

Part-Time Jobs for Solos

Ok Colleagues-

Honestly, what kind of non practice-specific part-time jobs are there for us solos? I do immigration only so picking up traffic/criminal cases isn't for me. I also don't do removal defense.

In particular, what kind of part or full-time evening and weekend jobs are available so I can keep my practice going during weekdays? I believe attorney document review is only available during full-time regular business hours, and the general consensus is they don't want solos anyway. The only other thing I can think of is working in a restaurant. I would prefer something related to my law degree or at least a job that pays above minimum wage.

Your ideas are welcome!

What about LSAT tutoring/bar review tutoring or helping law students prep for finals? I know it's not quite law related but something on that theme has helped me out several times during and directly after law school.

You could also offer contract work directly to solos and small firms in the DC/VA/MD area. Which jurisdictions are you barred in?

Emilie Fairbanks, Washington, DC

I know some lawyers who used to write for BNA and were paid- BNA has been acquired by Bloomberg so that may not be an option, but there may be other law reporting companies that are looking for writers. Also, there are sometimes paying writing jobs for bloggers on Craigslist and elsewhere on the web. Usually, the pay isn't great - maybe \$25-\$50/post but if you can write quickly, you might be able to pick up a little extra cash. Finally, there are adjunct profession jobs but they do not pay much and can be time consuming starting out. Emilie's suggestions are also good ones.

Carolyn Elephant, Washington DC

How about mediation? Thoughts?

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Are you multilingual? Translating legal documents can pay well if you build up that niche and make the right contacts. And the work can be pretty fun.

A lawyer working at Starbucks brings a whole new meaning to BARrista.

I will see myself out . . .

Best regards,

Audrey Kravets

These are good suggestions but I am looking for something reliable and steady. Like a guaranteed paycheck for a job that will still afford me enough time to have my solo practice.

Here's a wild pitch. I use virtual paralegal. She just got part time job (4-5 hours/5 days/week) posting content to their webpage on local community events, maintaining its calendar, plus some other administrative writing. Only pays \$15/hr, but if I were attorney I'd want to make the contacts. Pretty sure there'd be a way to build on it.

Most likely every station has similar job. At least, gives some thing you could seek without waiting for some damn ad. You might be surprised at favorable results of your enterprise. When I ran businesses, I would sometime create a job for someone who showed special energy/enterprise.

THEY NEED PRODUCTIVE EMPLOYEES SAME AS YOU NEED WORK.

John Page, Florida

I think then you are back to the world of retail or something similar.

But talk to Dan Mills at the DC Bar before you do anything, he has great ideas about practice management and can help you talk through this. I don't mean to overstep, but it sounds like maybe there are some underlying issues with your solo practice if you need the second job.

Emilie Fairbanks

I second Emilie's good words about Dan Mills and the terrific services the DC Bar offers. Note though that he is limited to providing services to those who pay his salary - DC Bar members.

Deb Matthews, Virginia

full disclosure - I am a member of Dan's Practice Management Service Committee

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I don't agree that the fact that I need a second job means there is something wrong with my solo practice. I have slow months once in a while. I also need to earn more money for a variety of reasons that I don't need to post here. For these reasons that I don't need to post, dips downward in my salary will not be acceptable. If you're suggesting I don't charge enough, my fees (flat fees) have been very carefully calculated based on my hourly rate and the amount of work involved and what other attorneys in my geographic region are charging.

I don't have any good advice on the part-time job front. Maybe there's another entrepreneur activity you could do in the evenings. It certainly wouldn't be a steady paycheck, but maybe it would provide the added income you need.

As for your fees, I'd suggest that you probably could raise them. I do fixed fee work too, and there's quite a range of fees that folks charge. Some people charge WAY more than me, yet people still hire them. Every time I raise my fees, I thank myself for doing it.

Finally, there's something to be said for being the most expensive lawyer out there. You certainly have to be a premium lawyer and provide premium service to charge out the nose, but some people will hire you simply BECAUSE you're the most expensive. The price sets their expectation that you'll be awesome, and it can free up more of your time to deliver even better client service and deliver awesome.

Just my two cents,
Andrew Flusche, Virginia

What about doing appearances for other attorneys or brief writing, discovery summaries etc?

