



PALM BEACH COUNTY BAR ASSOCIATION

BULLE^TIN

www.palmbeachbar.org

September 2007

The New and Improved Bench-Bar Conference – October 12, 2007

by Adam Rabin

Shortly after the last Bench-Bar Conference, the Bench-Bar Committee began soliciting feedback from judges and lawyers on what we could do to improve the conference. The general message we received was that the conference was getting stale and should be updated to better meet the expectations of the bench and bar.

Many suggested that the conference could be improved by *Continued on page 19*



Congratulations to our own Past President Jay White who was sworn in as President-elect of The Florida Bar by FL Supreme Court Chief Justice Fred Lewis in June. Jay will assume the position of President in June 2008.

Mark your calendar for upcoming Membership Meetings

Joint Luncheon with FAWL

Wednesday, September 19, 12 - 1:00 p.m.
Marriott West Palm Beach (note new location)

YLS/Criminal Defense Bar Happy Hour

Wednesday, September 19, 5:30 - 8:00
Yard House in Palm Beach Gardens

Bench Bar Conference (New and Improved!)

Luncheon Speaker: U.S. Attorney Alex Acosta
Friday, October 12
Palm Beach County Convention Center

Special Needs of Children

Membership Reception
Thursday, October 18, 5:30 - 7:30
Benefiting National Adoption Day
E.R. Bradley's in West Palm Beach

Annual Holiday Party with North County & Young Lawyers Section

Wednesday, November 28, 5:30 - 7:30 p.m.
BallenIsles Country Club, Palm Beach Gardens

Joint Luncheon with the Forum Club with Guest Speaker U.S. Supreme Court Justice Clarence Thomas

Wednesday, December 12, 12 noon
The Cohen Pavilion at the Kravis Center
This meeting will be limited to PBCBA members only!

Joint Luncheon with South County Bar Association

Guest Speaker: FL Bar President Frank Angones
Wednesday, March 5, 12 noon
Delray Beach Golf Club

Bar and FAWL to Host September 19 Luncheon



The PBCBA and FAWL are happy to be co-sponsoring a membership luncheon to be held on Wednesday, September 19 at 11:45 a.m. at the West Palm Beach Marriott. The guest speaker will be Lauren Stiller Rikleen. Rikleen is a senior partner in the Real Estate and Environmental Law Group of Bowditch & Dewey in Boston. Lauren is the author of *Ending the Gauntlet: Removing Barriers to Women's Success in the Law*, a book about the institutional impediments to the retention and advancement of women in the legal profession.

In August 2005, Lauren was appointed by the President of the American Bar Association to the twelve-member ABA Commission on Women in the Profession. She is a former President of the Boston Bar Association (1998-1999). Within her community, Lauren is the first woman to have served as Chair of the MetroWest Chamber of Commerce (which serves nine communities west of Boston). The Boston Globe recognized her as one of "The Who's Who of Top Women Lawyers" in 1995 and the Middlesex News named Lauren "Woman of the Year" in 1991. Cost to attend the luncheon is \$22 for members; \$25 for non-members and you can register at www.palmbeachbar.org. Thank you to our sponsors: Citibank and Gordon & Doner.

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President's Message



“Tradition and Education: 1916 Historical Courtroom”

By Meenu Sasser, President

As a young child growing up outside Washington, D.C., I was very fortunate to have the opportunity to visit historical sites and have a front row seat to our national government in action. As a result, I developed a keen interest in government and history. Unfortunately today, many of our citizens, including young school children, don't have the same knowledge of the workings of government or an interest in history. As part of the Bar's efforts along the theme of Tradition and Education this year, the Bar has launched a project for educational exhibits in the 1916 Historical Courtroom. The exhibits will include information relating to the State and Federal Constitutions, Bill of Rights and separation of powers, along with significant events in Palm Beach County's legal history. It is anticipated that countless visitors, including large numbers of school children, will visit the 1916 Historical Courtroom on an annual basis. As part of the Bar's efforts for the exhibits in the Courtroom, we have reached out to our members for assistance in fundraising. I have been overwhelmed by the response from our membership. To date, we have confirmed contributions from the following:

Supreme: \$25,000

- LaBovick & LaBovick
- Romano Law Group
- Gordon & Doner
- Lesser, Lesser, Landy & Smith
- Schuler, Halvorson & Weisser, P.A.

Appellate: \$10,000

- Richman, Greer

Circuit: \$5,000

- Young Lawyers Division of the Florida Bar
- Kogan & DiSlavo

County: \$750 - \$1000

- Salnick, Fuchs & Bertisch
- D. Culver Smith III
- Judge Roger Colton (retired)
- David Blutworth
- Gelfand & Arpe
- Daniel & Edward Downey
- Rafael Roca
- Nason Yeager Gerson White & Lioce P.A.
- Lewis Kapner, P.A.
- Beasley Hauser Kramer Leonard & Galardi
- Sasser, Cestero & Sasser
- Burman, Critton, Luttier & Coleman
- Palm Beach County Chapter Assn. of Legal Administrators
- Cole, Scott & Kissane

It is not too late to join the Bar in its efforts for the 1916 Historical Courtroom. As we all work together as a legal community, we can make every effort to ensure that all the citizens of Palm Beach County have this tremendous opportunity to learn about government and the legal system.

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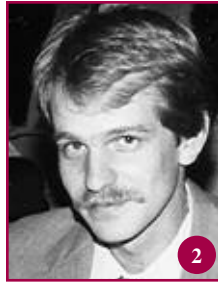
The Board of Directors recently held a retreat to plan for the upcoming year.

Who are they?

In continuing with a project started by the Historical Committee, we will continue to run old photos of some of our members. Can you guess who they are?

Do you have old pictures of yourself or your associate? If so, send them to Patience Burns at the Bar office for use in future issues.

Answers on page 11



In Memoriam
Paul C. Schmitt
1918-2007



Minutes of the 250th Meeting of the Young Lawyers Section November 5, 1971

Approximately 40 members and all the officers were present. Since it was the annual election meeting, no program was presented.

Ray Royce made his annual appearance in order to slander, vilify, disparage and ultimately nominate Sid Stubbs for President. In the absence of a better suggestion, Sid was elected.

At this point, an observation was made by Bob Shapiro that the elections "were where everyone moved up a notch". Our new President then moved that Bob Shapiro's \$5 dues be refunded and his name expunged from the Association's records. This motion died without a second when it was noted that the Association had neither \$5 nor records.

Sid Stubbs then nominated Ted Babbitt as Vice President. He was unanimously elected, but in an uncharacteristic display of modesty, resigned. Marty Perry was then appointed to serve out Mr. Babbitt's unexpired term.

Bill Eaton and John McCracken were elected Secretary and Treasurer, respectively.

Following the elections, our new President rose to say a few words about the accomplishments of the previous administration. Unable to think of any, he declared the meeting adjourned.

Respectfully submitted,
William E. Eaton, Jr., Secretary



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Look up... it could be John

by Lynne Poirier



It was at a recent Board of Directors retreat that I had the pleasure of getting to know John Howe and his wife Angie. Call it nosy, but I like talking to people and finding out what brought them to West Palm Beach, where they went to school, how many kids they have, what kind of law they practice, etc.

Many of you may already know that John is a native Floridian who was born and raised in West Palm Beach and went to King's Academy. He attended Loyola University for his undergraduate studies where he and Angie met. He earned his law degree from the University of Florida in 1998.

But, what you probably don't know about this soft spoken, incredibly nice, litigation lawyer is that he is also a pilot. John

enjoys flying with family, friends and even adventure-loving animals. He looks for any excuse he can find to fly and would fly every day if time permitted. John's furthest trip so far has been to Key West. However, his favorite flight was when he flew his parents for the first time (prior to arriving at the airport they had no idea he had a pilot's license). What is even more surprising is that his wife, even after a couple of scary plane rides, says that she still enjoys flying with him.

