you are coming across to clients. An example of doing this is that you may have had a tough phone call with Client A and you don’t take it out on Client B.

Having consulted with many attorneys, (along with being a wife,



DR. MIMI HULL

daughter and mother of an attorney) it is apparent that often attorneys don’t realize when their feelings are showing and that inappropriate displays of emotion negatively impact their situations. A tip to improve on this is that when faced with an emotional situation, take time to pause and jot down your feelings and then reread them. This process lowers stress levels and puts you in control of your emotions as well as further improving your emotional intelligence.

Practicing law is a competitive

profession. Attorneys not only compete with each other, but often with their clients, who may think that they know what their lawyer should do. In reality, no one is perfect, so listening to criticism can actually be beneficial and help you become an even better attorney. With emotional intelligence, you choose not take offense when you are criticized or questioned. Instead, you choose to view the criticism as helpful. The criticism then becomes something valuable and a motivation to do even better. Because you have considered their ideas in an open unemotional way, it also helps your clients see you as being on their team, rather than as an adversary.

Let’s be honest. Lawyers are stereotyped as being egotistical and money

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# MESSAGE FROM THE CHAIR

by Jennifer K. Griffin  
2018-2019 Solo & Small Firm Chair

Solos and small firms are the heart of The Florida Bar. Thank you for being a member of the Solo & Small Firm Section – I encourage you to get involved! Our goals are to provide valuable benefits that assist our members in professionalism and the practice of law.

The section’s committees and executive council continue to improve return on investment for our members through monthly audio webcasts, great publications, member benefits and more. Our members-only Facebook group enables section members to network, get referrals and share news. The section’s newest committees are Health & Wellness, Outreach, and Transition to Solo – all of which offer exciting new avenues for involvement. We’re planning new ethics and professionalism CLEs that will be available at no charge to section members, launching a book club and making plans for an amazing lineup of audio webcast CLE speakers.

Here are some of the section’s key benefits:

**Seminars.** The Solo & Small Firm Section offers outstanding CLE programs on cutting-edge topics that benefit solo and small firm practitioners.



JENNIFER K. GRIFFIN

In addition to monthly audio webcasts, members get discounts on the annual **Solo & Small Firm Conference**, the annual **Florida Law Update**, an **Ethics Update**; and an **Agricultural Law** seminar. The section also hosts **out-of-state/country CLE seminars** in destinations such as Alaska, Ireland, St. Kitts and Budapest. This year, we are doing a Greek Isle Cruise!

**Publications.** The **LINK** newsletter is full of substantive articles, section news, practice management tips and legal updates. The **QuickLINK** is a biweekly e-newsletter containing five topics in five minutes to benefit your practice.

**Solo & Small Firm Conference.** This is a “can’t miss” event for solos and small firms. The 2018 **Small Firm Reboot** featured interactive sessions on software, ethics of social media, data security, a “Day in the Life” of small firm practitioners, and more. Stay tuned for details on the January 2019 conference.

**Networking Opportunities.** When we’re in your area for a Solo & Small Firm Section Executive Council meeting, you are invited to join us for a cocktail reception to network with EC members and your local colleagues. This is a great opportunity for you to meet the section’s leadership and learn more about how you can get involved.

**Annual Awards.** The section is proud to honor pro bono service by presenting contributions to exceptional pro bono service organizations each year through our **L. Michael Roffino Pro Bono Awards**. We also present the **Tradition of Excellence**, **Walter S. Crumbley, Mentor of the Year**, and **Paralegal of the Year** awards.

As you can tell, much is happening in The Florida Bar Solo & Small Firm Section! We welcome your comments and suggestions and hope you’ll get involved in all that we have to offer.

The Florida Law Practice LINK is prepared and published by The Florida Bar Solo & Small Firm Section.

- Jennifer K. Griffin, Lake City ..... Chair
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Statements or expressions of opinion or comments appearing herein are those of the editor and contributors and not of The Florida Bar or the Section.

