

Touch 10,000 Tips & Tricks
What to Say to NBAs
Advice from Ambassador Andrew Schpak

What to say to NBAs...

1) Start by talking about the ABA:

- A) It is the largest voluntary professional organization in the world;
- B) It has the ear of legislators and is actively involved in shaping government policy (plug ABA Day); and
- C) Many of the active members get way more out of the ABA than they put in.

2) Focus in on the ABA YLD and the opportunities for involvement within the YLD. Be sure to hit on:

- A) [Committees](#) focused on substantive areas of the law;
- B) Speaking opportunities for telephonic or in-person CLEs and seminars;
- C) Writing opportunities on substantive areas of the law, professional development, or affiliate programming; and
- D) Networking with peers and the potential for business referral sources.

3) Next, get more concrete and talk about action steps:

- A) The first year of ABA membership is free and they are automatically enrolled in the Young Lawyers Division (YLD);
- B) As a YLD member, they should join [substantive committees](#) that appeal to them and look to see whether any of the upcoming [YLD conferences](#) are coming to the region;
- C) Also direct them to information about [YLD scholarships](#), affiliate funding, Minorities in the Legal Profession scholarships, and other ways for young lawyers to secure funding to attend conferences;
- D) Close by indicating that you are happy to act as a resource and urge them to meet you at an upcoming YLD Meeting or Conference.