

Get started:

Let us know you're interested in being on a list of lawyers/firms that are approachable to help, and what models. We'll give that list to lawyers who ask.

You may also approach practitioners directly. Make the most of the opportunity.



Step up: help make succession a success

Be a Succession Lawyer



NOVA SCOTIA
BARRISTERS' SOCIETY

Legal Services Support

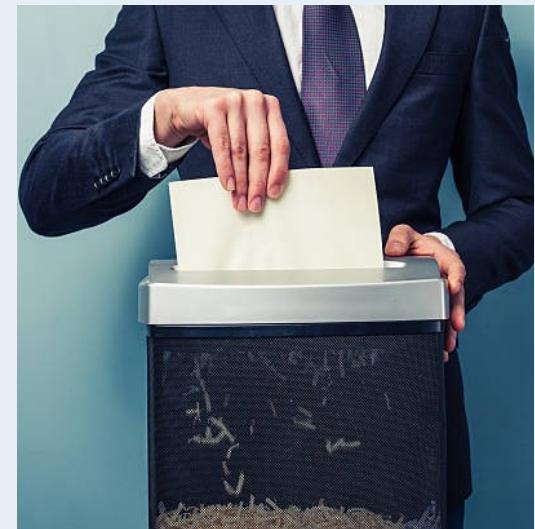
Nova Scotia Barristers' Society

Legal Service Support

Cogswell Tower
800-2000 Barrington Street
Halifax NS B3J 3K1
902 422 1491 phone
lss@nsbs.org

Models

- ◆ Advise a successor or bursar (someone helping with responsibilities)
- ◆ Merge with small practice: it's a pre-retirement strategy for them, growth for you
- ◆ Provide wrap-up service (disbursing all files)
- ◆ Take on a practice when succession required (keeping many files)
- ◆ Consider satellite offices, clinics and electronic means to maintain acquired goodwill



It's easier for everyone if a practice is prepared. So at the same time we're asking practices to have a plan, we're encouraging and helping them to prepare, eg:

- * File destruction policy & implementation
- * Trust account clean up
- * Moving to electronic storage
- * Encouraging non-retention of wills, original documents, client property
- * Support—being there to help

Expect NSBS-LSS to work to make things easier over time



Succession Plan Realities for Lawyers

In NS, we have:

- 249 sole practitioners
- about half outside HRM
- some work from home
- 43 two lawyer firms
- 54 3-5 lawyer firms

Soles with a bustling general practice have a challenge recruiting another local practitioner, even though they have lots of goodwill.

Soles with a limited scope practice might have an easier practice to wind up and a tight, loyal client base.

The youngest lawyer in a small firm faces the same succession challenges as a sole practitioner.

Small firms, like married couples, must consider a “wipe out” scenario.

Why step up?

NSBS has made succession planning a requirement and & support a priority.

Clients can suffer if lawyers suddenly leave practice, for whatever reason including death, without arrangements in place. The cost of custodianships is rising.

We'll soon have 450 practices that will need a lawyer from outside their firm to play a role to make their succession plan work. This represents most legal services—and access to justice—in rural NS.

Succession planning is not as daunting in a larger firm because

others know your practice and much of the planning can be common.

You have a chance to contribute to your profession.

You have a chance to help a colleague or their family at a time of great need.



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