## UPCOMING CLE OPPORTUNITIES:

Annual Ethics Update 2018  
— November 9, 2018 —  
*Renaissance International Plaza*  
*Tampa*

Microsoft Word - Audio Webcast  
— September 25, 2018 —

# THE IMPACT OF ~~TYPOES~~ TYPOS IN PROPOSALS FOR SETTLEMENT

by Kevin Franz

"I've made a huge, tiny mistake."  
- Gob Bluth.<sup>1</sup>

You won your case. You billed thousands of dollars for legal fees throughout a lengthy litigation spanning many years. Smartly, you served a proposal for settlement years ago and believe you are entitled to attorney's fees under section 768.79, Florida Statutes. You review your proposal and notice a typo. A small mistake. Your palms sweat. Is the proposal still enforceable?

"Even a single typographical error may be enough to create an ambiguity and invalidate an offer of judgment."<sup>2</sup> But, not all typos are created equal in the eyes of the law.

## **Total Amount of the Proposal - Fla. R. Civ. P. 1.442(c)(2)(D)**

"A nickel ain't worth a dime anymore."  
- Yogi Berra

A typo or mistake concerning the amount of the proposal will render it unenforceable. For example, in Stasio v. McManaway, the defendant served a proposal reflecting the amount of \$60,000.<sup>3</sup> However, the release attached to the proposal listed the amount as "Fifty Nine Thousand No/ 100 Dollars (\$60,000)."<sup>4</sup> The trial court enforced the proposal, finding that "while there was a typographical error in the amount in the release, the amount of the proposal was unequivocal."<sup>5</sup> The appellate court reversed, indicating that Florida Rule of Civil Procedure 1.442 and section 768.79, Florida Statutes are in derogation of the common law rule that each party pay its own attorney's fees, and as such, must be strictly construed.<sup>6</sup> "[V]irtually any proposal that is ambiguous is not enforceable."<sup>7</sup> The typo as to the settlement offer amount created a patent ambiguity.<sup>8</sup>



KEVIN FRANZ

The same result occurred in Gov't Emps. Ins. Co. v. Ryan, a case where the plaintiff served a proposal for settlement on Defendant GEICO in the amount of "One Hundred Thousand Dollars (\$50,000.00)."<sup>9</sup> The plaintiff recognized the typo but argued that GEICO's insurance policy limit was \$50,000 and therefore, GEICO "knew exactly what the proposal was for."<sup>10</sup> The trial court found the proposal valid and unambiguous; however, the appellate court reversed finding that the mistake rendered the proposal patently ambiguous.<sup>11</sup>

## **Identification of the Parties - Fla. R. Civ. P. 1.442(c)(2)(A)**

"You talkin' to me?" - Travis Bickle<sup>12</sup>

A cut-and-paste typo, which accidentally includes the name of a non-party may not render the proposal ambiguous. For example, in the recent case of Sanchez v. Cinque, a customer sued a day spa and aesthetician for personal injuries arising out of a chemical peel.<sup>13</sup> The customer sought attorney's fees for a non-accepted proposal for settlement and release.<sup>14</sup> There were no issues with the proposal, but the release named

individuals who were not parties to the lawsuit.<sup>15</sup> The customer argued that the typographical error in the release did not render the proposal ambiguous when read as a whole.<sup>16</sup> The appellate court agreed and did not believe the minor typographical error rendered the proposal ambiguous.<sup>17</sup> "Although the release contained a reference to non-parties, this was clearly a 'cut and paste' typographical error that did not create an ambiguity that could have reasonably affected Sanchez's decision whether to accept the proposal."<sup>18</sup>

