



## News

### James Lestikow Authors IICLE Chapter on "Initial Client Contact and Meetings"

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[James M. Lestikow](#), a Chicago-based partner in Hinshaw's Estate Planning Group authored "Initial Client Contact and Meetings," which appears as Chapter 1 in "Estate Planning for Illinois Attorneys: The Basics and Beyond" (2008).

This chapter is intended as a primer for estate planners to enable them to effectively and efficiently handle the initial client contact as well as the later contacts during the planning process and the document execution stage. Everyone has his or her own style when dealing with people, and no one wants to have someone else's style imposed on him or her. This chapter explains what has worked well for its author and what has not been well received.

Topics addressed include:

- Advance Preparation
- Conducting the First Meeting
- After the Initial Meeting
- Terminating the Engagement

Read the full chapter, "[Establishing and Maintaining the Attorney-Client Relationship](#)" on [IICLE's website](#).

*This chapter was first published by IICLE Press.*

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