

---

The Sharper Lawyer

---



Helping  
Lawyers  
Generate  
More Fees

Cynthia Sharp, Esquire  
Business Development Expert

## Attorneys Learn to Maximize Practice Potential

*Philadelphia, December 2015* – More than 150 Maryland attorneys learned how to generate more revenue and run efficient law practices at Maryland State Bar Association’s 15<sup>th</sup> Solo and Small Firm Conference held on November 6, 2015.

The Sharper Lawyer is pleased to announce that its founder, Cynthia Sharp, was a featured expert and spoke on the topics “No Cost/Low Cost Strategies for Getting and Keeping Clients” and “Fear and Loathing with Delegation Dynamics”.

Ms. Sharp’s programs provided attendees with strategies designed to help attorneys improve their bottom lines, run more efficient practices and shift mindset. Commenting on Ms. Sharp’s sessions, Patricia Yevics, Director of Law Office Management Assistance at the MSBA related, “Cynthia spoke to attendees at our 15<sup>th</sup> Annual Solo and Small Firm Conference and she was great to work with. She was pleasant and very attentive to staff and attendees. Attendees were happy with her presentation and our members can be a tough crowd. We recommend her for presentations.”

Business Development Expert and veteran attorney Cynthia Sharp (CEO of The Sharper Lawyer) works with motivated lawyers seeking to generate additional revenue for their law firms. The business development strategies and skill sets that she shares were developed and tested over a period of 30 years in practice and are constantly refined to reflect modern marketing techniques.

Cynthia is the author of [The Lawyer’s Guide to Financial Planning](#) published by ABA Solo, Small Firm and General Practice Division and is also a Contributor to many of the Division’s publications. In August 2015, Cynthia began a 1-year term as Chair of the Publications Board of the ABA Solo, Small Firm & General Practice Division and a 4-year term on the Division’s Council. She is the immediate past-President of the Philadelphia Chapter of the National Speakers Association and continues serving on the Board of Directors. She is an active member of the Association of Continuing Legal Education, serving on the newsletter committee (“In the Loop”).

Additional information is available at [www.thesharperlady.com](http://www.thesharperlady.com)

Contact:

Candace Copsetta, Director of Client Relationships  
(856) 625-2905 – Direct  
[candy@thesharperlady.com](mailto:candy@thesharperlady.com)

###