



BarNotes

A Publication of the
San Fernando Valley Bar Association

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Foundation Asks Bar to Assist Victims of Violence

For twenty-five years, the Valley Community Legal Foundation of the SFVBA has provided funds for programs that foster a sense of personal responsibility and respect for the law, especially among children. The VCLF Grant program supports organizations and agencies engaged in protecting children and resolving family disputes by reducing and resolving conflicts.

To further its mission, the Board of Directors adopted a resolution at its October 9 meeting respecting the victims of violence of Taft High School. One month earlier, three students were wounded in a drive-by shooting at a bus stop across the street from Taft. The shooting injured Taft students Lizbeth Santana, Augustine Galindo and Paul Herzlich.

The Foundation was especially moved not only because Taft High School is just two miles from the Bar's Woodland Hills offices, but the most seriously injured of the three students, 15-year-old Herzlich, is the son of Allan Herzlich, a respected Encino lawyer and member of the San Fernando Valley Bar Association. One of the three suspects attended nearby Pierce College.

"We are reminding everyone that terror and crime are not someone else's problem," said VCLF President David Gurnick. "This scourge is here in our community, it is here now and our community must fix it."

"The Foundation spoke out because kids with guns had nothing better to do then shoot other innocent children. This signifies a crisis needing our attention and solutions."

The Resolution resolved that the Valley Community Legal Foundation of the San Fernando Valley Bar Association...

...has deep concerns about the welfare of the Community's children and increasing violence in schools. Therein the Valley Community Legal Foundation wishes to express our prayers and wishes to Paul Herzlich, Lizbeth Santana and Augustine Galindo for a speedy recovery and to their parents; and further

...Calls upon our colleagues in the Bar Association and all Bench Officers to extend all courtesies to Allan Herzlich as he devotes time and energy to the recovery of his son; and further

...Calls on Bar Association members, if asked to assist the victims and their families to obtain redress from the perpetrators and under the State's Victims of Crime Program; and further

...Shall continue its effort to promote respect for the law and its institutions; working toward a time when these incidents shall no longer plaque the Valley; and further

...Appeals to all members of the community to join in the fight against crime and in teaching respect for and obedience to the law.

"If we can revive in our community the importance of respect for the law, we can guide our youth back to the right direction," concluded Gurnick. 🏠



Artist Horace Washington, SFVBA Immediate Past President Steve Holzer, Presiding Judge Robert Dukes, Assistant Presiding Judge William MacLaughlin and North Central Supervising Judge Mary Thornton House attended the dedication of the SFVBA-commissioned Burbank mural.

Calendar of Events Page 23

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President's Message

James R. Felton

I have been President of this organization only a few days, and I am already feeling drained. Making appearances on Good Morning America, the Today Show, and the Bachelor have my head spinning. I never knew I would be in such demand. Steve Holzer never told me that I would need handlers, press people, hairstylists (okay, if you have seen my picture, you know I am stretching), and writers. If you don't like this column, let me know and heads will roll.

Alright, let me see if I can make life a little easier for all of us. The Bar has a new website (www.sfvba.org). It gives you more information than you will probably ever need or use - it is the functional equivalent of your palm pilot (does anybody actually use the memo pad?). Well, the website is not entirely finished, but soon you will be able to register for any section meeting of your choosing, participate in list serves so that you e-mail fellow members about the latest and greatest ruling that you either love or hate, and check out judicial profiles and other CLE resources.

Earlier this week, I arrived at the downtown courthouse only to find several hundred lawyers milling about. Although lawyers like to talk, there was certainly something wrong. It turns out that a mysterious flu bug hit a third of all of the sheriffs on the same day. Well, the courthouse only opened in the late morning, and lawyers, jurors, and the public suffered as a result of the labor strike (sorry, simultaneous illness). Along with the uses of the website noted above, we hope to also utilize the website to give you updates on situations like this, or others like it. Once you take a look, I hope that the website will become one of your "Favorites".

You will also be able to read *Bar Notes* so you can have my columns in perpetuity giving yourself the opportunity to glean the wisdom over and over and over again. Again, I am

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Client Retention: How to Manage Key-Client Marketing



BY EDWARD POLL, J.D., M.B.A., CMC

The bad news is that most law firms are marketing to the wrong people. The good news is that the solution is so simple that it was best stated by my dentist, "Floss only those teeth you want to keep." If the link between dentistry and marketing is not immediately apparent, think of it this way: if you take care of what you have, you can avoid painful, expensive replacement procedures.