Cinque follows the current trend in the law of recognizing that "it may be impossible to eliminate all ambiguity [in proposals for settlement]."<sup>19</sup> It encouraged parties to "not nit-pick the validity of a proposal for settlement based on allegations of ambiguity unless the asserted ambiguity could reasonably affect the offeree's decision on whether to accept the proposal for settlement."<sup>20</sup> This is in line with the Supreme Court of Florida's repeated pronouncement that "[t]he purpose of section 768.79 is to 'reduce litigation costs and conserve judicial resources by encouraging the settlement of legal actions.'"<sup>21</sup>

In many cases, however, the impact of a typographical error will depend on the facts of the case. For example, in Floyd v. Smith, a typographical error concerning the gender of the party to whom the proposal was served did not render the otherwise enforceable proposal, ambiguous.<sup>22</sup> The Floyd Court held, "We also reject Appellant's claim that the typographical gender error in the proposal resulted in any ambiguity which could have affected Appellant's consideration of the

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## TYPOS

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proposal. Appellant was the only party in the case besides the Appellees. There could have been no confusion when the proposal offered to settle 'his claims' when it should have said 'her claims.' No one but the Appellant had asserted any claims."<sup>23</sup>

This gender-neutral decision, however, should be reviewed with caution. A different result may have occurred if separate claims were brought by a man and a woman. In that case, a typographical error that the proposal was offered to settle "his claims," when, in fact, it was meant to settle "her claims," could render the proposal ambiguous.

Gender reversal typos aren't the only minor mistake concerning the parties that can derail a valid proposal for settlement. A misplaced apostrophe, which changes multiple people to a single person, can be equally fatal. For example, in Bradshaw v. Boynton-JCP Assocs., "Defendant's Joint Proposal for Settlement" at issue required 'Plaintiff'(s)' to 'execute a stipulation,' and 'Plaintiff(s)' to 'execute a general release of 'Defendant(s).'"<sup>24</sup> The appellate court held that this "apostrophe-challenged [proposal for settlement], created ambiguities as to whether the drafter intended references to singular or plural defendants or plaintiffs."<sup>25</sup>

### **Date of the Proposal as Impacting Time to Accept - Fla. R. Civ. P. 1.442(f)(1)**

"Marty! You've gotta come back with me! Back to the future." - Doc Brown<sup>26</sup>

A typo as to the date on which the proposal is served can also be a cause for concern. In Divine Motel Group, LLC v. Rockhill Ins. Co., defendant served a proposal under section 768.79 on January 17, 2014.<sup>27</sup> The proposal reflected the correct date, but the settlement agreement attached to the proposal indicated that the proposal was dated January 10, 2014.<sup>28</sup> The plaintiff argued the typo effectively shortened the time for acceptance and

lengthened the time for which the defendant would receive fees and costs.<sup>29</sup> Accordingly, the plaintiff argued that the typographical error rendered the proposal ambiguous and invalid.<sup>30</sup> The Court found that the mere typographical error did not render the proposal ambiguous.<sup>31</sup> Further, the court did not believe there was any nefarious intent on behalf of the Defendant. "It does not appear to be an attempt by Defendant to shorten the response period or lengthen the period for any entitlement to fees under the statute. Accordingly, the Proposal for Settlement is not due to be invalidated on this ground."<sup>32</sup>

Attorneys should be cautious in relying on this case. It appears intent played a part in the trial court's ruling. Any evidence indicating that the January 10, 2014 date was written to change time periods under Rule 1.442 may have altered the Court's ruling. Furthermore, another court faced with this scenario could look past intent and deem that the typo prevents the offeree from having the full 30 days under Rule 1.442(f)(1) to accept the proposal.

