

Non-Dues Revenue Workshop Notes

2018 NCBP Midyear Meeting

Feb. 2, 2018

What are the most challenging issue(s) your bar is facing?

- LRS and CLE competition and loss of revenue
- Communication with members
- Challenges are getting donations, getting messages out
- Making connections with members:
 - o Coffee with members
 - o Creating a mobile app

What innovative member benefits/partnership programs do you have?

- 10 for 10 sponsor lunch
- 60 hours of free CLE for membership
- Free online CLE
- Increased dues and memberships
- Fastcase and Casemaker are two that provide good partnerships
- Insurance partners
- Lawyer access directory
- Publications

Do you have any innovative CLE programs/ideas?

- Austin Bench Bar – took calls for programs; picked the best and made it a competition
- Memory CLE – how to memorize
- Advertise others' CLE
- Provide the staples and practical topics
- Cannabis law
- Providing free CLE has opened up the opportunity to provide intellectually curious/interesting topics
- Work closely with bar sections
 - o 3 free CLE credits in Tennessee; 2 in Nebraska
 - o Ethics Road Shows (day-long program)
 - o Health Care Seminar
 - o How to deal with disasters (seminar working with YLD and FEMA)
 - o Bar Leadership Institute