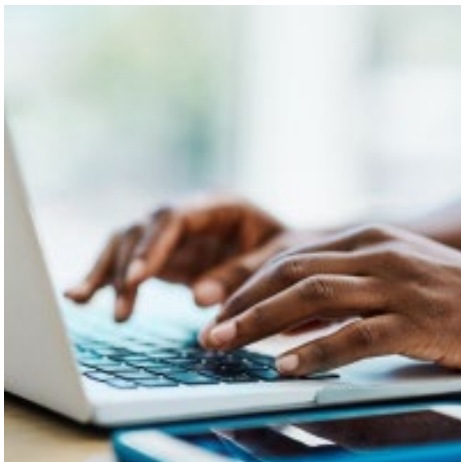


## The Business Side of Law: Strategies for New Practitioners



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### ORIGINAL PROGRAM DATE

February 13, 2026

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### AVAILABLE MEDIA TYPES

Video & Audio MP3

*Presented in collaboration with the  
Slavic Bar Association of Washington*

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### REPORTING YOUR CREDIT

This on-demand program was a live seminar presented on February 13, 2026. If you attended or viewed the original presentation, please note that WSBA members may not claim credit for the same CLE sessions if repeated within their three-year reporting period.

### DESCRIPTION

This seminar covers the business side of law that they didn't teach you in law school, from automation and business planning to networking and mentorship. This seminar is tailored for newer solo and small firm practitioners, but seasoned professionals will also discover valuable insights and strategies.

### AGENDA

#### 1 Automation 101

This session will provide an introductory overview of practical automation tools and workflows designed to reduce repetitive tasks in legal practice. Participants will learn how commonly used programs and process-based automations can streamline document preparation, client intake, calendaring, and internal task management. The session focuses on foundational concepts, real-world use cases, and ethical considerations, equipping new lawyers with a clear framework for improving efficiency, accuracy, and consistency through automation.

*Diyora Ismailova - Diyora Law Office PLLC, Renton, WA*

#### 2 Networking with Purpose: From Contacts to Community

This session explores how lawyers can move beyond surface-level networking to cultivate genuine professional communities. Attendees will learn how to approach networking with intention, generosity, and clarity of purpose, creating relationships that are mutually supportive and enduring.

*Lola Zakharova - MacDonald Hoague & Bayless, Seattle, WA*

#### 3 Business-Goal Setting

This session is designed to help leaders and teams define clear, actionable objectives that drive meaningful results.

*Elise F. Buie - Elise Buie Family Law Group, PLLC, Seattle, WA*

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*(agenda continued from previous page)*

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### 4 Finding Time for Business Development

This session will cover practical strategies to carve out time within a billable-hour environment, daily and weekly habits that drive long-term growth, and overcoming procrastination and an “I’ll do it later” mindset.  
*David Graf - Life Raft Coaching, LLC, Edgewood, CO*

### 5 Saying “No” to New Business

This presentation will cover how to evaluate potential clients, assess ethical risks, and protect your professional reputation when it becomes necessary to decline work.  
*Olivia Catala - Catala Immigration PLLC, Redmond, WA*

### 6 Mentorship and Collaborative Growth

This session will highlight the importance of mentorship at every stage of your legal career, and how meaningful networking can provide support, guidance, and referral opportunities. We’ll also discuss how collaborative relationships help you grow your practice while maintaining strong ethical standards.  
*Natalia Rasulova - Dreamigration PLLC, Bellevue, WA*