John tells me that he is always happy to have new passengers. So if you're game, give him a call.

More about John:

Age: 34

Favorite book: *Waits for the movie.*

Favorite food: *Dictated simply by degree of hunger/availability.*

Favorite music: *Jazz / Anything other than Country.*

What would you do if you won the lottery?

Pretend that I hadn't.

If you could have dinner with anyone, who would that be?

Any hungry child.

For what would you like to be remembered?

Being a good and caring friend.

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Members of the Board of Governors for The Florida Bar as well as the Young Lawyers Division sworn in at the Bar's annual meeting in June: Matt Ramenda (YLD), David Prather, Jay White (TFB president-elect), Scott Hawkins, Greg Coleman and Ron Ponzoli (YLD). Not pictured are Lisa Small (who just had given birth to a baby boy) and Elisha Roy (YLD). Congratulations to each of them!

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A Suggested Form For Offers Of Judgement

by Ted Babbitt

The offer of judgment rule, Fla. R. Civ. P. 1.442, and its companion statute, Fla. Stat. 768.79, has probably been the subject of more appellate opinions than any other area of the law. To say that the rule and statute are strictly construed is a gross understatement. There are legions of cases requiring absolute strict compliance with the terms of this rule and statute in order to effectively make an offer of judgment that results in an award of attorney's fees.

The latest such case is the Supreme Court opinion of Campbell v. Goldman, 32 Fla. L. Weekly S320 (Fla. June 14, 2007). In that case, the Supreme Court held that an offer of judgment that otherwise met the requirements of both the rule and statute was ineffective because the offer did not specifically cite the applicable statute. While both the rule and the statute clearly require that the offer of judgment name the statute, the requirement approaches a hyper technicality since there is only one statute that an offer of judgment could possibly be made under and that is Fla. Stat. 768.79. Nevertheless, despite the apparent clear requirements of both the rule and the statute and the appellate opinions requiring strict compliance with the wording of both the rule and the statute, parties still cannot seem to draft an offer of judgment that meets these requirements. In my opinion, the Rules of Civil Procedure Committee of the Florida Bar and the Supreme Court should adopt a form offer of judgment that meets all of the requirements of both the rule and the statute. Until that happens, I offer the following form as one, which I believe satisfactorily meets those requirements.

PLAINTIFF'S PROPOSAL FOR SETTLEMENT TO DEFENDANT

Plaintiff, _____, by and through undersigned counsel, state that at least 90 days have passed since the commencement of this action, and there are at least 45 days remaining before the date set for trial or the first day of the docket on which this case is set for trial, whichever is earlier.

THEREFORE, Plaintiff(s) hereby serves this proposal for settlement pursuant to Florida Rule of Civil Procedure 1.442 and F.S. 768.79. This proposal for settlement must be accepted in writing, within thirty (30) days or it shall be deemed rejected. The Proposal for Settlement is as follows:

1. **PARTY MAKING PROPOSAL:** (Plaintiff) .
2. **PARTY TO WHOM THE PROPOSAL IS BEING MADE:** (Defendant, Party)
3. **CLAIMS THE PROPOSAL ATTEMPTS TO RESOLVE:** All issues and claims for damages asserted against the (Defendant, Party).
4. **TOTAL AMOUNT OF PROPOSAL:** Plaintiff proposes to resolve all claims for damages against Defendant, Party, in exchange for payment by or on behalf of Defendant(s) the sum of _____ (\$_____).
- A. **NONMONETARY TERMS OF PROPOSAL, IF ANY:** None
- B. **AMOUNT PROPOSED TO SETTLE CLAIM FOR PUNITIVE DAMAGES, IF ANY:** None
- C. **ARE ATTORNEY FEES PART OF THE PLAINTIFF'S LEGAL CLAIM?** (check one) Yes _____ No _____
- D. **AMOUNT PROPOSED TO SETTLE CLAIM FOR ATTORNEY FEES, IF ANY:** _____. Amount is inclusive of fees and costs.

5. **SERVICE AND FILING:** This proposal shall be served on the party to whom it is made through counsel, but shall not be filed unless necessary to enforce the provisions of Rule 1.442.
6. **WITHDRAWAL:** This proposal may be withdrawn in writing provided the written withdrawal is delivered before a written acceptance is delivered. Once withdrawn, this Proposal is void.
7. **ACCEPTANCE AND REJECTION:** This Proposal shall be deemed by the Plaintiff(s) to be rejected unless accepted by delivery of a written notice of acceptance within thirty (30) days after service of the Proposal. The provisions of Florida Rule of Civil Procedure 1.090(e) do not apply to this Proposal. No oral communications shall constitute an acceptance, rejection or counteroffer of this Proposal.
8. **CONSEQUENCES OF REJECTION:** In the event this proposal is rejected, the Defendant(s) is/are subject to sanctions, including, but not limited to, those as outlined in Rules 1.442(g) and (h) of the Florida Rules of Civil Procedure, Fla. Stat. 768.79 and any other relief Plaintiff(s) is/are entitled to as a matter of law and which the Court deems just and proper.
9. **GOOD-FAITH:** This Proposal is being submitted with the knowledge, understanding, and consent of the Plaintiff, making this Proposal.

I HEREBY CERTIFY that a true and correct copy of the foregoing Proposal for Settlement was served to Defendant's attorney, _____, by certified mail, return receipt requested this ____ day of _____ 200__.

By _____

NOTE: BECAUSE A NUMBER OF PEOPLE HAVE REQUESTED COPIES OF PAST ARTICLES, A COMPILATION OF THESE ARTICLES IS NOW AVAILABLE TO MEMBERS OF THE PALM BEACH COUNTY BAR ASSOCIATION, FREE OF CHARGE, BY CALLING (561) 684-2500.

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Florida Legislature Increases Personal Property Exemption

By: *Marc P. Barmat*

On July 1, 2007, Florida Statutes section 222.25 was amended to increase a debtor's personal property exemption from \$1,000 to \$4,000. The increased exemption, however, only applies if the debtor does not claim or receive the benefits of a homestead exemption under the Florida Constitution. Further, this exemption does not apply to a debt owed for child support or spousal support.

Some have questioned whether the Florida legislature went far enough with the amendment. To illustrate, the old \$1,000 exemption from creditor claims was carried over from the Florida Constitution of 1868. However, according to the Office of Economic and Demographic Research, \$1,000 in 1868 is worth \$15,000 in today's dollars. Whether you think the legislature went far enough, will likely depend on who you are representing.

Regardless of whether you believe the legislature went far enough, the wording of the amended statute leaves open issues which will have to be resolved by the courts. For example, an argument can be made that for those who do not claim or receive a homestead, the new exemption *is in addition* to the \$1,000 exemption available to all residents. If that were the case then the total personal property exemption would increase to \$5,000 for an individual or \$10,000 for a couple. Another issue which will have to be resolved by the courts is whether an individual debtor, who owns his homestead jointly with his non

debtor spouse and qualifies for a tenancy by the entirety exemption, can use the increased personal property exemption in lieu of claiming the homestead exemption. Further, some Florida debtors, who do not claim a homestead exemption, may now attempt to use the increased exemption to protect the equity in a motor vehicle not otherwise protected by the \$1,000 exemption specific to motor vehicles.

Notwithstanding the issues raised above, which will ultimately be resolved by the courts, many Florida debtors will benefit from this amendment as they will now be able to keep more of their assets in a bankruptcy.

It is important to remember that following the October, 2005 enactment of BAPCPA, in order for a debtor to take advantage of Florida's exemptions in a bankruptcy, the debtor must have lived in Florida for at least 730 days. If the debtor has not lived in Florida for 730 days, another State's or even the Federal exemptions may apply. Florida is not the only state which has amended its exemption laws in response to the October, 2005 enactment of BAPCPA, so, if you are researching another State's exemption laws, be sure to check for the most recent version.