In many law firms, twenty percent of the clients produce eighty percent of the revenue. Yet those important clients typically receive a minuscule portion of the firm's marketing attention. Client retention is often regarded as something outside the boundaries of marketing and as only a minor factor in compensation. But increased competition, eroding client loyalty, "partnering" with clients, and a slew of other factors have made that an increasingly suicidal equation.

Law firms seem compelled to focus their limited marketing time and resources on where the money is not—dispatching hit teams all over the place to give new business pitches to prospective clients, most of whom will not pan out. To be sure, natural attrition and other factors mandate that a firm keep looking for opportunities with new clients. But it is far more important to retain current

clients. This is difficult for most firms to comprehend—that is, until a major client defects or fades away.

Why do firms lose clients? Formal surveys point to how the client was treated by various members of the firm—specifically, poor service or neglect. Most well-established client relationships can sustain a litigation loss or a matter that exceeded the client's perception of cost, but not poor service in the form of missed client deadlines, phone calls not returned promptly, and other acts of negligence. Often, the loss of a client is due not to a single catastrophic event but to a cumulative series of "little murders" committed by partners.

If clients do look for new outside counsel because of mismanaged relationships or neglect, then survival demands a strong relationship-management program for key clients. The immediate and long-term mission of the program is client retention. This philosophy is true whether the law practice consists of a solo practitioner or more than a thousand lawyers.

Analyze This

The best way to begin a client-relationship analysis is to use existing accounting and billing data to create a computer spreadsheet of the top clients on one axis and to list the practice areas of the firm on the other coordinate. Each cell should show the revenue for clients in terms of the fees collected yearly. This simple and powerful report shows which practice areas the client has been using, the overall fees collected annually, practice areas not utilized at all, and the variations year-to-year in revenue by practice area.

By analyzing the various practice areas' revenues or lack of revenues, a firm may be able to pinpoint a potential client relationship problem. Once this information is collected and analyzed, it should be circulated to the designated client relationship manager ("CRM").

Role of the Client Relationship Manager

The goals of the CRM are to increase the client's satisfaction with the law firm, expand or retain the business that the firm does with the client, and eventually increase profitability. In short, an effort should be made to develop the relationship between the firm and the client's organization. Although these relationships are typically built from a singular contact, the most profitable and enduring client relationships result from a team approach and a complete network of contacts that yield business and opportunities for both the firm and the client's organization.

The CRM selection process will need to be clear, open, and carefully defined by the firm's management to avoid the appearance of favoritism or politics. It is important that

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the client manager's role is ombudsman, not owner of the client. The person selected is the one who will get the best results for the client and the firm. Simply, that means taking the high road: Who will play best with the clients? Whom do they trust? Who at the firm makes them feel secure that their best interests are being looked after? In most firms, this process has a strong political content, and even today, lawyers continue to guard their clients jealously and may avoid exposing their clients to this approach. However, the alternative is to leave key client relationships unmanaged and, thus, fail to focus the firm's marketing resources on the retention of key clients of the firm. ↗

Edward Poll, J.D., M.B.A., CMC, is a coach to lawyers and certified management consultant. Ed's latest book is *Collecting Your Fee: Getting Paid From Intake to Invoice* (ABA 2003); he is also the author of *Attorney & Law Firm Guide to The Business of Law, 2d ed.* (ABA 2002) and *Secrets of the Business of Law: Successful Practices for Increasing Your Profits*. To make suggestions or comments about this article, call (800) 837-5880 or email edpoll@lawbiz.com.



Dear Mr. Holzer:

Thanks very much for the book describing the San Fernando Valley Bar Association's first 75 years. It's a great trip through the past and revived many happy memories of good friends and colleagues. Those who worked on the preparation of the book certainly did an excellent job in very accurate detail. Good historical narratives like this are hard to find.

Best wishes for continued success to you and the members of the Valley Bar.

Sincerely,

Philip F. Jones
 Judge of the Superior Court of Los Angeles County
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Spam, Spam And More Spam



BY DEBORAH S. SWEENEY

Receiving bulk, unsolicited, commercial e-mail—SPAM—has become the norm for Internet and e-mail users. Spam has become so omnipresent that those who receive these commercial e-mails generally recognize them as nothing more than undesirable nuisances. Presently, an average of twelve spam messages per day are sent to ISP users, although for many, the number of spam messages received per day is in the hundreds. It is estimated that by 2008 the average figure will increase to 54 spam messages per day.

