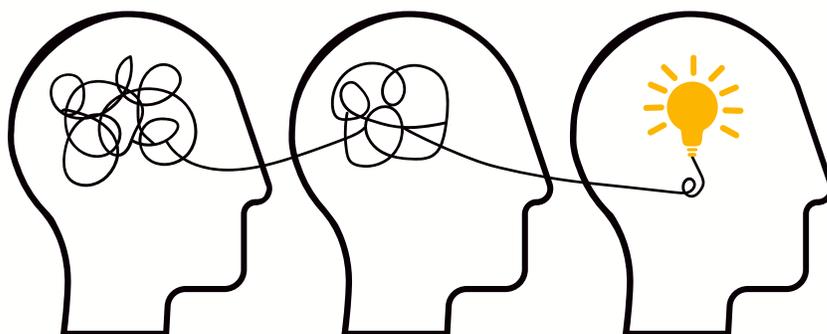




THE BUSINESS OF LAW



Thinking Like a CEO, Not Just a Lawyer

THURSDAY, MARCH 26, 2026

1:00 PM – 2:00 PM

Presenter:

- CEO mindset
- Simple KPI Scorecard
- Profit margin: why “revenue” is not the same as “profit”
- Delegation
- Infrastructure: people + processes + tech
- 30-day action plan



Desiree Marie Claudio, Esq.
Claudio & Associates, P.C.

Chair: Small Firm, Solo Practice & Law Office Management Committee

CLE Credit: 1.0 Law Practice Management

Transitional Course – Valid for All Attorneys. Accredited CLE Provider in NYS, 10/2022 - 10/2025
 Renewal application submitted; accredited status continues uninterrupted.

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