Marc P. Barmat, Furr and Cohen, P.A., One Boca Place, Suite 337 West, 2255 Glades Road, Boca Raton, FL 33431; mbarmat@furrcohen.com

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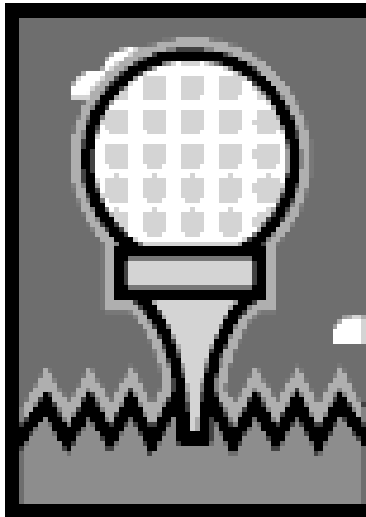
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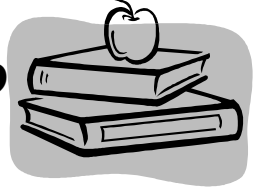
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Membership Happy Hour To Benefit National Adoption Day

A Membership Happy Hour will be held on Thursday, October 18 from 5:30 to 7:30 at E.R. Bradley's in West Palm Beach. The cost is \$20 for members; \$30 for non-members; and judges are complimentary. Proceeds from the evening will benefit National Adoption Day.

Please register on line at www.palmbeachbar.org. We look forward to seeing you there!



The Bar was recently honored by the Young Lawyers Division of The Florida Bar with its Annual Diversity Award. Michael Napoleone (second from right), past Diversity Committee Chair, accepts the award on behalf of the PBCBA.

Historical Committee

Who Are They?

From Page 4

1. Stuart Klein
2. Jim Farrell
3. Dian Fedak
4. Chris Searcy
5. Judge Paul Moyle

Thank you to 100% Club Members

The Palm Beach County Bar Association has created a "100 Club". The 100% Club is a special category of membership that demonstrates a commitment to the legal profession and our community from law firms, law departments and legal organizations with more than three attorneys who enroll 100% of their attorneys as members of the Palm Beach County Bar Association. The 100 Club listing will be published quarterly in the newsletter as well as posted on our website.

Show your firm's support in the Palm Beach County Bar by becoming a member of the 100% Club. It's easy! If you think your firm is eligible, fax a copy of your firm's letterhead and a contact name to (561) 687-9007, Attn: Nancy Reidler and we'll let you know!

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Pro Bono Corner

Pro Bono Attorneys Who Closed Cases in July 2007

Clients met and/or served by the attorneys listed below64
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Laurence Abramson	Juan Gainza
Miriam Acosta-Castriz	Mark Guralnick
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Patricia Allen	Patrick Malone
Thomas Andres	Robert Merkel
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Gail Beriro	Thomas Rielly
Flynn Bertisch	Kimbelry Rommel-Enright
Michelle Bertolini	Elisha Roy
Stuart Bloch	Sarah Saull
Sarah Blumberg	Randall Shochet
Kevin K. Boyles	Ann Marie Smith
Warren Brams	Kory Veletean
Robert Brody	Elissa Vessal
Lawrence Brownstein	Shelly Wald
Lawrence Buck	Michael Weeks
S. Brian Bull	Seth Weinstein
John Buso	Frank Williams
Tony Cao	P. Benjamin Zuckerman

Deena McNamara Recognized as Pro Bono Attorney of the Month

The Fifteenth Circuit Pro Bono Committee is pleased to announce this month's Pro Bono Attorney of the Month, **DEENA McNAMARA**. Deena, a partner in the law firm of McNamara and McNamara in North Palm Beach, focuses her practice in family law. At the request of Legal Aid, Deena represented an elderly couple who were in jeopardy of losing their home of over 30 years. When Deena took the case the house was already in foreclosure and scheduled for summary judgment. The original mortgage had been assigned numerous times to numerous banks. Deena argued that there might be problems with the multiple assignments and the judge denied the Motion for Summary Judgements. The clients ultimately had no defenses and a judgment of foreclosure was entered and a sale date set. However, Deena continued to assist the clients through negotiations with the mortgage company. In the end a forbearance agreement was entered into and the house was saved. Deena spent over 80 hours and two years helping these clients through court proceedings, negotiations and assistance with seeking refinancing. For her commitment to the poor and disadvantaged, Deena McNamara is recognized as Pro Bono Attorney of the Month.



SAVE THE DATE

Elder Law Affairs Seminar
Friday, December 7, 2007
Details will follow...

Circuit Court Report CIVIL DIVISIONS • June 2007

DIVISION	JURY TRIALS	NON-JURY TRIALS	MOTIONS	CASES PENDING
A	09/07	09/07	07/07	1420
B	12/07	09/07	08/07	1271
D	10/08	10/07	09/07	1664
E	12/07	10/07	10/07	1668
F	10/07	10/07	10/07	1366
G	03/08	03/08	08/07	1086
H	04/08	04/08	08/07	1451
I	11/07	11/07	08/07	1302
J	01/08	01/08	09/07	1458
N	12/07	12/07	08/07	1517
O	02/08	12/07	09/07	1566

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Pending cases as of 07/09/07.

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Professionalism

Lawyer Referral (It Is Not What You Think)

by Jack Cox, Professionalism
Committee Meeting

Lawyer Referral. Sometimes it means the opportunity to receive a big time case or client. But there is another kind of lawyer referral, and if you practice law in Palm Beach County, this is a referral you do not want to get. If you think ugly unprofessional practice is something new or that you are the only one who has ever been on the receiving end of it, consider this.

In June 1990, then Chief Circuit Judge Daniel T.K. Hurley (now, Federal District Judge Daniel T.K. Hurley) signed off on the PBCBA's *Standards of Professional Courtesy* ("Standards"). If this sounds familiar it's probably because you've seen the poster-sized framed versions that appear outside of each of the active courtrooms at the Palm Beach County Courthouse. The *Standards* are divided into five general categories (scheduling; discovery; conduct toward attorneys, the court, and participants; candor to the court/other counsel; and efficient administration) and set forth guidelines for professional behavior in each of these areas.

If you haven't read the Standards lately, you might consider doing so

because attorneys who fail to follow these suggested guidelines of conduct might find themselves on the receiving end of an unwanted type of "referral." Specifically, the Judges of the Fifteenth Judicial Circuit have adopted Administrative Order 2.039 to establish procedures by which attorneys and judges can refer attorneys who violate the Standards (as well as the Ideals and Standards of Professionalism published by the Board of Governors) first to the PBCBA's Professionalism Committee, and then to the Fifteenth Judicial Circuit's Professionalism Council for a "counseling" session regarding their unprofessional behavior.

The procedure works like this. If you have observed behavior that is inconsistent with the *Standards*, you may initiate a referral to the PBCBA Professionalism Committee. (Understand that a referral is not a substitute for a grievance to the Florida Bar for an ethical violation; in fact, neither the Professionalism Committee nor the Professionalism Council will review or make findings about violations of Florida Bar Rules.) If you are an attorney, you must make the referral in writing, describing the nature of the activity and the lawyer involved. Judges can initiate referrals orally or in writing. Referrals are submitted either to the President of the PBCBA or to the

Chairperson of the Professionalism Committee.

Once the referral is received, the Chairperson of the Professionalism Committee reviews the referral to determine if a *prima facie* violation of the *Standards* has occurred. Assuming that the Chairperson makes this determination (which happens about 99% of the time), the Chairperson thereafter notifies the lawyer whose conduct is described in the referral and requests a written response within 30 days. The Chairperson then selects at random 3 members of the Professionalism Committee to review the referral and response and to determine by consensus or majority vote whether or not a violation has occurred. That determination is made within 7 days. (In the scheme of things, the system works rather quickly.) The subcommittee then renders a report either finding that a violation has occurred or that a violation has not occurred.