However annoying, over the last decade, commercial e-mail messages have become a significant and effective form of marketing. You might be wondering: What is the legal status of spam? Are businesses allowed to send spam, and if so, are there any limits? Let's take a look at the evolution of the law in this area.

While state and federal laws permit marketers to send unsolicited commercial e-mail, many rules and regulations are now being imposed to limit spam. During the last five years, anti-spam advocates have banded together to lobby Congress to pass laws regulating spam. These groups have been successful in pushing the issue to the forefront of public consciousness and their efforts have led to the introduction of numerous bills, including the 2003 "Anti-Spam Act." This Act, purporting to balance many diverging interests, outlines key findings, including:

- There is a right of free speech on the Internet.
- The Internet has increasingly become a critical mode of global communication presenting unprecedented opportunities for the development and growth of global commerce and an integrated worldwide economy. In order for global commerce on the Internet to reach its full potential, individuals and entities using the Internet and other online services should be prevented from engaging in activities that prevent other users and Internet service providers from having a reasonably predictable, efficient, and economical online experience.

• Commercial electronic mail can be an important mechanism through which businesses advertise and contact consumers in the online environment.

• The receipt of unwanted commercial electronic mail may result in costs to recipients who cannot refuse to accept such mail and who incur costs for the storage of such mail, or for the time spent accessing, reviewing, and discarding such mail, or for both.

Although no federal laws have been enacted to govern spam, as of January 2002, nineteen states have commercial e-mail regulations. The first state to enact such a law was Washington, in early 1998. Since that time, several influential states, including Illinois, Virginia, and California, have passed unsolicited commercial e-mail statutes. California defines "unsolicited commercial e-mail" as e-mail that has the following characteristics:

- Advertises the rent, sale or other offering of goods or services.
- Is sent to a recipient with whom the sender has no previous business or personal relationship.
- Is not sent at the request of the recipient, or with the recipient's consent.

Two laws currently regulate the sending of unsolicited commercial e-mail in California. They were enacted as amendments to previously existing sections of the Business and Professions Code, 17538.4 and 17538.45. The two laws went into effect January 1, 1999.

California Business & Professions Code Section 17538.4 is often considered the more "spam-friendly" section. It applies if at least one of the following occurs:

- A company licensed to do business in California sends unsolicited commercial e-mail.
- A California resident receives an unsolicited commercial e-mail message.

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THE PRACTICE

a series of essays on practice of law and life

What I Did On My Vacation



BY DAVID R. HAGEN

Each fall, many school kids are asked to write an essay on what they did on their summer vacation. I want to take the opportunity to tell you about my summer vacation and, perhaps, use the story to make a point.

This past summer, my wife and I took the family on vacation to Hawaii. We had not been in a while. We had a great time. We had an opportunity to snorkel with the kids and see sea turtles. The kids also had an opportunity to swim with dolphins in the hotel's lagoon. (In fact, we went to the same hotel that the Bar Association held its MCLE trip in 1996, the Hilton Waikoloa Resort.)

We had a few simple goals for the vacation. We wanted to spend as much time together as a family as possible. We wanted to try to pause to take in the natural beauty of Hawaii. Finally, we wanted to think as little as possible about our day-to-day lives back home. We really wanted to create a mental break.

I think that we were able to accomplish these goals in large part. However, the most important thing that I did to accomplish the third goal was that I did not wear shoes during the whole trip. When we went to restaurants, of course I had to wear sandals. However, shoes and socks were out for the entire ten-day period. In fact, I tried to go barefoot as much as possible.

Now, you are probably wondering how this is relevant to anything even remotely related to *Bar Notes*. Well, the reason for trying not to wear any shoes was to create a break, as much as possible, from the usual day-to-day routine of working. I even was able to talk to the office only one time during this whole trip.

As lawyers, we get up every day and get dressed every morning wearing nice clothes and leather shoes. Many of us wear a suit and tie. I wanted to create a break from my day-to-day routine and not wearing shoes was symbolic to me of changing my routine as much as possible. I have tried to do other things in years past. One year, I even did not shave for an entire week. This was not a pretty sight. (It provided a good break for me but scared the kids.)

In 1973, I had a high school health teacher suggest to me that your *recreation* should be as different as possible from your *vacation*. I was intrigued by her comment, but did not fully understand the importance of what she was saying. Years later, as I tend to get so much into the routine of working day to day, the importance of her comment continually comes back to me as I make choices for recreation and vacation.