I know several attorneys who did more paralegal work for other attorneys where they could appear in court for docket appearances freeing up the other attorney to focus on the more trial aspects of the case

Erin M. Schmidt, Ohio

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I wasn't at all suggesting there is something wrong with your practice. Please don't take offense. I was suggesting that Dan is a great resource and that help with practice management is something you paid for with your DC Bar dues. He might also have good ideas about second jobs.

My question is, how many hours would you need to work at a part time job to make it worth turning down one extra case? Could you make the same by raising your rates 2% or 3%? If you are doing flat fee cases for individuals why not experiment with charging a little more?

Just options and considerations.
Emilie Fairbanks

Mediation is a practice unto itself. And many mediations are unpaid. Due to the low entry threshold it is a crowded field.

Roger Traversa, Pennsylvania

Dan has great advice on nearly everything. I applaud the DC bar hiring committee who hired him cause he is tailor made for that job!

Love that guy.

Sonya N. Armfield, Washington DC

I've had a part time job since I opened my firm! At first I worked for pennies handling a sports and recreation club in Philly. After a while I came upon a legal job in which I review files and ghost write. Pretty easy gig, but sometimes a bit overwhelming with the clients... either way..without it, I wouldn't have been open this long!

David Crosson

Keep the suggestions coming in and I will compile a list.

How about teaching? Adjunct pay isn't great but it's more than minimum wage!

Tutors make great money in NYC

How about doing contract attorney work for other lawyers who need legal research?

Cari B. Rincker, New York

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Agree that mediation is not a way to make steady income..

Cari B. Rincker

I bartend at my daughter's restaurant. No pay but great food.

Paul Cohen

I assist other attorneys with research and drafting. Sometimes there busy times help me out during my slow times.

Elizabeth Cuccinello, New York

Join the Reserves as a JAG. t\The AF has a desperate need.

Thank you

Maurleen Cobb, Texas

I thought JAG was hard to get? And don't they have an age limit? If not, I would consider that as well.

Fareeda Brewington

JAG active duty at one point was taking one in every 100 applicants. JAG reserve is actively recruiting. The age limit varies by service. Contact me off line if you are interested.

Thank you

Maurleen Cobb

Sorry I should add I only know AF

Thank you

Maurleen Cobb

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I cocktail waitress at the Skyline Suite at Soldier Field for Bear games. It's a nice break and I would be a football widow at home on those days anyway!

Audrey Cosgrove, Illinois

I still work part-time at an environmental nonprofit. Wouldn't recommend that if your primary purpose is just generating income, but it does get me health insurance, which is huge. Also know a few solos who work summers commercial fishing. Lots of professionals (lawyers, accountants, dentists, doctors, politicians) do that in AK.

Gabriel W. Scott, Alaska

I know a solo who is still a flight attendant she gets as many weekend trips as she can.

Thank you

Maurleen Cobb

I work as a sales rep for a tourist attraction.

Carol King, Oklahoma

Navy JAG reserve will only take former active duty sailors - no direct appointments
Army will allow, but you must be under 33 or 39 (with significant legal experience)
Air Force won't take you if you're over 35.

Greg Zbylut, California

Correct me if I am wrong but with the Air Force I think whether or not you can go JAG reserve also depends on the needs within your local area. My better half looked into it here in San Diego and there is no real need within the state of CA. So he is pursuing Air Force enlisted reserve to fulfill his personal goal of joining the military without uprooting our entire lives.

Mary Wenzel

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When I was starting off four years ago, I picked up contract work that paid \$30 an hour during slow times. I spent a few weekends doing document review in a basement somewhere. I don't know if that's possible anymore. I think the prices for contract work has crashed. And the work is pretty depressing because you're hanging out with guys who have been doing this full-time as a career. I don't mean to knock it, but they are very unhappy, and the atmosphere was very negative. If I worked too fast, the other guys would get cranky at me. If I worked too slow, the associate would get cranky at me. Management would lie all the time about the amount of work left.

William Chuang, New York

I teach two community college classes each semester. It is a nice supplement and a good change of pace.

Michelle Kainen, Vermont

The holidays are upon us, so if I were to look for a part-time job, I would work at a store I like for the wages and the discounts. I know of a girl who worked at a strip club while in law school. That's not really for me, as I don't even like people seeing my Solosez posts, much less my body.