If a violation has occurred, the offending lawyer is notified of the finding and advised that the matter will be turned over to the "Professionalism Council." This is a *different* group than the Professionalism Committee, and it is not a group of people you would ever want assembled for the purpose of discussing your unprofessional behavior. The Professionalism Council is

Continued to page 20

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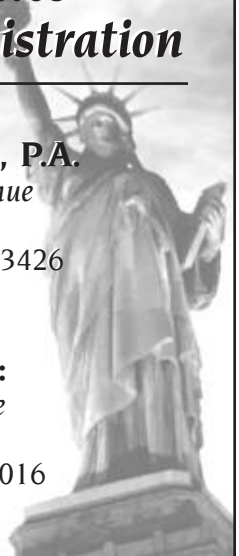
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The mission of the Palm Beach County Bar Association is to serve its members, foster professionalism and enhance the public's understanding and awareness of the legal system.

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The Palm Beach County Bar Association Bulletin welcomes your comments on topics relating to the law, the legal profession, the Palm Beach County Bar Association or the Bar Bulletin. Letters must be signed, but names will be withheld upon request. The editor reserves right to condense.



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TED BEACHAM

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Dear Mr Gilbert,

After reading your article on professionalism in the Palm Beach County Bar Journal, I felt unsettled and unhappy! After practicing for 46 years in the local Bar, I have only respect and kinship for my fellow members in the local Bar. We all have our individual way in dealing with others. The practice of law is often adversarial, but that need not carry on to our relationships with our bretheren. Your criticism is drawn from your experience - not mine! There is no finer collection of lawyers in this country as you will find in the Palm Beach County Bar - believe me!!

Horace E. (Ted) Beacham, Jr.

Welcome New Members!

The following represents each new member's name, hometown, law school, and date of admission to the Florida Bar and law firm association.

HELEN S. BENNETT- St. Thomas University School of Law, 2005; Sole Practitioner in Boca Raton

DEAN S. BRESS- Brooklyn, NY; Columbia Law School, 1966; Sole Practitioner in White Plains, New York

KELLY DAVIS- Iowa City, IA; Thomas M. Cooley Law School, 1985; Affiliate Member in West Palm Beach

PATRICK G. DEMPSEY- Miami; University of Virginia, 2006; Associate in Greenberg Traurig P.A. in West Palm Beach

BRIAN R. DENNEY- West Palm Beach; Stetson University, 2000; Associate in Searcy Denney Scarola Barnhart & Shipley, P.A. in West Palm Beach

LUCIANA DIAS- Vitoria, Brazil; University of Florida, 1992; Associate with Florida Rural Legal Services in West Palm Beach

DR. JOHN R. FERNANDEZ- Little Rock, AR; Florida State University, 2002; Sole Practitioner in Stuart

KATHERINE FLORES- Manhattan, NY; University of Florida, 2001; Associate with PSB1031 Corporation in Boca Raton

JONATHAN A. GALLER- Brooklyn, NY; University of Pennsylvania, 2003; Associate in Proskauer Rose LLP in Boca Raton

HOWARD S. GROSSMAN- Brooklyn, NY; University of Miami, 1984; Partner in Howard S. Grossman, P.A. in Boca Raton

CLAY S. HARROW- New York; Brooklyn Law School, 1986; Sole Practitioner in Palm Beach Gardens

DUANE H. KAIZER- Trinidad, West Indies; University of Florida, 2005; Associate in Walton Lantaff Schroeder & Carson in West Palm Beach

KELLY L. KESNER- Georgia State University, 2003; Sole Practitioner in Boynton Beach

KARMEN KIVIROGLU- Istanbul, Turkey; Nova Southeastern University, 2004; Partner in Lemoine & Kiviroglu P.L. in West Palm Beach

SETH A. KOLTON- Livingston, NJ; University of Florida, 2005; Associated with Palm Beach County State Attorney's Office in West Palm Beach

ALLISON B. LANE- Silver Spring, MD; University of Florida, 2005; Associate in Freeman & Supran, P.A. in West Palm Beach

KAREN D. LEWIS- New York; Florida International University, 2006; Sole practitioner in West Palm Beach

DANIEL P. MADDEN- Tampa; University of Florida, 2003; Associate in Williams, Leininger & Cosby, P.A. in West Palm Beach

MELISSA L. MONTLE- Peoria, IL; Tulane University, 2003; Associate in The Law Firm of Charles D. Jamieson in West Palm Beach





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CHAD M. MUNY- New York; University of Florida, 2004; Associate in Moyle, Flanigan, Katz, Breton, White & Krasker, P.A. in West Palm Beach

CRISTINA PAPANIKOS- Syosset, NY; University of Florida, 2003; Associate in Walton Lantaff Schroeder & Carson in West Palm Beach

EDWARD V. RICCI- Palm Beach Gardens; Georgetown University Law Center, 2006; Associate in Ricci~Leopold, P.A. in Palm Beach Gardens

JOSE L. RODRIGUEZ- Miami; Nova Southeastern University, 1998; Associate with Palm Beach County School Board in West Palm Beach

SHANNON L. ROUNTREE- FL; University of Florida, 2004; Associated with Palm Beach County State Attorney's Office in West Palm Beach

LUKE G. SHERLOCK- Staten Island, NY; Florida State University, 2002; Sole Practitioner in Boca Raton

ALKA R. SHARMA- Louisville, KY; University of Miami, 2004; Palm Beach County Public Defenders Office in West Palm Beach

ALEXA R. SHERR- Plantation, FL; University of Florida, 2002 Associate with Greenberg Traurig P.A. in West Palm Beach

GLENN E. SIEGEL- New York; Nova Southeastern University, 1996; Associate in Lesser Lesser Landy & Smith, P.A. in Palm Beach

ELAINE M. SIMON- Manhasset, NY; Syracuse University, 1999; Associate in The Law Firm of Charles D. Jamieson in West Palm Beach

TEREINA R. STIDD- Bradford, PA; Ohio Northern University & University of Miami, 2003; Associate in Edwards Angell Palmer & Dodge, LLP in West Palm Beach

JOHN C. SUCHER- Hollywood, FL; University of Miami, 2003; Sole Practitioner in Jupiter

ELIZABETH A. TENER- Columbus, OH; University of Miami, 2003; Associate in The Law Firm of Charles D. Jamieson, P.A. in West Palm Beach



SAMUEL R. TROY- Boston, MA; University of Miami, 2003; Associate in Rutherford Mulhall, P.A. in Boca Raton

W. SCOTT TURNBULL- Michigan; University of Detroit, 1998; Partner in Miller, Caufield, Paddock & Stone, PLC in Jupiter

STEVEN VEINGER- Whittier College, 1996; Sole Practitioner in Boca Raton

MARK E. WALTERS- Mt. Lebanon, PA; Nova Southeastern University, 2003; Associate with US Bank N.A. in West Palm Beach

BERANTON J. WHISENANT- University of Florida, 2004; Associate in Powers, McNalis, Torres, & Teebagy in West Palm Beach



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Referral Source Interview

Think about this: many of your referral sources are sending business to other attorneys in addition to what they send you. They may like you, but for whatever reason, they are spreading the work out to two or three other attorneys, so you only receive 25% or 30% of their work. In some cases, this is an appropriate allotment due to your limited areas of specialization – but in some cases the work is spread out due to other factors.

Unfortunately, they may never tell you about these other factors that influence to whom they'll send work. Perhaps your turn-around time is too slow. Or maybe you don't keep them informed well enough. It could be you haven't treated their referrals the way they think you should and they've gotten negative feedback about your office. Or maybe you take your referral sources for granted and haven't thanked them lately for the clients they send.

