Practice Management Update



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1. Interest Rates on Firm Accounts

If a member and client have agreed, interest may be charged on unpaid fees or disbursements; however, the rate of interest may not exceed the rate that is established under s.161 of the *Income Tax Act* on the day the bill is delivered to the client. Current and historical rates are posted on the Law Society website. Some software accounting packages will automatically charge interest at the current quarterly rate. For example, a statement of account may have been issued initially when the interest rate was 8%, but if the quarterly rate changes to 9 %, then the program will automatically charge at the new rate. As this does not comply with Law Society Rule 5-57(2), members must either ensure they request assistance from their software provider to change this feature or, alternatively ensure that the retainer agreement provides that the interest rate will also fluctuate. (See also Practice Direction 86-01.)

2. ABA's Law Practice Today

The current issue of *Law Practice Today* is now available online. Articles include:

- *Making Law Firm Leadership More Effective* by Edward Poll
- *<u>The Law of Agreement</u>* by Stewart Levine
- Marketing Strategy: The Foundation to Building a Successful Law Practice by Greg Ehrlich

3. Time Management for Lawyers

Time management is an essential skill for lawyers. Our *Code of Professional Conduct* addresses the issue in <u>Chapter 2</u> which requires service of "the client in a conscientious, diligent and efficient manner so as to provide a quality of service at least equal to that which lawyers generally would expect of a competent lawyer in a like situation." If you or a lawyer you know need some practical tips on time management, take a look at the resources on the website <u>Time Management</u> for Lawyers. Resources include tips on using Outlook more efficiently, timesaving telephone techniques, how to delegate and traditional time log forms.

4. 60 Sites in 60 Minutes

<u>60 Sites in 60 Minutes</u> is one of the most popular presentations at the annual ABA Tech Show. Take a look at this year's links to (88) interesting and useful websites that you can use in your work as well as in your personal or leisure-time. The Law Society of Manitoba provides this service solely for the benefit of and to support the competence of its members. Members should exercise their professional judgment in using or adapting any content.