

Lauren Lester

Attorney · Author · Entrepreneur

Founder, A Different Practice & Lester Law



Lauren Lester doesn't present a model she retired from. She presents from inside an active practice — one she's been intentionally building, testing, and refining for over a decade.

WHY ORGANIZATIONS BOOK LAUREN

- › Actively practicing attorney
- › Author of Value Over Time
- › 10+ years of flat-fee, value-based pricing
- › CLE-credit eligible
- › Presentations customized to your audience
- › Handouts and takeaway tools included
- › Welcomes Q&A
- › Available in-person or virtually

WHAT AUDIENCES WALK AWAY WITH

- › A profitable pricing framework they can implement immediately
- › Confidence to have the fee conversation with clients
- › Practical tools for AI, intake, tech, and client communication
- › A clearer picture of what building on their own terms actually looks like

WHAT PEOPLE SAY

“So much substance to the program and very realistic. It was clear that Lauren has really been there. She knows what it is like to practice law.”

Attendee · North Carolina Bar Association

“My class really enjoyed this presentation, and I learned a lot as well. It is really well done.”

Professor · FIU College of Law

PRESENTATION TOPICS

Value-Based Pricing That Works

60 or 90 min · CLE eligible

Why value is what clients are really buying, the 5-step VALUE framework, how to build options clients say yes to, and how ensure profitability.

Tech for a Better Client Experience

60 min · CLE eligible

What's working inside an active solo practice: AI, intake, automation, client communication, and how to build a tech stack that works for your practice.

Creating Your Own Path in Legal

60 min · CLE eligible

The decisions, trade-offs, and things she wished someone had told her earlier — for attorneys building a legal career on their own terms.

Don't see exactly what you're looking for? Lauren also delivers custom presentations and panel contributions. [Let's talk.](#)

“So much value provided! A great course — I learned a lot! Thank you!”

Attendee · SproutED CLE

PAST PRESENTATIONS & TRAININGS

Colorado Bar Association	<i>Conference</i>	ABA Tech Show	<i>CLE</i>
North Carolina Bar Association	<i>CLE</i>	SproutEd CLE	<i>CLE</i>
Georgia Bar Association	<i>Conference</i>	TRT CLE	<i>CLE</i>
Virginia Bar Association	<i>CLE</i>	Practising Law Institute (PLI)	<i>CLE</i>
Chicago Bar Foundation — Justice Entrepreneurs Project	<i>Workshop</i>	University of Colorado School of Law	<i>Law School</i>
Texas Opportunity & Justice Incubator	<i>Workshop</i>	University of Denver School of Law	<i>Law School</i>
Bay Area Legal Incubator (BALI)	<i>Workshop</i>	Denver Startup Week	<i>Conference</i>
Legal Entrepreneurs for Justice (LEJ)	<i>Workshop</i>		

Book Lauren to Speak

www.adifferentpractice.com/speaking