### **Identification of Applicable Florida Law - Fla. R. Civ. P. 1.442(C)(1)**

"I object! My client has never held a diary! And even if she did, this would be . . . invasion of privacy, and violation of the fourth amendment, and . . . and illegal search without a warrant!" - Billy Flynn<sup>33</sup>

A fine line exists concerning the validity of a proposal that includes a statutory typo. In Campbell v. Goldman, the proposal at issue did not cite that it was being made under section 768.79, Florida Statutes in derogation of Florida Rule of Civil Procedure 1.442(c), which requires the proposal to identify the applicable Florida law under which it is being made.<sup>34</sup> The Fourth DCA deemed the omission a "mere technical violation."<sup>35</sup> The Supreme Court of Florida disagreed as the proposal was not in strict compliance with the offer of judgment statute and rule.<sup>36</sup>

That same year, in Jefferson v. City of Lake City, the First DCA opined

on a proposal for settlement that cited "a nonexistent statute as its basis."<sup>37</sup> While the proposal included a statutory typo, the notice of proposal of settlement cited to the correct statute number.<sup>38</sup> The Jefferson Court did not believe this "apparent typographical error" rendered the proposal invalid unlike a complete failure to cite statutory authority did in Campbell.<sup>39</sup>

Jefferson highlights the stark differences between a typographical error and an omission. The simplest way to guard against omissions is to draft your proposal using the exact form listed under Rule 1.442(c).

### **Conclusion**

There may be no legal document that undergoes as much scrutiny as a proposal for settlement. The smallest typo including a misplaced apostrophe, comma, number, or letter, may cost you and your clients dearly. Every proposal for settlement should be inspected several times by several people before service to make sure it strictly complies with Florida Rule of Civil Procedure 1.442 and section 768.79, Florida Statutes.

Still, mistakes happen. Fortunately, a typographical error in a proposal is not a death knell to enforceability. If the proposal is "sufficiently clear and definite to allow the offeree to make an informed decision without clarification[.]" a typographical error will not render the proposal ambiguous.<sup>40</sup> On the other hand, if the mistake "could reasonably affect the offeree's decision," the proposal will be deemed ambiguous and unenforceable.<sup>41</sup>

If you notice a typo in an already served proposal for settlement, which may reasonably affect the offeree's decision, it is advisable to serve a subsequent proposal remedying the error.<sup>42</sup> Notably, the second proposal does not operate to nullify the first.<sup>43</sup> If both offers are valid and enforceable, you will still be entitled to enforce the initial offer if appropriate under section 768.72, Florida Statutes.<sup>44</sup>

**Kevin D. Franz** is a Senior Associate with the Appellate Practice division at  
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*Boyd & Jenerette, P.A. He has received the Martindale-Hubbell AV Preeminent® Peer Review Rating, and has extensive experience in handling all types of civil matters in State and Federal court. He is admitted to practice before the Florida Supreme Court, the five Florida District Courts of Appeal, the three United States District Courts in Florida, and the United States Court of Appeals for the Eleventh Circuit. Mr. Franz can be reached at (954) 622-0093 or [kfranz@boydjjen.com](mailto:kfranz@boydjjen.com).*

### Endnotes:

1 *Arrested Development: The Cabin Show* (20th Century Fox Television Broadcast Sept. 19, 2005) (Gov's reaction

upon learning he is Steve Holt's father from a S.A.D. (Sons and Dads reunion project) letter).

2 *Guerra v. Se. Freight Lines, Inc.*, 2014 U.S. Dist. LEXIS 169564, \*5 (S.D. Fla. 2014) (citing *Benitez v. Joseph Trucking, Inc.*, No. 2007-CA-012568-0 (Fla. 9th Cir. Ct. Aug. 4, 2010)).

3 *Stasio v. McManaway*, 936 So. 2d 676 (Fla. 5th DCA 2006).

4 *Id.* at 677.

5 *Id.*

6 *Id.* at 678.

7 *Id.*

8 *Id.* at 679.

9 *Gov't Emps. Ins. Co. v. Ryan*, 165 So. 3d 674, 674 (Fla. 4th DCA 2015).

10 *Id.* at 675.

11 *Id.* at 675, 676

12 TAXI DRIVER (Columbia Pictures 1976)

13 *Sanchez v. Cinque*, 2018 Fla. App. LEXIS 2276, \*1 (Fla. 4th DCA 2018)

14 *Id.* at \*18.

