

Identifying Clients & Client Needs (WSR 114)

Moderator

Allen Bromberger
Power of Attorney
330 Seventh Ave., 19th FL
New York City, NY 10001
212-643-6242
212-967-8350 FAX
abromber@powerofattorney.org

Presenters:

Susan Kaplan, Director
CED Law Project
188 West Randolph St, Suite 2103
Chicago, IL 60601
312-939-3638
312-427-6172 FAX
skaplan@cedlp.org

Michael Monahan, Director
State Bar of GA Pro Bono Center
104 Marietta St., NW Suite 100
Atlanta, GA 30303
404-527-8762
404-527-8717 FAX
mike@gabar.org

Angie Zemboy, Director
Community Legal Resources
220 Bagley Ave. Suite 900
Detroit, MI 48226
313-964-4130
313-964-1192 FAX
azemboy@michiganlegal.org

Brief Description:

One of the challenges reported by many transactional pro bono programs is the need to have a steady stream of good clients with good projects for volunteers to handle. Doing this well is one of the things that distinguishes excellent programs from mediocre ones. This session brings together seasoned professionals to discuss how you can connect to groups that are making a real difference in your community, and find projects that have real impact. Panelists will discuss various kinds of outreach techniques, intake criteria and proven screening procedures that will enable you to handle this critical function effectively.

Topical Outline:

- I. Welcome – Allen Bromberger, President of Power of Attorney
 - a. Introductions
- II. Outreach in an urban area – Sue Kaplan
- III. Outreach in rural statewide area – Mike Monahan
- IV. Outreach in both urban/rural – Angie Zemboy

Note: The objective of this session is to learn how urban and rural providers have developed outreach techniques to identify clients' needs.

Biographies:

Allen Bromberger is President of New York City based Power of Attorney.

<http://www.powerofattorney.org/>

Susan Kaplan is the Director of the Community Economic Development Law Project, a pro bono law program providing legal counsel to community based organizations involved in community economic development and low-income housing development in distressed areas of the city. Susan is a 1976 graduate of DePaul University College of Law. She has been the Director of the Law Project since its inception in 1985.

<http://www.clccrul.org/CEDLP.htm>

Michael Monahan is the Pro Bono Director of the State Bar of Georgia. He serves as staff counsel to A Business Commitment Committee and the Access to Justice Committees of the State Bar. A veteran legal services advocate, Mike previously served as Director of the Georgia Legal Services Program Farmworkers Project.

<http://www.abc-georgia.org/>

Angela Zemboy directs Community Legal Resources in Detroit. She has over 12 years experience working in Detroit's community development industry as an urban planner, researcher and community organizer. A non-lawyer, Angela holds a Master of Urban Planning degree from Wayne State University.

<http://www.clronline.org/>