A great many attorneys make this same mistake: they ignore the substantial revenue that their referral sources provide and are caught off guard when one defects. Have you ever had a referral source just drop off the radar screen? Someone who used to send a lot of business, then stopped for some reason? They haven't moved, died or changed their business model and you don't know why the referrals just stopped.

Find out.

And don't wait until something negative happens. Here's more bad news: If you don't take very good care of your referral sources, someone else will. Competition for referral sources is on the increase. If you haven't thought about your referral sources as the valuable asset that they are, calculate their worth to you, not just over the course of one year, but over the lifetime of your practice. One good referral source can send many thousands of dollars worth of business, sometimes hundreds of thousands of dollars. If you want them to feel as important as they are, ask their opinions on your practice and how it serves the people they send.

Interestingly enough, an opinion-gathering conversation like this is useful for far more than just gathering information. It builds rapport and intimacy. Why? Because, as with all of our strategic interviews, the individuals you ask questions of will come away complimented that you asked their opinions. From their perspective, it means you care about them, and value what they think. It signals that you are paying attention to their needs and those of their clients. It indicates you are not just taking their referrals for granted but recognize their importance to your success.

To try this for yourself, go out and interview three to five people who have referred you business in the past. Start out with the ones you are most comfortable with, just to get your feet wet. Then specifically target those you'd like to receive more business from in the future. Lead off the conversation with your version of the following statement:

"I admire and respect the way you do business (or, I'm always trying to improve the level of service to our clients) and I'd like to ask your opinion on something. Is there anything I can do to improve how I handle the clients you send me?"

The referral source may initially refuse to say anything negative in response to this question. Press them gently by asking first a more positive question, then moving to more pointed questions:

"OK. What do you think we do well?" Wait for the response, then, "Could we improve on any of those aspects of the practice?"

Then move to, "Is there anything you suggest I stop doing, or change completely, about how we deal with clients?"

Alternately, "What are three things you'd suggest I could do better?"

It is of paramount importance that you not go into a defensive posture if any negative comments are made. This will shut down the flow of information and indicate that you really weren't open to constructive suggestions. View any nuggets of information gleaned from the conversation, whether they be positive or negative, as very valuable and thank the person for their opinions. Don't provide excuses, don't accuse the referral source of having impossible standards, just thank them and say that you'll use everything they mention to enhance the level of service you provide to clients. Nine times out of ten the referral source won't have anything substantially negative to say, but will just be complimented that you've asked them. This conversation opens the door to more referrals from that referral source who could be spreading the work around to other attorneys. Why? Because you cared enough about their clients to ask these kinds of questions. And we guarantee you – most of the other attorneys they may be sending work to, do not.

The power of this strategic conversation lies in the unique advantage it creates – it sets you apart from your competition and increases the likelihood that when that referral source has a client to send, they think of you. We call it "Top Of Mind Awareness," and you can't succeed without it. Test this theory for yourself and schedule an interview as a client development experiment – what do you have to lose?

Mark Powers, President of Atticus, Inc., co-authored "The Making of a Rainmaker: An Ethical Approach to Marketing for Solo and Small Firm Practitioners," is a featured marketing writer for Lawyers, USA and a number of other publications. To learn more about the work that Atticus does with attorneys or the Atticus Rainmakers™ program, please visit www.atticusonline.com or call 352-383-0490 or 888-644-0022.

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Continued from page 1

focusing on the level of practice and professionalism before the Court, rather than having the sessions serve as a forum for airing complaints about the practices of judges and lawyers.

Interestingly, most of the suggestions for change came from the civil section's judges and lawyers. Feedback from the criminal, probate, family, appellate, and juvenile sections was generally positive. The reason for this variation, we inferred, was that these practice areas were narrower in scope and had more favorable lawyer-to-judge ratios at the conference sessions.

Our review of comments from the civil-practice sessions revealed that one of the key issues was the grouping of civil practitioners with vastly different practices under a common umbrella. This grouping often led to lengthy discussions on practice topics that were of interest to only a limited segment of the audience. For example, when the topic of a particular judge's practice for CME examinations was discussed, many of the commercial lawyers in the session would lose interest. Likewise, when discussing a particular judge's practice for conducting a hearing on whether to enforce a non-compete agreement, many of the personal injury lawyers would lose interest.

These issues with the civil-practice sessions, coupled with a request from the local federal judges to participate in the conference, led the Bench-Bar Committee to implement some exciting changes for this year's conference.

The first major change is that we will be conducting separate sessions for those who practice personal injury and those who practice commercial litigation. These sessions will have, in addition to the panel of judges, an attorney panel consisting of distinguished practitioners who are recognized in that area. These sessions will occur immediately after lunch.

The second major change is that after the personal injury and commercial litigation sessions end, the attendees from both sessions will merge together and attend sessions focused on trial advocacy. These trial-advocacy sessions will focus on topics central to trial practice generally, including jury selection, opening statements, witness examination, evidentiary objections, preserving error, and closing arguments. The added feature

for these sessions is that the Fourth DCA judges will join the trial judges as panelists, adding a unique dynamic to these sessions. These sessions will occur in the mid-afternoon.

The third major change is that we will have separate federal-practice sessions with local U.S. District Court and Magistrate Judges. These sessions will be optional for the lawyers attending the conference and will take place in the mid-morning so they do not conflict with the afternoon sessions.

The fourth major change is that we will be hosting a special session called "Making a Good Name for Yourself as a Lawyer," which will focus on good practice habits, professionalism and civility, and will be co-sponsored by the Young Lawyers Section. This session will be moderated by Judge Peter Blanc. This session also will be optional and will occur in the mid-morning.

The fifth major change is that the agendas for each Bench-Bar session will be posted for review before the conference at

www.palmbeachbar.org/bench-bar.

We also look forward to presenting our key note speaker for the conference lunch hour: U.S. Attorney R. Alexander Acosta.

In sum, we are optimistic that the above changes will give the 2007 Bench-Bar Conference a "new and improved" look and feel, and will serve as a solid foundation for continued improvement in the years to come.

Adam Rabin is the Chair for the 2007 Bench-Bar Conference and is a member of the PBCBA Board of Directors. He practices in the areas complex commercial litigation, securities arbitration, and class actions.



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Lawyer Referral

Continued from page 13

comprised of 4 members of the PBCBA or retired Judges chosen by the Chief Judge, together with the President of the PBCBA and a current member of the Florida Bar Board of Governors from the Fifteenth Judicial Circuit. The Chief Judge is not a member, but may preside over Council proceedings.

The offending lawyer is next sent a personal invitation to appear, usually at the Chief Judge's office, to meet with the entire Professionalism Council. The Administrative Order makes clear that this is not a disciplinary proceeding, but that the purpose of the meeting is to "counsel" the offending lawyer to avoid future conduct inconsistent with the *Standards*. In short, these are usually not warm and fuzzy meetings.

Under the Administrative Order, the offending lawyer is merely "invited" to attend the meeting and cannot be compelled to do so. However, those who have been through the process will strongly recommend attendance. After the "counseling session," the Professionalism Council prepares a letter summarizing the events giving rise to the referral, but deleting the name of the offending lawyer. This letter is then sent to the PBCBA for publication in the PBCBA Bulletin.

Note that the referral process - and the *Standards* in general - apply not only to members of the PBCBA, but to *every* lawyer who practices before the Fifteenth Judicial Circuit. (This is a fact that seems to mystify lawyers from Broward and Dade Counties when they receive notices of a referral.)

So, if you've ever felt that you simply could not suffer another day of unprofessional antics from an opposing lawyer and that you had no remedy, be assured that the members of the PBCBA Professionalism Committee and the members of Professionalism Council take these referrals very seriously. They give fair and equal consideration to the person who files the referral *and* to the person accused in the referral. If you believe you've witnessed a violation of the *Standards* and you want more information about filing of a referral, please contact any member of the PBCBA Professionalism Committee to discuss the procedure. A list of the members and their contact information can be obtained from the PBCBA office.