15 *Id.* at \*18-19.

16 *Id.* at \*19.

17 *Id.* at \*23-24.

18 *Id.* at \*22.

19 *Id.* at \*20 (quoting *State Farm Mut. Auto. Ins. Co. v. Nichols*, 932 So. 2d 1067, 1079 (Fla. 2006)).

20 *Id.* at \*20 (quoting *Alamo Fin., L.P. v. Mazoff*, 112 So. 3d 626, 629 (Fla. 4th DCA 2013)). See also e.g., *Mathis v. Cook*, 140 So. 3d 654, 656, n.2 (Fla. 5th DCA 2014) (finding that typographical errors in a release did not create an ambiguity); *Embroidme, Inc. v. Travelers Prop. Cas. Co. of Am.*, 2015 U.S. Dist. LEXIS 16257, \*31 (S.D. Fla. 2015) (holding that a poorly written paragraph containing typographical errors in a Release accompanying a proposal for settlement does not render the proposal ambiguous as the meaning and intent of the paragraph is clear when read in the context of the entire Release); *Keifer v. Sunset Beach Invs.*, 207 So. 3d 1008 (Fla. 4th DCA 2017) (recognizing that Florida's proposal for settlement provisions were created to encourage settlement not generate additional litigation).

21 *Kuhajda v. Borden Dairy Co.*, 202 So. 3d 391,

395 (Fla. 2016) (quoting *Attorneys' Title Ins. Fund, Inc. v. Gorka*, 36 So. 3d 646, 650 (Fla. 2010)).

22 *Floyd v. Smith*, 160 So. 3d 567 (Fla. 1st DCA 2015).

23 *Id.* at 569-570.

24 *Bradshaw v. Boynton-ICP Assocs.*, 125 So. 3d 289, 289 (Fla. 4th DCA 2013).

25 *Id.*

26 BACK TO THE FUTURE (Universal Pictures 1985)

27 *Divine Motel Group, LLC v. Rockhill Ins. Co.*, 2017 U.S. Dist. LEXIS 46488, \*5-6 (M.D. Fla. 2017)

28 *Id.* at \*6.

29 *Id.* at \*17.

30 *Id.* at \*17-18.

31 *Id.* at \*18-19.

32 *Id.*

33 CHICAGO (Miramax 2002)

34 *Campbell v. Goldman*, 959 So. 2d 223 (Fla. 2007)

35 *Id.* at 226.

36 *Id.* at 227.

37 *Jefferson v. City of Lake City*, 965 So. 2d 174, 175 (Fla. 1st DCA 2007).

38 *Id.*

39 *Id.*

40 *Nichols*, 932 So. 2d at 1079.

41 *Id.*

42 "The making of an offer of settlement which is not accepted does not preclude the making of a subsequent offer." § 768.79(2), Fla. Stat.

43 *Kaufman v. Smith*, 693 So. 2d 133, 134 (Fla. 4th DCA 1997).

44 *Id.*



# FLORIDA SMALL-FIRM PRACTICE TOOLS

1st Edition

BY STEVEN F. SAMILOW

Save 20 Percent on 'Florida Small-Firm Practice Tools.' James Publishing's new book, "[Florida Small-Firm Practice Tools](#)" covers 17 practice areas with concise text, step-by-step procedures, hundreds of voice-of-experience tips, and citations to 1,000+ Florida and federal cases. Each chapter consists of a concise discussion of the law and legal procedures followed by a collection of 370+ custom-drafted, practice-tested, Florida-specific forms in print and digital format. For a limited time, Solo & Small Firm Section members receive the print and digital copy of the book, plus next year's revision for free. Use exclusive member code **FSP20SOLO** to save an extra 20 percent on your order.



The Solo & Small Firm Section Executive Council held its annual long-range planning meeting last weekend in Asheville, N.C. In this photo, the group is celebrating the news that the section's 2019 out-of-country CLE trip is a Mediterranean cruise! Check out more photos from the weekend on the section's [Facebook page](#).