Tracia Y. Lee, Texas

If you don't mind touching people and throwing parties at people's houses where you supply all the entertainment and party favors, you could be a spa/beauty products consultant. You can make your own hours, and if you get enough customers buying off your website, you can then make passive income. My sister-in-law does this. She quit her accountant job to do it. However, she decided last month to go back to accounting b/c she wasn't making as much money as she needed to to afford her lifestyle (she was previously making 6 figures as an accountant) doing the spa business. But, if you're a good salesperson, you could make some extra cash on the side.

Tracia Y. Lee

In a similar vein, Anthony Colleluori, a well-known Long Island criminal lawyer, has an Amway business on the side. He has said that he works in it 12-14 hrs. a week and makes \$50,000/yr from the business. If you're interested in pursuing that, you should contact him.

Lisa Solomon, New York

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Yes, I was going to say the same -- there are a lot of in-home, MLM sales opportunities out there. Mary Kay, Premiere Jewelry, Origami Owl, Amway, Avon, Thirty One, etc., etc. The trick with these is that you have to be a good enough salesperson to convince others to be salespersons to make any real money, though. The money is made in the upstream. Still, I believe the profit margin on some of the jewelry is pretty high. Origami Owl is the latest craze -- cute lockets you assemble from various charms. I have one friend from law school who is both a high powered Washington lobbyist and a Scentsy candle rep. She just loves the candles so much, it was cheaper for her to rep. and host an occasional party than buy retail.

Just be aware, though, that most of these types of opportunities require some sort of buy-in for supplies and samples.

Good luck. Hopefully, the need for a part time job will be temporary.

Best,
Dineen Wasyluk

I recommend NFL referee. Ed hochuli has turned that into an art tho.

Brian.M.Baillie

So was Tommy Bell.

John Davidson, Pennsylvania

I also did contract work (aka document review review) in DC. From my understanding, DC's environment is better than NY's environment for document review attorneys. I did it for 6 years on and off when things were slow in my practice or I just wanted to pick up extra money. Things are picking up in DC and NY, but the rates are low and the perks aren't as great as they were before the crash, which started around 2009. Nevertheless, if there is a short term project with a decent rate, throw in your name and try it. However, it's not for everyone.

Paula McGill, New York

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Or hockey coach, which former public defender Jon Cooper parlayed from a after court gig with a high school team to the bench of the Tampa Bay Lightning.

Wendell Finner, Florida

I take coverage attorney work. Sometimes St. Louis firms have business in my county. They call the clerk and the clerk often gives my name. They call me and we work out the appearance. It's not much \$75 to \$100 each time. I also cover hearings for Local Counsel Collective and My Motion Calendar. I don't get a lot of business from them because I'm in a rural area. But, there is more business in the cities.

I did end up acting as "of counsel" for a foreclosure firm. I'm still kind of nervous about that one. None of these are steady money, but it's extra money for little effort on my part.

Letisha Luecking Orlet, Illinois

Oh, good call Letisha on the coverage work. I used to do that, it's fun. They still call like once a month, but I'm too nomadic to do it often. You can bargain the providers up if the court is an hour away or if its inconvenient. At the last minute, you can ask for double, and maybe you get it maybe not.

Also, I've heard that moonlighting as a notary is feasible. No experience in it, however, and I'd be sure to market in a manner that makes it entirely separately from your legal work and makes it unlikely that customers would even know you are a lawyer.

When I first started, I did a lot of freelance writing of a non-legal nature. At that time, I was using iFreelance, don't know if that's still a good site. It looked janky but I got a lot of work from it. There are those other ones like oDesk and something about Guru, but I never messed with them much. For a long time, I got paid as much for my freelance non-legal writing as I did for the contract work. It pays better than people think. Oh, and when I was desperate, I wrote content for Demand Media. If you are a quick writer, it pays okay for work you can do at midnight in your slippers with no qualifications (I figured it out back then to be around \$25/hr), but it's not glamorous. I don't know what their arrangement is now, this was all around 5 years ago. If you can afford to take payment later, do the royalty posts, I am STILL getting paid for things I wrote about starting a rock band back in 2008.

Next time you come across an Ehow on How to Build a Koi Pond, or an About.com on Grandparent Visitation Rights in George, a younger incarnation of me may very well have written it.

Kimberly Alderman