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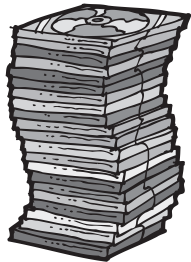
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TO PLACE AN AD: 1) Please fax all ads to 561/687-9007 by the 1st of the month for the following month's publication. 2) Upon receipt you will be notified of cost. 3) Send payment by the 1st of the month. 4) Cost: 50 words or less \$50, 50-75 words \$65, up to 75 words \$75. 5) Members receive 3 months free advertising/year (excluding professional announcements). Ads will only be re-run by re-faxing ad to 561/687-9007. Web-site advertising is also available for a cost of \$40 for a two week run. Payment must be received prior to publication and renewable only upon receipt of next payment.

The Palm Beach County Bar Association, its officers, directors, and staff do not endorse any product or service advertised.

POSITIONS AVAILABLE:

LEGAL ASSISTANT AVAILABLE for temporary or part time work; experienced in family law, personal injury, medical malpractice and commercial/civil litigation; 30 years experience in Palm Beach County. Maureen Conte 832-1237.

LEGAL ASSISTANT (to a pre-suit Case Manager) wanted for well-known West Palm Beach personal injury, medical malpractice, and nursing home neglect Plaintiff's law firm. All work will be pre-litigation. Personal injury firm experience required. Paid vacation, legal holidays and health insurance. Full time 40 hours. Email resume to mdiamond@800goldlaw.com

BOCA RATON: Real Estate Development & Community Associations Law. Minimum three years experience required. Portable business a plus. Fax resume to (561) 999-9958.

ASSOCIATE ATTORNEY: West Palm Beach law firm seeks associate with 1-3 years experience in areas of commercial litigation, collection, foreclosure, and bankruptcy. Must be admitted and licensed in Florida, computer literate and have strong research and writing skills. E-mail resume to: Martha@kelleylawoffice.com

LEGAL SECRETARY- FT for AV rated law firm in WPB. Must be organized, detail oriented, and proficient in Word & WP. Salary commensurate with experience, benefits & pleasant work environment. Fax resume: 684-3773.

SMALL DOWNTOWN LAKE WORTH firm seeking litigation attorney w/ 2-5 yrs. experience. Real Estate law a plus. F/T or P/T. Salary commensurate w/experience. Please send resume via email to: sabollawoffice@yahoo.com and fax to (561) 582-2456.

ATTORNEY- AV-Rated Plaintiffs Law firm seeks 3-5 yr. Associate for WPB area. Exp. in Employment Law/Wage & Hour preferred. Send resume & salary request in confidence to: palmbeachlawfirm@yahoo.com.

LITIGATION PARALEGAL PART-TIME (20-25 hours per week) with minimum 5 years of personal injury experience wanted to draft complaints, do discovery responses and help with trial preparation in well-known West Palm Beach law firm. Congenial office. Must work in our office; not at home. Email resume to mdiamond@800goldlaw.com.

PROFESSIONAL ANNOUNCEMENTS:

The following announce their availability for referral, assistance and consultation.

SCOTT SUSKAUER: Board Certified Criminal Trial Lawyer. All criminal matters in State and Federal Court including felonies, misdemeanors, DUI and traffic matters, 1601 Forum Place, Ste. 1200, WPB, FL 33401; 561-687-7866 www.suskauerlaw.com.

GREGORY TENDRICH, Esq: Former Series 7 licensed VP & Asst. General Counsel to local & national (First Union & Wachovia) NYSE/NASD brokerage firms, and current NASD Arbitrator and Florida Supreme Court Certified County Court Mediator, is available to mediate investment-related matters, including prudent-investor and commercial disputes. Mr. Tendrich also accepts referrals and is available to co-counsel or consult in investment-related matters, SEC, NASD, NYSE and other regulatory enforcement matters. Please call 561-417-8777 or visit our website www.yourstocklawyer.com.

MARK R. HANSON: All admiralty and maritime matters, including personal injury actions, boating accidents, cruise line injuries and insurance claims. 240 Tenth Street, West Palm Beach, FL 33401, (561) 833-7828
Mhanson@PalmBeachInjuryLawyer.com.

W. GREY TESH: aaacriminaldefense.com, Criminal Defense Attorney. Over 50 jury trials. Former assistant public defender experience in felony, misdemeanors, juvenile, and appeals. Federal and State cases. Past Director, Palm Beach Association Criminal Defense Lawyers, 1610 Southern Blvd. WPB, FL 33406.
greytesh@aaacriminaldefense.com
(561) 686-6886.

CHRISTOPHER HOPKINS: Appellate counsel for appeals in state and federal courts. Mr. Hopkins focuses on state appeals, particularly personal injury and malpractice. Cole, Scott & Kissane, P.A., 1645 Palm Beach Lakes Blvd., 2nd Floor, WPB, FL 33401; Email: Hopkins@csklegal.com.

RICHARD D. NADEL: Bankruptcy. Twenty years experience in the Southern and Middle District. Florida Bar designated 1996. Address: 3300 P.G.A. Blvd., Suite 810, Palm Beach Gardens, FL 33410. Telephone: (561) 622-9353
Email: nadelgrp@bellsouth.net.

MICHAEL J. MCHALE: Board Certified Admiralty and Maritime Lawyer. All maritime and admiralty matters in State and Federal Court including personal injury, seizures of vessels, limitation of liability, purchase and sale of boats, cruise ships injuries, longshore claims and BUIs. (561) 835-3660 admar1@earthlink.net and www.admiraltyatty.com.

OFFICE SPACE:

JUPITER: One or two law offices with secretarial station available in River Place at 1001 W. Indiantown Road, Suite 101. Call Mike Knecht at 818-7669.

JUPITER OFFICE: For sale or lease at Jupiter Gardens (South Central Blvd.). Room for 2 attorneys and 2 secretaries. Fully furnished. Phone system, reception area, kitchenette, conference room, and alarm system. Very close to I-95 and the Turnpike. Call Cam Baker at (561) 743-8131.

Bulletin Board

PALM BEACH GARDENS- Law office space including 1 private windowed office with or without 1 or 2 secretarial stations. Also includes use of 2 conference rooms, telephone system, DSL service, copier/scanner and kitchen facilities. Close to I-95 & Turnpike- Call 561-775-8019.

UPSCALE CORPORATE OFFICE SPACE available for immediate lease. Brand new Class "A" building centrally located in beautiful St. Lucie West. 1,000 sq. ft. Now available. Convenient to I-95 & Florida Turnpike. For details contact Lori DeMayo at (561) 478-2500 or email ldemayo@rosenthallevy.com.

BOCA RATON: Windowed office with secretarial bay in law office suite. Full time receptionist, telephone system and conference room included. Located just west of Powerline Road on Palmetto Park Road. Referrals possible. Contact Stephen (561) 394-0096.

WPB- Upscale legal offices to sublet (1-2 offices, 1w/water view). Trump Plaza / with all amenities – receptionist, parking, kitchen, conference rooms; secretarial station, fax, copier available. (561) 659-4020.

DELRAY / BOYNTON: Share space in recently renovated offices. Includes space for 1 assistant. Amenities include reception area, conference room, file room and kitchen. \$925 month. Call Eric Luckman's office at (561) 737-3133 for more information.

LUXURY OFFICE SPACE for rent in East Boca law office. Window office and secretarial station available. Full service. Please contact (561) 447-0017.

HEARSAY



Nellie L. King, owner of The Law Offices of Nellie L. King, P.A., has been elected Secretary of The Florida Association of Criminal Defense Lawyers.

Michael A. Lampert, of the law firm Law Offices of Michael A. Lampert, P.A., has been selected by Florida Super Lawyers as a 2007 Florida Super Lawyer in Tax Law.