Members of the Solo & Small Firm Section Executive Council with Florida Bar President Michelle Suskauer, President-Elect John Stewart and Executive Director Josh Doyle during The Florida Bar Annual Convention. We also were extremely honored to have Piper (front row far right) as the guest of EC member Peggy Hoyt, who chairs The Florida Bar Animal Law Section.



**L. Michael Roffino Pro Bono Award.** This award recognizes the Florida pro bono organization that has put together the best pro bono service program during the past year. The Florida Pro Bono Coordinators Association nominates five programs for consideration. The Solo & Small Firm Section's awards committee selects three finalists, one of whom is named the winner. The 2018 winner, Legal Aid of Manasota Inc., received \$4,000. The two finalists, Jacksonville Area Legal Aid and Seminole County Bar Association Legal Aid Society, each received \$2,000. Representatives from the organizations are pictured here with Section Chair Jennifer K. Griffin and Awards Committee Chair Jerry Currington.





“Passing the Gavel” Sean Desmond 2017-18 SSFS Chair to Jennifer K. Griffin 2018-2019 Chair



2018-2019 SSFS Chair Jennifer K. Griffin, Florida Bar President Michelle R. Suskauer, Florida Bar President-Elect John M. Stewart, and 2017-2018 SSFS Chair Sean Desmond



Section Historian Frank Maloney presenting the traditional chair's scrapbook to 2017-2018 Chair Sean Desmond



2018-2019 Chair Jennifer K. Griffin and 2017-2018 Chair Sean Desmond



## 2018 TRADITION OF EXCELLENCE

**Stephen N. Zack**  
Boies Schiller Flexner



**Tradition of Excellence Award.** Stephen N. Zack of Boies, Schiller & Flexner in Miami was honored with the section's 2018 Tradition of Excellence Award. Steve is a past president of The Florida Bar and was the first Hispanic president of the American Bar Association. He was admitted to The Florida Bar in 1972, has had an exemplary legal career—and has truly made an exceptional contribution to the general practice of law. He was nominated for the award for "his incredible public service and continued dedication to the cause of access to justice and the rule of law (administration of justice)."



## 2018 WALTER S. CRUMBLEY AWARD

**The Florida Bar**  
President-Elect John Stewart



**Walter S. Crumbley Award.** Florida Bar President-Elect John M. Stewart of Rosway Swan Tierney Barry Lacey & Oliver P.L. in Vero Beach is the recipient of the Solo & Small Firm Section's 2018 Walter S. Crumbley award. The section annually honors an individual who has made a significant contribution to practice management in the State of Florida. John chaired the Technology Subcommittee for Vision 2016—The Florida Bar's three-year study on the future of the practice of law—and suggested the special committee that resulted in the creation of The Florida Bar Practice Resource Institute. He also chaired the Bar's Communications and Program Evaluation committees and was appointed to serve on the Florida Supreme Court's Florida Courts Technology Commission. John has been part of many initiatives at the Board of Governors level to try to help lawyers understand what the future will look like—and how they can plan their practices to survive these changes.

CONGRATULATIONS TO JENNIFER WALLACE



☆ **PARALEGAL OF THE YEAR** ☆

**Paralegal of the Year.** Jennifer R. Wallace CP, FCP, FRP is a Certified Paralegal and a Florida Registered Paralegal with Rory B. Weiner P.A. in Brandon. She assists the firm's attorneys in the areas of commercial litigation, probate, wills and trusts, small business law and real estate. She serves as First Vice President for the Paralegal Association of Florida Inc. The prestigious Paralegal of the Year award is given to that singular paralegal who has contributed significantly to the community and/or (his) (her) law firm. The section's purpose in providing this award is to recognize that very deserving individual for above-and-beyond efforts in achieving a high standard of professionalism in the delivery of paralegal services.



