

PRACTICE POINTERS

Handle | BAR Incubator Graduates Second Class

BY SHERI LONG, PRACTICE MANAGEMENT DIRECTOR

Deadline to Apply for Third Class is January 2022

The Handle | BAR Incubator program is designed for attorneys with an entrepreneurial spirit who want to open a solo practice, serve low- and modest-means Nevadans, and learn the ropes of the business side of running a firm. Seven attorneys have joined the program for its second class:

- **Shalisa Cumberbatch**, Law Office of Shalisa J. Cumberbatch;
- **Margaret Foley**;
- **Charles Goodwin**, Goodwin Law Group, PLLC;
- **Matthew Nebeker**, Matthew L. Nebeker Attorney at Law, PLLC;
- **Chad Pace**, C. Pace Law;
- **Bridgette Reyna-Meadows**, White Dove Law, PLLC; and
- **Megan Walls**, Walls Legal Services.

The first few months of the incubator program focused on helping participants set up their solo practices. Topics and invited guests included:

- General planning for a law firm, presented by Matt Saltzman, Saltzman Muga Dushoff;
- Welcome and advice from Ann Morgan, Board of Governors, president;
- Developing a business plan and budget, with a one-page business plan presented by Jay Kamlet, LawBank;
- Determining the organization structure of your practice;
- Creation of business entity and licensing;
- Setting up IOLTA accounts by Sarah Guindy, Bank of Nevada;
- Malpractice insurance basics and cybersecurity presented by Mark Bassingthwaight, ALPS Insurance;
- Practice management software overviews;
- Legal research software training with Fastcase;
- Fee agreements, client intake;
- Marketing basics;
- Career advice and pro bono service with Chief Justice James Hardesty;
- Conflicts of interest, client-lawyer relationships;
- Family Court courtroom etiquette and expectations with Judge Rebecca Burton;
- Pro bono service with Judge Frank Sullivan;
- General accounting advice by Larry Bertsch, CPA;
- Lawyer Advertising and Fee Dispute Committee presentations; and
- Anatomy of a Lawsuit with Richard Dreitzer, managing partner, Fennemore.

The incubator has also become a community that fosters collaboration among the participants and the exchanging of ideas and experiences. Shain Manuele, the practice management advisor, brings his years of expertise to the program and contributes to this community by sharing many of his own learnings from setting up his own firm and is readily available to discuss and advise on any topic that arises.



Another component of being in the incubator is serving pro bono and modest-means clients. To facilitate this service, program participants are encouraged to take modest-means cases through the state bar’s Lawyer Referral Service, and they will hear from the statewide legal aid organizations on how they serve the community and how incubator attorneys can gain experience through pro bono work.

A new incubator class is launching in March 2022. If you would like to learn more or apply you can visit nvbar.org/incubator. The deadline for applications is January 31, 2022. You can also call Sheri Long, practice management director, at 702-317-1454 to get more information about the incubator program.

What the participants are saying about the program:

“I knew nothing about the business side of lawyering. This incubator program was a lifesaver. It helped me recognize what had to be done to be successful, while at the same time providing me with peers to bounce ideas off of.”
— Charles Goodwin



“The incubator program is exactly what I hoped it would be. The wealth of knowledge and guidance available through the program is immeasurable. I was a bit nervous about starting my own practice after being admitted to the bar – I didn’t know where to start! Fortunately, through the guidance of the program, I am building my practice from the ground up, brick by brick, and am learning so much about not just how to run a law firm, but also the ins and outs of entrepreneurship.”
— Shalisa Cumberbatch



“As a new business owner and attorney, being a part of the incubator program has given me the confidence and tools to build my practice. When you are embarking on something new, it is vital to have support in the form of resources, your network, and the experience of your mentors and colleagues.”
— Megan Walls



“My firm focuses on commercial litigation and running my own business the right way is critical. The State Bar of Nevada’s Handle | BAR incubator program helped me learn law firm administration. My solo firm is now fully equipped to zealously represent clients across Northern Nevada.”
— Chad Pace



“Incubator gave me an opportunity I could not create on my own three years ago.”
— Bridgette Reyna-Meadows



“The incubator program has made the biggest positive impact in the starting of my own firm.”
— Matthew Nebeker



“The program provides a vibrant community of people all establishing their businesses and exchanging ideas. The structure of it has helped me to actually take concrete steps that I have been considering for a few years.” — Margaret Foley