Jones, Foster, Johnston & Stubbs, P.A. announces that **Larry Alexander, David Bowers, Margaret Cooper, Scott Hawkins, Harry Johnston, Peter Sachs, Sidney Stubbs, Allen Tomlinson, John Trimper, H. Adams Weaver, and Robert Wilkins** have been named Florida Super Lawyers 2007.

Searcy Denney Scarola Barnhart & Shipley, P.A. announced that associate **Rosalyn Sia Baker-Barnes** has been elected to serve as Chair-Elect of the Florida Justice Association's Young Lawyers Section. The firm also announces that **Sean C. Domnick** has been elected to serve a two-year term on the Board of Governors of the American Association for Justice.



Rosenthal & Levy, P.A. law partners, **Gerald A. Rosenthal** and

Jonathan T. Levy, were recently named 2007 Florida Super Lawyers.

Bettye J. King, Board Certified Civil Trial Lawyer, is pleased to announce the relocation of her law practice to 721 US Highway 1, Suite 123, North Palm Beach, 33408. Phone (561) 844-5464, Fax (561) 842-6760. The practice will continue to be limited to Personal Injury and Wrongful Death.

Christine D. Hanley & Associates, P.A. was recognized as one of the top 250 law firms in South Florida by the South Florida Business Journal. **Christine D. Hanley** was recognized as a 2007 Florida Super Lawyer, and **Bari L. Goldstein**, an associate in the firm, earned her certification as a Senior Professional in Human Resources.



Eric Romano was re-elected to a two-year term on the

Board of Directors of the Florida Justice Association. **Maureen Martinez-Schwab** was also re-elected to a two-year term on the Board of Directors Young Lawyers Section of the Florida Justice Association.

Jones, Foster, Johnston & Stubbs, P.A. announces that **Matthew T. Ramenda** has been installed on the Board of Governors of the Young Lawyers Division of The Florida Bar.

Searcy Denney Scarola Barnhart & Shipley, P.A. announces that senior partner, **Jack Scarola**, has been included in the list of the Top 500 Leading Litigators in America.

Joshua Escoto of Broad and Cassel has become a board certified real estate lawyer.

MISCELLANEOUS

JOIN THE PALM BEACH COUNTY CHAPTER ALA (Association of Legal Administrators) and South Florida Chapter LMA (Legal Marketing Association) for a Media Panel – *Making Headlines... Tips on Getting Your Stories in the News...* The event will feature a panel of leading South Florida Media, major dailies and business journals (Palm Beach Post, Sun Sentinel, South Florida Business Journal, and Daily Business Review). Moderator for Event: Don Silver, COO, Boardroom Communications, Inc. Don't miss this great event!



Do You Need a Mentor?

The Palm Beach County Bar

Association's Mentor Program is designed to provide members with a quick and simple way to obtain advice, ideas, suggestions, or general information from an attorney that is more experienced in a particular area of law. The mentors provide a ten-to-fifteen-minute telephone consultation with a fellow attorney, at no fee. Any member of the Palm Beach County Bar, whether newly admitted or an experienced practitioner, can use the program. Call the Bar office at 687-2800, if you need a Mentor.

CALENDAR

September 2007

Monday, September 3
Court Holiday - Labor Day
 Bar Office Closed

Wednesday, September 5,
 12 Noon
NCS Board Meeting
 Office of Michael Slavin

Thursday, September 6,
 5:30 - 7:30 p.m.
North County Section Reception
 Abacoa Golf Club, Jupiter

Thursday, September 6,
 6:30 pm
Small Claims/ Mediation Clinic
 Wellington Branch Library

Tuesday, September 11,
 12 Noon
YLS Board of Directors' Meeting
 Bar Association Office

Thursday, September 13
Court Holiday - Rosh Hashanah
 Bar Office Closed

Friday, September 14,
 8:30 am
ADR Committee Meeting
 Bar Association Office

Wednesday, September 19,
 12 Noon
PBCBA/FAWL Luncheon
 Marriott West Palm Beach
 Speaker: Author Lauren Stiller Rikleen

Wednesday, September 19,
 5:30 pm
YLS joint Happy Hour with Criminal Defense Lawyers
 Yard House
 Palm Beach Gardens

Friday, September 21,
 12 noon
Cunningham Bar Association Meeting
 Contact Tequisha Myles at 820-8902

Tuesday, September 25,
 5:30 pm
Legal Aid Board Meeting
 Bar Association Office

Wednesday, September 26,
 12 Noon
Solo Luncheon
 Bar Association Office

Wednesday, September 26,
 5:00 pm
PBCBA Board of Directors' Meeting
 Bar Association Office

Thursday, September 27,
 5:30 pm
PB County Justice Association Meeting
 Contact Kathy Baloga at 471-2807

Thursday, September 27,
 6:00 pm
Great Grown Up Spelling Bee
 Harriet @ City Place



PALM BEACH COUNTY BAR ASSOCIATION

BULLETIN

1601 Belvedere Road, Suite 302 East, West Palm Beach, FL 33406

PRESORT STD
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 ** FLORIDA BAR PRESIDENT
 *** DECEASED, FLORIDA BAR PRESIDENT, SUPREME COURT JUSTICE
 **** DECEASED, FLORIDA BAR PRESIDENT
 ***** DECEASED, FLORIDA BAR PRESIDENT, FEDERAL COURT JUDGE

SPEED NETWORKING!

You've heard of speed dating,
but what about *speed networking*?

The Solo Practitioners & Small Firm Committee
invites solo and small firm attorneys to its first
of seven networking & learning luncheons.



Wednesday, September 26

11:45 a.m. to 1:00 p.m.

Palm Beach County Bar Association Office

The cost to attend is \$10.00 for
PBCBA members; and \$20.00 for non-members.
Please RSVP on line @ www.palmbeachbar.org

Solo Practitioners & Small Firm Committee Presents: NETWORKING & LEARNING LUNCHEON SERIES

“Practice of Law Meets the Business of Law”

For attorneys in firms with five or fewer lawyers
(No more than 3 of whom work in the same practice area)

Every 6th Wednesday beginning September 26.

Register for the series by 9/24 and pay
just \$50.00 for all seven lunches!





“What Every Young Lawyer Should Know For Professional & Personal Development”

Presented by the Young Lawyers Section

Friday, October 26, 2007 12:00 to 5:00

**CLER credits including ethics hours, plus lunch & cocktails for just \$80.00!
Another Great Reason to be a YLS Member! Register Today**

Noon to 12:30 LUNCH:

MARKETING:

Individual & firm marketing, community service, advertising, tracking, retaining & communicating with past clients & contacts, plus ethical considerations of attorney marketing

PERSONAL DEVELOPMENT PLANNING:

401K/IRAs, goals, what amount do you need to retire? What amount do you need to save? Portfolios & Tax Benefits, plus SEP Retirement accounts

AUTOMOBILE INSURANCE:

Current state of law for Florida No-Fault/Automobile Liability. What type of insurance do you need? Understanding PIP, BI and UM coverage. Do you need an umbrella policy? Does full coverage really give you full coverage?

DISABILITY INSURANCE:

What is it? What does it cover? Eligibility? How much do I need? Descriptions of “own occupation.”
Limitation on mental/nervous claims

LIFE INSURANCE:

Whole life vs. Term / Tax benefits / Rule of thumb for amount / Do I need it? Beneficiaries and contingent beneficiaries
Probate asset

ESTATE PLANNING:

Benefits & Types of Wills/Trusts. Avoiding Probate. Ownership of Real Estate. Life Insurance as Estate Planning vehicle
Health Care Directives. Powers of Attorney

Now that you are a specialist, here's ...

