

# Virtual Paralegal Newsletter Magazine™

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## *This Issue:*

*Volume 12, 04/05/11*

- How to Utilize the Benefits of Professional Organizations
- My Personal Benefits from Professional Organizations
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## How to utilize the benefits of professional organizations & associations to help you grow your business?

A couple of years ago I wrote an article entitled: "How to use associations and organizations membership to secure clients for your business. I have listed several benefits that a business owner should utilize to help them to secure clients and possibly increase their business recognition and revenue. I believe those reasons are still relevant today and worth re-mentioning.

Some of the benefits of joining and participating in your professional associations or organizations are as follows:

- Most professional associations offer their members continuing education that would include workshops, seminars, webinars, conferences and teleconferences.
- These educational tools allow you to network with your peers, provide open discussions about what is going on in your industry and possibly put you in contact with potential clients.

- Webinars and teleconferences are usually offered online and by telephone. Often times they are recorded so that you may view and listen to them whenever it is convenient for you.
- Most organizations provide forums and notice boards where you and your peers can share business tips as well as you may find answers to frequently asked questions from experts in your line of business.
- Newsletters and magazines are another benefit of joining professional organizations. These publications will keep you informed of the latest news, case laws, trends and updates in your industry.
- Always read archived newsletters and articles to learn more about your practice areas such as: what have worked and didn't work for your industry in the past.
- Attending organizations meetings are important because they keep you

informed of the changes in your industry such as new products and services.

- Meetings participation allows you to have a voice in discussions about new ideas and gives you reviews on how your industry is doing in the market.
- However, to get the most benefit from joining an association is to get involved. Volunteering your services and time can come in many forms such as: contributing to their newsletters where you may be viewed as an expert in your industry. Participating on your committee boards will allow you to make decisions that will affect your business and gives you a voice for changes within your industry.
- Most importantly, organizations and associations establish professional standards, gives your business credibility, keeps you updated on legislative news & activities, recognition of your profession and update court rulings. It can also increase awareness & value in the market place.





## How my business benefit from professional and paralegal associations?

- As a member of the prestigious Organization of Legal Professionals ([OLP](#)), I was invited to present a webinar entitled, How to Build, Manage and Maintain Your Freelance Business for the National Association of Freelance Legal Professionals ([NALFP](#)).
  - This opportunity gave me the chance to interact with other legal freelancers and valuable exposure for my business. [NALFP](#) membership benefits also includes more than 100 free webinars geared towards legal freelancers such as virtual paralegals and assistants as well as a chance to network with influential legal professionals.
  - The [New York City Paralegal Association](#) has also invited me in the past to be a guest speaker on the virtual paralegal business. I had the opportunity to meet the President Mariana Fradman and other officers and members of the organization. The opportunity also gave me a chance to introduce my eBook entitled, [The Ultimate Virtual Paralegal Guide](#) and I am proud to say, I made a few sales!
- [NYCPA](#) provides monthly workshops such Empowered Paralegal (TM) Workshops and they are affiliated with several non-profit organizations which provide their members with pro bono opportunities.
  - I have written an article entitled “The New Legal Assistant Trend: Virtual Paralegals” that was published in several leading paralegal association newsletters. (*Please see the next column*).
  - My article has given some exposure to a new career path for paralegals and legal assistants on how to use their skills and experiences to become entrepreneurs.
  - If you really need another reason, this should do it, my membership dues are tax deductible!

### Today's Quote

*"There's no reason to be the richest man in the cemetery. You can't do any business from there." -- Colonel Sanders*

Please take a moment to visit the following Paralegal Associations and learn how their memberships can help you to take your legal assistant career to the next level as well as to help you grow your business.

[Santa Barbara Paralegal Association](#)

[Roanoke Valley Paralegal Association](#)

[Metrolina Paralegal Association](#)

[Ventura County Paralegal Association](#)

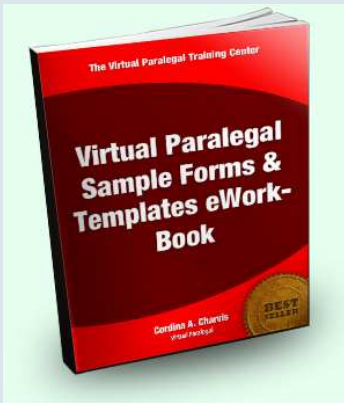
[Central Florida Paralegal Association](#)

### **Dear VirtPara**

*Do you have a question about the virtual paralegal-assistant business? [Email VirtPara](#) and let us discuss it.*

## Virtual Paralegal Networking Blog

- [What do you find most challenging when marketing to the virtual paralegal-assistant client?](#)
- [How do you determine your virtual paralegal-assistant fees?](#)
- [5 Things lawyers would appreciate if their paralegals would do without having to tell them](#)
- [What are the Pros and Cons of working as a virtual paralegal-assistant?](#)
- [Is there a need for virtual paralegal-assistant services in the current market?](#)
- [4 virtual paralegal-assistant trends](#)
- [Compare virtual paralegal salary by state](#)



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## **Paralegal News**

### Former Stamford Paralegal Pleads Guilty to Fraud

Stacey Williams, 39, of Trumbull, CT faces a 30 year prison sentence after pleading guilty to one count of wire fraud. Williams, while working for a Stamford law firm, stole more than \$120,000 in loan funds.



## **VPTC New Members - March**

A special welcome to VPTC's new members:

Feliswa Nichols  
Andrea Klein  
Felicia Grace  
Sara Link  
Marshe Whaley  
Latoria Marionq  
Ava M. Dixon  
Rhonda Nemcek  
Barb Reynolds  
Rochelle Merino  
Aissaoui Amar  
Ken Baynes  
Venice Gamble  
Natalie Green  
Jan Hill  
Andrea Jackson  
ADA PATTERSON  
Morag Polaski  
Lisa Powell  
Julia Ramirez  
Theresa Ringle  
Donna Strauss  
Phyllis Sullivan  
Virtual World Services  
Zoleeta Myers-West

## About - Virtual Paralegal Newsletter Magazine™

The virtual paralegal newsletter magazine™ is the industry leading information resource for virtual paralegals and assistants to stay current on the latest news, regulations, technology and new development in the virtual law practice.  
<http://www.virtualparalegaltrainingcenter.com>

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