

# **Meeting | *Annual Members' Meeting and Business Development Workshop***

Friday, June 4, 2021  
10:00 a.m.-12:00 p.m.  
Virtual

RSVP to [RSVP@thetexasfirm.com](mailto:RSVP@thetexasfirm.com)  
We will send out a calendar notice containing  
videoconference access information

## **Annual Members' Meeting**

- Award Winners Recognized
- Officers and Council Members Elected
- Favorable Financial Results Reported
- Significant Accomplishments Highlighted

## **Business Development Workshop**

Laura Kugler  
Hawkins, Parnell & Young, LLP in Dallas

Lindsay Owens  
Lynch Chappell & Alsup in Midland

Cynthia Barela Graham  
Law Office of Cynthia Barela Graham in Amarillo

For this hands-on program, no CLE credit will be available.

- Analyzing Your Law Practice for Potential Growth
- Direct Outreach, Referrals, and Repeat Business
- One-on-One Communications, Public Speaking, and Writing
- Planning with Goals, Tasks, Tracking, and Redirection
- Identifying BD Buddies