WHAT EVERY LAWYER SHOULD KNOW ABOUT PRACTICAL BASICS OF OTHER PRACTICE AREAS:

Criminal, Immigration, Real Estate, Bankruptcy, Civil Rights, PI, Commercial, Family and Ethical considerations of referral agreements

COCKTAILS: TGIF!

**This course is expected to receive 5 CLER credits including 2.0 hours of ethics from TFB.
YLS members register by October 19 and pay just \$80.00, a savings of \$40!
(Non-member cost is \$120.00) - RSVP @ www.palmbeachbar.org**

Name: _____ Telephone #: _____

Address: _____ Email Address: _____

Credit Card #: _____ Visa: _____ AMEX: _____ Mastercard: _____

Name on the Card: _____ Exp: _____

Amount to Charge: \$ _____ Signature: _____

_____ I will not be able to attend the seminar but would like to order the CD (allow 2 weeks for delivery) (10/26/07 YLS) Cost is \$120.00.

The Palm Beach County Bar Association (PBCBA) offers CLE hours from the sale of audiotapes recorded at previously held live seminars of the Association. Members and non-members alike can benefit from this simple way of acquiring CLE and Ethics hours. **To order**, place an "x" next to the tapes you would like to order, complete this form and return to the Palm Beach County Bar Association, 1601 Belvedere Road, Suite 302E, West Palm Beach, FL 33406 or **fax to 561/687-9007**. **This is a partial list. See our complete list of tapes at www.palmbeachbar.org/continuing.php**

✓	Sponsor	Course Title	Credit General	Ethics Hours	PBCBA Member	Non Member	Expires
	DCBA	Hear From The Experts	3.0	1.0	\$70	\$110	09/20/07
	PBCBA	(Quality of Life Comm.) Stress Management (CD)	3.0	2.0	\$80	\$120	10/07/07
	DCBA	3DCA New Developments+++	2.0	.50	\$45	\$85	10/07/07
	PBCBA	15 th Annual Professional Seminar (CD)	2.5	1.5	\$65	\$105	10/28/07
	OCBA	Estate Guardianship+++ (CD)	5.5	1.0	\$120	\$160	11/10/07
	PBCBA	Ins. Coverage of Constr. Disputes+++ (CD)	4.5	1.0	\$100	\$140	11/12/07
	OCBA	Advancing The Best Interests of the Children+++ (CD)	4.0	2.5	\$105	\$145	11/16/07
	PBCBA	17 th Annual Community Assn. Law +++ (CD)	3.5	3.0	\$100	\$140	12/09/07
	PBCBA	Spring 2006 R/E Seminar+++ (CD)	4.0	2.0	\$100	\$140	12/16/07
	PBCBA	The Art of Jury Selection+++ (CD)	7.0		\$140	\$180	1/14/08
	DCBA	Ethics & Professionalism	1.0	1.0	\$30	\$70	4/12/08
	DCBA	Ethical Issues in WC +++	2.0	1.0	\$50	\$90	4/24/08
	DCBA	Unrepresented Parties	1.0	1.0	\$30	\$70	6/14/08
	PBCBA	Winter 2007 Real Estate +++ (CD)	3.5	3.5	\$105	\$145	7/19/08
	PBCBA	Discovery in Construction+++ (CD)	4.5	1.0	\$100	\$140	8/02/08
	PBCBA	ADR in 2007	8.0	2.5	\$185	\$225	8/12/08
	PBCBA	Ethics in Family Law Litigation +++ (CD)	1.5	1.5	\$45	\$85	8/20/08
	PBCBA	Revealing Hidden Secrets +++ (CD) (Bankruptcy)	6.5	4.0	\$170	\$210	8/23/08
	PBCBA	Legal Malpractice, Ethics and Risk Mgmt. Update (CD)	4.5	2.0	\$110	\$150	8/28/08
	DCBA	Legal Malpractice Ethics & Risk Mgmt.		4.0	\$40	\$80	9/01/08
	PBCBA	Changes in FL Relocation (CD) (Family Law)	4.5	1.0	\$100	\$140	9/02/08
	DCBA	21 st View from Bench +++ Marital Law Cert.	2.5	1.0	\$60	\$100	9/16/08
	PBCBA	Ethics & Florida Bar Grievance (CD) (No manual) (NCS)	2.0	2.0	\$60	\$100	10/20/08
	PBCBA	Ethics in Civil Law Lit +++ (CD) (Prof Committee)	1.5	1.5	\$45	\$85	10/23/08
	PBCBA	24 th Estate & Probate+++ (CD) (Elder / Wills, Trusts & Estates / Tax Cert.)	7.5	1.0	\$160	\$200	11/09/08
	PBCBA	Ethics in Probate Law Litigation+++ (CD) (Wills, Trusts & Estates)	1.5	1.5	\$45	\$85	11/14/08
	PBCBA	Payment & Performance Bonds+++ (Constr.) (CD)	4.0	1.0	\$90	\$130	11/18/08
	PBCBA	Ethics in Criminal Law Litigation+++ (CD) (Crim. Appellate/Crim Trial)	3.5	3.5	\$105	\$145	11/18/08
	PBCBA	Will This Deal Ever Close+++ (R/E) (CD)	3.5	3.5	\$105	\$145	12/1/08
	PBCBA	18 th Annual Community Assn. Law+++ (Real Est Cert.) (CD)	3.5	3.0	\$100	\$140	12/15/08

(CD) = indicates seminars that are also available on CD Rom. Please indicate your choice of CD Rom, where applicable on the order form.

+++Indicates Certification credits available. Please contact the Palm Beach County Bar Association for more detailed information.

Please call Shoshanah Spence at 561/687-2800 with any questions or for additional information

PLEASE ALLOW TWO (2) DAYS PREPARATION TIME WHEN ORDERING TAPES. THERE WILL BE A \$25 FEE FOR RUSH ORDERS. NEW MEMBERS MAY JOIN THE PALM BEACH COUNTY BAR ASSOCIATION FOR \$100. APPLICATIONS FOR MEMBERSHIP CAN BE OBTAINED ON OUR WEBSITE AT www.palmbeachbar.org. RENEWAL OF DUES FOR PREVIOUS MEMBERS IS \$125.

- Please call when tapes/CD's are ready to be picked up
- Please mail. (due to new PO guidelines, all tapes/CD's will be mailed by DHL ground service, at a cost of **\$10.00**. **Please add \$10.00 to tapes/CD's order** (payment must be received before items will be mailed)

PAYMENT INFORMATION

Payment enclosed Check # _____ Amount \$ _____
(payable to the Palm Beach County Bar Association)

Or charge my Credit Card **MC VISA AMEX**

Expires _____ Amount \$ _____

Credit Card Number: _____

Order Information

Firm Name _____
 Name _____
 Street Address _____
 City/State/Zip _____
 Telephone _____
 Fla Bar # _____
 Circle One: PBCBA Member PBCBA Non-Member

Signature _____

*****IF ANY OTHER PERSON IN YOUR OFFICE WISHES TO RECEIVE CLER CREDIT FOR A SET OF TAPES, THEY MUST PAY THE APPROPRIATE FEE PER SEMINAR.*****

**THE FEDERAL BAR ASSOCIATION
PALM BEACH COUNTY CHAPTER**

Presents

The First of the Year Luncheon

Speaker

TBA

Friday, September 28, 2007

12 noon to 1:30 p.m.

The Colony Hotel, Palm Beach

Cost: \$30 - Federal Bar Association Members

\$35 - Non-Members and walk-ins

THE LUNCHEON IS SPONSORED BY:

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Checks should be made payable to the *Federal Bar Association Palm Beach County Chapter* and sent to *Joseph W. Bain, Esq., at Akerman Senterfitt, 222 Lakeview Avenue., Suite 400, West Palm Beach, FL 33401.*

To **RSVP** or **BECOME A SPONSOR** please contact Debi Mackey (561) 838-4100 or via email at dmackey@alslaw.com