

Popular Threads on Solosez

Any Ideas for a Little Extra Income?

Just curious if anyone had any legitimate ideas for generating a little extra income in these lean times? I'm involved with a start-up practice, and while business isn't exactly dead right now (surprisingly enough), the money isn't pouring through the door yet either.

I'm not looking for anything substantial, just a few bucks here and there to cover some bills. Obviously, recommendations supported by first hand knowledge are always best, but I'll be more than happy to explore any leads that aren't internet scams! Thanks for your input.

A few ideas I used in the first couple months:

1. Are your LSATs high enough to teach at Kaplan?
2. Court-appointed work. Here, its \$40/hour to do criminal defense, tax defense (in La. you get a public defender style lawyer for state tax assessments, not sure if a right to counsel in tax collection exists in your jurisdiction), curatorships, interdiction, etc...
3. Federal conflict panel.

Just some thoughts,

John Butler, Louisiana

I also represent a number of emerging and start-up companies for general corporate, capital raise and M&A transaction matters. Aside from my legal practice, I have found that there is a market for providing non-legal consulting to non-clients (i.e., those who have other outside counsel) -- such as long-term strategic, equity incentive, business plan, and corporate governance advice. I also act as a finder for non-clients engaged in a capital raise (as you may know, you need to be careful with fitting your role within the "finder's exception," as defined by the SEC no action letters, to ensure that you do not need to register as a broker-dealer under the Securities Exchange Act of 1934). Finally, non-clients have agreed to pay me a referral fee for bringing clients to their business. Because of the ethical, moral and other implications, I chose not to provide these services to my legal clients. However, if you carefully craft the arrangement, you should be able to do similar things with legal clients. I also have a law school ethics professor who acts as my ethics advisor - hate to get into trouble with the bar. I also hear that there is a Nigerian prince who wants to collaborate on transferring his fortune to the United States. . .  Let me know off-list if you have any questions. I'd be glad to help you.

Mikio Miyawaki

I've also survived some lean times by expanding my practice to do things I hadn't planned on doing (if you're an hourly lawyer, take some contingency cases and vice versa). I did extensive research on some environmental laws for a watershed project in law school and later a stint with the County Attorney's office here prosecuting an obscure environmental law. When I went into practice on my own, I advertised myself out to a group of people affected by that law and offered up hourly services to advise them. I only ended up

with one client, but the regular income was enough to get my legs in the personal injury practice.

Jennifer B. Fite, Arizona

Probably low pay but I suspect storage facilities for RVs, boats, etc. have lots of defaulting renters & don't know what to do. A few phone calls will find what's up in your area.

Foreclosure defense is big and growing.

If you understand business, many businesses should need counsel as to how to stay afloat, renegotiate leases, whatever. In former incarnation as management consultant they said business was good in good times, BETTER in bad times.

Lotsa folks wait far too long before facing facts of bankruptcy. Some could be saved by early intervention.

Try an ad: GOOD COUNSEL FOR HARD TIMES.

John Page, Florida

If you are on a salary, talk to the boss, ask for a piece of extra work generated.

If you are running the office, get out, market to the unsatisfied business people who are ready to change lawyers.

Do not clerk in a grocery store or gas station, or other non-legal things that will make clients wonder about your skills. I recall a college professor who also ran the distribution of early morning newspapers. I thought the guy could not be a serious professor.

An extra 10 hours a week marketing for 6 weeks will generate lots of business. If you have an idea of how to run a business, it ought to turn into a good stream of income.

Ted A. Waggoner, Indiana

I think I recall you're in upstate NY. Have you tried getting 18B criminal assignments by introducing yourself to all the town and city judges and dropping off with them your resume and/or a letter? Have you signed up to be a foreclosure referee? Taken the class to be a guardian ad litem and then signed up for that? You can also sign up to get appellate assignments. As a fairly new practitioner myself, these are all things I've been meaning to do. I have a contact number for the appellate assignments if you need it.

-Adam Pizer