



The Business Side of Law: Strategies for New Practitioners

FRIDAY, FEBRUARY 13, 2026

Approved for 4.25 CLE credits (1.0 Ethics + 3.25 Other)

\$159 - Standard/Non-Section Members

\$119 - New Members*

Washington State Bar Association

1325 Fourth Ave., Suite 600 | Seattle, WA 98101

**WEBCAST
ONLY**

DESCRIPTION

**Presented in
partnership with the
Slavic Bar Association
of Washington**

This seminar covers the business side of law that they didn't teach you in law school, from automation and business planning to networking and mentorship. This seminar is tailored for newer solo and small firm practitioners, but seasoned professionals will also discover valuable insights and strategies.

SCHEDULE

11:40 a.m. > Webcast Log-In Opens

11:55 a.m. > Welcome and Introductions by Program Chair

- **Diyora Ismailova - Diyora Law Office PLLC, Renton, WA**

12:00 p.m. > Automation 101

45 minutes, 0.75 credits (0.25 Ethics + 0.5 Other)

This session will provide an introductory overview of practical automation tools and workflows designed to reduce repetitive tasks in legal practice. Participants will learn how commonly used programs and process-based automations can streamline document preparation, client intake, calendaring, and internal task management. The session focuses on foundational concepts, real-world use cases, and ethical considerations, equipping new lawyers with a clear framework for improving efficiency, accuracy, and consistency through automation.

- **Diyora Ismailova - Diyora Law Office PLLC, Renton**

12:45 p.m. > Networking with Purpose: From Contacts to Community

45 minutes, 0.75 credits Other

This session explores how lawyers can move beyond surface-level networking to cultivate genuine professional communities. Attendees will learn how to approach networking with intention, generosity, and clarity of purpose, creating relationships that are mutually supportive and enduring.

- **Lola Zakharova - MacDonald Hoague & Bayless, Seattle**

1:30 p.m. > BREAK

1:30 p.m. > Why Vigilance and Planning are Better than Damage Control: Ignore Cognitive Warning Signs at Your Peril

30 minutes, 0.5 credits Other

Why does this talk choose to focus on how to move your health forward in face of cognitive decline? Because the psychology of lawyers is more often than not to deny and minimize. Signs of cognitive decline are overlooked by most. One third of people with subjective cognitive decline report that it interferes with their social and work life. Yet less than half of this group report their concerns to a health care professional.

- **G. Andrew H. Benjamin, JD, PhD, ABPP - University of Washington School of Law and Department of Psychology, Seattle**

1:45 p.m. > Business-Goal Setting

45 minutes, 0.75 credits Other

This session is designed to help leaders and teams define clear, actionable objectives that drive meaningful results.

- **Elise F. Buie - Elise Buie Family Law Group, PLLC, Seattle**

CONTINUED >

WSBA CLE #26512 WEB

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CHAIR & MODERATOR

Diyora Ismailova - Diyora Law Office PLLC, Renton, WA

FACULTY

Elise F. Buie - Elise Buie Family Law Group, PLLC, Seattle, WA

Olia Catala - Catala Immigration PLLC, Redmond, WA

David Graf - Life Raft Coaching, LLC, Edgewood, CO

Diyora Ismailova - Diyora Law Office PLLC, Renton, WA

Natalia Rasulova - Dreamigration PLLC, Bellevue, WA

Lola Zakhrova - MacDonald Hoague & Bayless, Seattle, WA

SCHEDULE

2:30 p.m. > Finding Time for Business Development

45 minutes, 0.75 credits Other

This session will cover practical strategies to carve out time within a billable-hour environment, daily and weekly habits that drive long-term growth, and overcoming procrastination and an "I'll do it later" mindset.

- **David Graf** - *Life Raft Coaching, LLC, Edgewood, CO*

1:30 p.m. > BREAK

3:30 p.m. > Saying "No" to New Business

30 minutes, 0.5 credits Ethics

This presentation will cover how to evaluate potential clients, assess ethical risks, and protect your professional reputation when it becomes necessary to decline work.

- **Olia Catala** - *Catala Immigration PLLC, Redmond, WA*

4:00 p.m. > Mentorship and Collaborative Growth

45 minutes, 0.75 credits Other

This session will highlight the importance of mentorship at every stage of your legal career, and how meaningful networking can provide support, guidance, and referral opportunities. We'll also discuss how collaborative relationships help you grow your practice while maintaining strong ethical standards.

- **Natalia Rasulova** - *Dreamigration PLLC, Bellevue, WA*

4:45 p.m. > Adjourn • Complete Online Evaluations

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Friday, February 13, 2026 • #26512 WEB

REGISTRATION

To register online, please go to the [registration page](#). Click to add to cart and complete your purchase. You may pay by credit card, or via ACH. Alternatively, you may print and mail an invoice seven business days prior to the program along with your check payable to WSBA. Credit card payments by mail or fax are no longer accepted. Note, our service provider will charge you a separate, non-refundable transaction fee of 2.5% on all bank card transactions.

Effective Oct. 1, 2025, applicable sales tax will be applied to all live seminar registrations (in-person or virtual). For more information, refer to changes to [Washington sales tax law](#).

If special accommodations are needed, please email cle@wsba.org or call toll-free at 1-800-945-9722.

Please omit my name from the networking list made available to exhibitors and/or attendees.

PRICING INFORMATION

#26512 WEB, attend via webcast, 02/13/26

\$159 - Standard/Non-Section Members

\$119 - New Members*

*Active members of the Washington State Bar Association will be considered New Members through the calendar end of the tenth year following admittance to practice in the state.

The store will automatically discount registration, if applicable, during checkout.

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