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A Tale of Two State Bar Buildings

New York State Bar Association Considers Moving to Smaller Space, State Bar of Texas Expands with Building Purchase

Faced with declining dues revenue and the realization that physical space may no longer be as important as it once was, the New York State Bar Association is considering moving out of its historic townhouse headquarters in downtown Albany. Those in favor of seeking a smaller, cheaper space argue that NYSBA has gone as far as it can with other cost-cutting measures, including a 1/3 reduction in staff, and that costly repairs and renovations could pull the association into the red. Opponents of the move—including the president of the New York State Bar Foundation, which owns the building—say that physical buildings, and this one in particular, still have so much significance that a hasty decision to relocate would be a mistake. [New York Law Journal](#) has more details about this difficult, ongoing discussion. Meanwhile, the State Bar of Texas has purchased a historic building adjacent to its downtown Austin headquarters, to expand its space and to preserve underground parking that could have been in peril if another prospective buyer had built a multistory tower on the lot. How long had the bar been considering this purchase, what renovations will be needed, and why does this expansion make sense, despite the pandemic? Find out at [Texas Lawyer](#).

Association Pricing Expert Shares How to Offer a Discount Without Selling Yourself Short

Planning to offer a discount on membership dues? While this can be a good strategy, how you position it is key, according to Dr. Michael Tatonetti, founder of Pricing for Associations. If you lead with a phrase like "New Low Price," he says, there's a good chance that prospective members will think there's something wrong with what you're offering, and this is why you've reduced the cost. Instead, he suggests, lead with the value that you're offering and also why you're temporarily able to lower the price. At [Sidecar](#), Tatonetti gives a helpful analogy—a photographer who provides reduced-price sessions to a limited number of clients at a specific time and place—and explains what associations can borrow from it.

Want to Be a Better Leader? Be Open to Learning, Setting Aside Your Assumptions

In 2018, Wharton management professor and author Adam Grant was frustrated when he presented Fortune 500 CEOs and startup founders with data that showed a small experiment with remote work could lead to increased employee satisfaction and productivity—and not one of them was willing to try it. If they had been more open to change, he notes, they could have had a big head start when the pandemic made remote work a necessity. The problem, Grant believes, is that many leaders resist new ideas, argue defensively rather than listening, hold on to assumptions that no longer serve them well, and underinvest in their own learning because they label leadership skills as "soft skills" that have lesser importance. In a recent webinar, posted along with explanatory text at [Knowledge \[at\] Wharton](#), Grant talked with Dean Erika James. What were five key takeaways from their discussion?

West Virginia Proposes Adding Civility Pledge to Lawyer Oath

The West Virginia Supreme Court of Appeals has proposed adding a civility pledge to the state's lawyer oath. The pledge, which has been released for public comment, requires lawyers to affirm that they will conduct themselves "with integrity, dignity and civility and show respect toward judges, court staff, clients, fellow professionals and all other persons." How many other states have such a pledge, and why does Chief Justice Evan H. Jenkins think it's a good idea? Learn more at [ABA Journal](#).

May-June 2021 Issue of Bar Leader Explores Judicial Independence, Also Diversity, Equity, and Inclusion

Possibly fueled by an especially contentious election and a divisive political climate, challenges to judicial independence are cropping up across the country. In what states are legislators and others trying to constrain the judicial branch, and how are bar organizations in those jurisdictions responding? The [May-June 2021 issue of Bar Leader](#) takes an in-depth look. Also featured: a recap of a keynote presentation on diversity, equity, and inclusion at the 2021 ABA Bar Leadership Institute, and coverage of how one bar association and foundation are confronting and addressing systemic racism in their own history.



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