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## BUILD YOUR PRACTICE

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hungry. A way to really keep clients is to prove this stereotype is wrong. Differentiate yourself from lawyers who are known as “sharks” or “leeches” by being more empathetic and compassionate toward your clients. Your clients are there because of a legal concern, and that concern is not typically a positive one. Make it known to your clients that you care about them and that you will be there for them not just for the money, but to help them in whatever case they are bringing.

There is no denying it. Conveying empathy and compassion takes effort. However, the relationships you will establish will make it profitable. Rather than just sitting and nodding when hearing their many details in your client’s story, listening, remembering

these details and reflecting back what you heard will convey that you actually care about them.

Clients can make bizarre requests! Adaptability and flexibility are the other aspects of emotional intelligence that lawyers can use to keep clients. Instead of rejecting their requests immediately, consider what they are saying and see if there is a way to make it work. Listen and embrace their scenario before you dismiss it. Clients, who feel listened to, tend to come back and will recommend you to other people because you were so attentive to their needs.

Finally, when you bill your clients, take the time to send detailed invoices. This is your opportunity to explain exactly the effort you put into their case and what they are being charged for. Clients appreciate seeing the extent of work that you and your team have done as it lets them know that you had their back.

Here is the bonus! If you practice emotional intelligence by tuning into feelings, showing empathy, practicing adaptability and flexibility as well as not getting offended when criticized, you will not only attract and keep more clients but also will have less stress yourself.

*Dr. Mimi Hull is a fully licensed psychologist who specializes on the workplace and has worked with many law firms as well as The Florida Bar. A super speaker and effective trainer, she builds teams and develops effective leaders while reducing conflict and stress.*

*Her speaking programs include: Team Building, Communication, Change Management, Strategic Planning, Leadership Development, and Personality Insights using DISC and MBTI. She is also a familiar voice in Central Florida from her long-running radio program on workplace issues and her regular appearances on FOX TV.*



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# PARALEGAL CORNER

## NEWS FOR PARALEGALS TO USE...

By Priscilla Horn Warren, CP, FRP  
Solo & Small Firm Section CLA Representative

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Welcome to the Paralegal Corner, where you can find breaking news and other useful items—including website link information—pertaining to our profession.

In case some of you missed the news release, the Solo and Small Firm Section awarded its Paralegal of the Year Award in June 2018 during The Florida Bar Annual Convention. The recipient is Jennifer R. Wallace, CP, FCP, FRP, currently the Paralegal Association of Florida's First Vice President. Since Jennifer was on vacation that week, PAF President Beatrice Levine graciously accepted the award for her. You can see a video copy of the acceptance on PAF's Facebook page.

Upcoming seminar: Please calendar Oct. 24-25, 2018, to attend the

state Paralegal Association of Florida's Fall Seminar in Safety Harbor, Florida. Registration information may be found on the PAF [website](#) and the Solo and Small Firm Section will have an exhibitor's table there.

AND – the Solo and Small Firm Section is diligently working on putting together another conference for next January at the Doubletree by Hilton Orlando at SeaWorld. Just as last year, technology CLE credits will be available. Please visit the Solo and Small firm [website](#) for more information as we get closer to the date.

If you have not yet joined the Solo and Small Firm Section, please download the form today and send it in. Affiliate memberships are only \$35 per year. Multiple benefits are available to

our members and affiliate members, as detailed on the section's newly redesigned [website](#). Becoming an affiliate member of the SSF Section might be one of the best personal and professional decisions you will make for your career to flourish and prosper.

Also, if you or your employer need more information on NALA, the nationwide paralegal association, and/or wish to obtain your national Certified Paralegal designation, kindly visit the NALA website at [www.nala.org](http://www.nala.org) for membership requirements and continuing education opportunities that are available online.

Please do not hesitate to contact me with any questions or concerns. My direct email is: [pris2323@yahoo.com](mailto:pris2323@yahoo.com).



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