

**26 Case Referrals: Handle with Care** Timothy J. Gephart  
*With proper safeguards, referring cases and accepting referrals won't cause malpractice or ethical problems.*

**28 Money for Nothing?** William I. Weston

**32 Can Your Client Be Your Teammate?** Mark L. Tuft  
*As long as the client understands the professional limitations of the lawyer, creating a lawyer-client team can result in better communication, lower cost, and greater efficiency.*

**38 Partnering with In-House Counsel** Michael J. Morse  
*Solos and small firm lawyers can provide high-quality, cost-effective legal services to corporations and the government.*

**44 Get on the Board: Lawyers and Nonprofits** Benes Z. Aldana  
*Serving on a board helps your practice by building goodwill, trust, and connections within your community.*

**48 Using Experts Expertly** Robert A. Zupkus  
*The most important consideration in choosing a trial consultant or testifying expert is his or her ability to communicate effectively.*

**52 Put a PMA on Your Team** Courtney Kennaday  
*How a practice management advisor can help you.*

**54 Don't Ask, Don't Tell** Jim Calloway

## COLUMNS

---

**4 From the Editor** jennifer j. rose  
*A Team of Your Own*

**6 The Chair's Corner** William T. Hogan III  
*The Year*

**8 General Practice, Solo and Small Firm Section News**  
*Meet Your Incoming Section Officers; Fall Meeting Preview*

**58 Being Solo** David Leffler  
*My Coffee with Ahmet*

**60 GP Mentor** Jennifer Rymell  
*Voices of Experience*

**62 Product Review** Joseph A. DeWoskin  
*West LegalEdcenter*

**64 Resource Roundup**

GPSolo (ISSN-1520-331X) is published eight times a year (January/February, March, April/May, June, July/August, September, October/November and December) by the ABA General Practice, Solo and Small Firm Section, 321 N. Clark St., Chicago, IL 60610-4714. The magazine is committed to fulfilling the special needs of general, solo, and small firm practitioners. The contents of GPSolo do not necessarily represent the views of the General Practice, Solo and Small Firm Section or the American Bar Association, but are the views of respected members of the profession. Any member of the Association becomes a member of the General Practice, Solo and Small Firm Section by sending an application and annual dues of \$35.00 (\$10 of which funds GPSolo) to the Division of Professional Services, ABA, 321 N. Clark St., Chicago, IL 60610-4714. ABA membership is a prerequisite to Section membership. Institutions and individuals not eligible for ABA membership may subscribe to GPSolo for \$48 per year, \$72 for residents outside the U.S. and its possessions. Per copy price for members and nonmembers is \$9.50. Requests for subscriptions and back issues should be sent to ABA Service Center, 321 N. Clark St., Chicago, IL 60610-4714. Copyright © 2004 American Bar Association.

**Contact Us:** To write for GPSolo, contact jennifer j. rose (jenniferrrose@abanet.org). To write for the special *Technology & Practice Guide* issues, contact Jeffrey M. Allen (jallenlawtek@aol.com). For more information about the magazine and the Section, visit our website at [www.abanet.org/genpractice](http://www.abanet.org/genpractice) or call 312/988-5648.



Index to Advertisers, page 46

**GP Solo**  
ABA General Practice, Solo & Small Firm Section

# Using Experts Expertly

By Robert A. Zupkus

