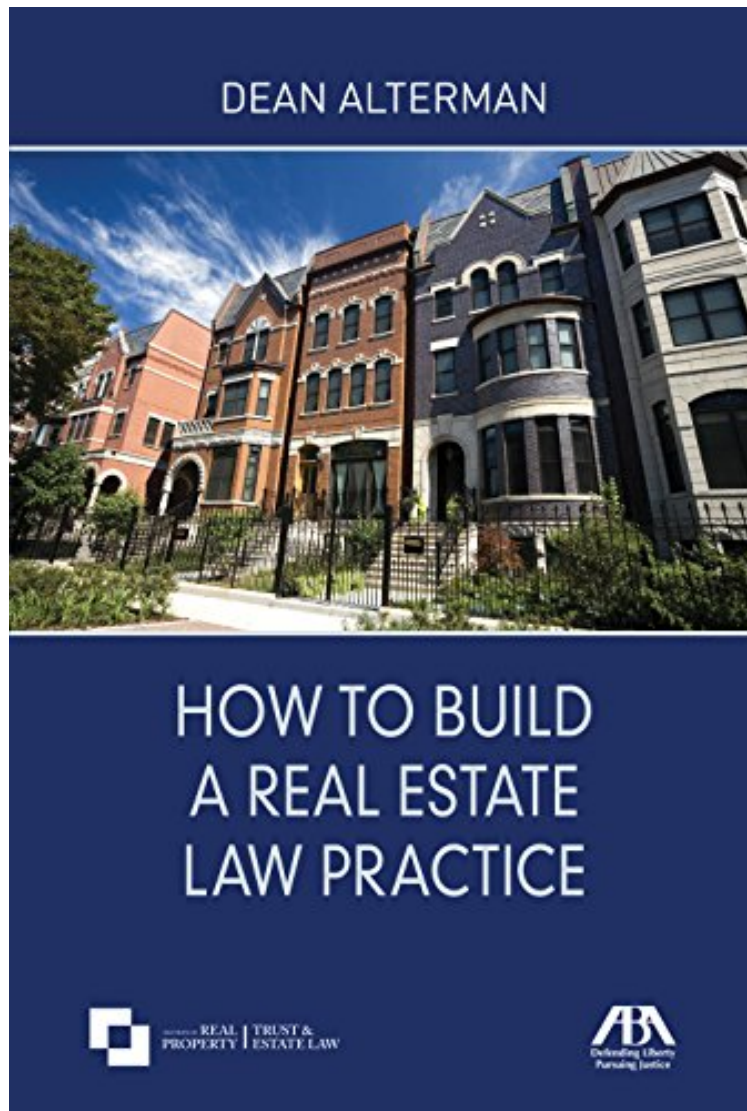


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How to Build a Real Estate Law Practice

Dean Alterman

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Dean Alterman : How to Build a Real Estate Law Practice before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Build a Real Estate Law Practice:

0 of 0 people found the following review helpful. Not what I expected, but a great book nonethelessBy O. ShawThis book has excellent, to-the-point information about setting up a law practice. It is similar to Foonberg's How to Start Build a Law Practice, but much more concise and relevant to the modern word, and I appreciated the emphasis on building a real estate law practice. This book is not what I expected. I was looking for an overview of the various areas of real estate law and for some perspective about the benefits and drawbacks of those areas. As a new lawyer trying to

build expertise in real estate, I'm not sure where I ought to focus my energy. This book did not help me in that regard. It did give me some great ideas for improving my practice management and how best to market my services. The book was well-written and enjoyable to read. I think it would be valuable to anyone looking to start any law practice, or for those who have already started a practice but are looking for some useful tips on ways to improve. 2 of 2 people found the following review helpful. I'd be pleased with this book even if I hadn't written it ...By Dean N. Alterman It's a succinct, informative, and witty guide to opening and developing a real estate law practice. I'd be pleased with this book even if I hadn't written it myself.

Beginning and building a real estate law practice offers many advantages: the underlying law changes relatively slowly while offering a satisfying opportunity to develop a base of steady clients and professional relationships. Written by a veteran real estate law attorney, *How to Build a Real Estate Law Practice* offers useful and essential guidance, whether you are in your first years of practice and are just starting to focus on real estate as a legal practice, or if you've already started in the area. Author Dean Alterman shares pointers that you can incorporate into your daily practice as well as for your long-term business plan. Real estate law offers a broad range of specialties, some that lead to the courtroom and others more suited to a desk in an office. Whatever area of real estate law that you practice in, you'll find practice-focused advice that's tailored specifically to the needs of a real estate lawyer. Topics include: How to define your practice Law practice financials: banking and budgeting Law practice management: setting up an office, from location to equipment and staff Finding clients and networking Engagement letters How (and when) to turn down work Setting and collecting fees for your work Communicating with clients and how to best use boilerplate language and forms Doing business with clients, from referrals to conflicts between them Growing your practice and the opposite, how to transition a practice and plan for retirement

About the Author Dean Alterman is a founding partner of Folawn Alterman Richardson LLP, in Portland, Oregon, and has practiced real estate and business law since 1989. Previously, he spent eight years as a real estate agent and three years as chairman of a county planning commission.