Americans as a whole work many long hours. We work much longer hours than our European counterparts. I hear that many in Europe take a month-long "holiday" each summer. More to my point, most lawyers work extremely hard. I cannot think of a colleague at the Bar Association that I know who works a standard 40-hour workweek. Some even pride themselves of being "workaholics." (Of course, there should not be pride in describing oneself as a workaholic as any term that ends in "aholic" seems to me to be an indication of disease.) To protect our physical and psychological well being, we need to plan periodic opportunities to rest. This includes vacations that allow us to refresh.

Don't get me wrong, I have taken unrestful vacations in the past to visit all the relatives in the Midwest and to see Aunt Tilly's farm. I am sure that I will take a few more vacations like this in the future. I don't have this vacation thing completely figured out. However, even a trip to see Aunt Tilly can be a routine breaker if you plan it out right and reserve some time for yourself.

We should take steps to structure our vacations in such a way that they truly provide a holiday from our day-to-day routine and cause us to be refreshed and ready to get back to the rigors of the practice of law. As we begin to make plans for next year and our vacations, perhaps you might want to think about how you can create a "barefoot experience" for yourself. 🐾

Dave Hagen is a principal at Merritt & Hagen. The firm's practice focuses on representing individuals and small businesses in bankruptcy. He speaks to attorneys often on the areas of bankruptcy, the marketing of legal services, and the practice of law. He welcomes your comments to this series of essays.

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Announcements



Family Law attorney Laurence R. Goldman was installed October 8 as Secretary/Treasurer of the Beverly Hills Bar Association.

Abusive Schemes Counter-Marketing Tools

The Internal Revenue Service is currently warning taxpayers about fraudulent tax schemes that are being advanced by unscrupulous promoters. These promoters seek to entice people to participate in any number of schemes, from the improper use of the Disabled Access Credit to investing in abusive Offshore Transactions.

In order to warn more taxpayers about these fraudulent tax schemes, the IRS has developed Toolkits that explain these schemes. The IRS has asked the SFVBA to share this information with members and your clients. To link to the IRS Abusive Scheme Toolkits, visit <http://www.irs.gov/businesses/small/article/0,,id=106788,00.html>.

The ABA Standing Committee on Legal Assistance for Military Personnel (LAMP) will be holding a free MCLE seminar for reserve, civilian and legal assistance attorneys and support staff on Thursday, November 13, 2003, at the Naval Base Coronado Southwest in San Diego. The full-day seminar will address DL wills, custody, ethics, and SSCRA. For more information on the program, visit <http://www.abanet.org/legalservices/lamp/home.html>. For reservations, contact Marsha Boone at (312) 988-5786. ↗

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The LRIS has computerized financial records dating to 1989. In the 2002-2003 fiscal year we generated more percentage fee income for LRIS and its members since the 1989 date. Personal injury defense and personal injury, criminal, employment, family, social security, insurance bad faith and real estate were the types of cases that generated the most fees.

The leading areas of referral calls were wills and estates, trusts, social security, family, criminal, employment and personal injury. The single highest fee LRIS earned in the 2002-2003 fiscal year was \$28,573. If anyone has any questions about our financial and statistical information, do not hesitate to contact me.

On Saturday, December 6, 2003, we are holding a training session on providing limited scope representation to clients. The three-hour training will be held at the San Fernando Valley Bar Association location and provide two hours of legal ethics credit. The instructor will be Sue Talia, who is a nationally known expert and author on limited scope representation. Those of you who heard her presentation last July know how interesting, informative and skilled she is. She will instruct on the best office management and ethical practices for an attorney to follow in providing limited scope representation.

In November, the Family Law Section will hear a presentation by Family Law Court Supervising Judge Aviva Bobb. Judge Bobb has been a proponent of limited scope representation. The December 6 training is to immediately follow-up and guide us quickly towards establishing a LRIS limited scope representation panel. If you are interested in being on the panel, you must take this training.

The LRIS has retained a marketing company to assist with promoting the LRIS. The company has designed a new yellow page advertisement and we will be using a version of the advertisement in upcoming directories.

Also, in November, our staff will receive eight hours of training on customer service and handling crisis calls and difficult situations. Some of the training will involve real time training to assure that staff is processing calls and callers in the most effective and appropriate manner.

We want to be sure that we are providing the best possible services to the public and the panel members.

THANK YOU TO ALL PANEL MEMBERS FOR MAKING THIS PAST FISCAL YEAR THE BEST IN LRIS HISTORY. ♣



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Spam, Spam... continued from page 7

• The section permits the sending/receipt of such e-mail messages provided **all** the following criteria are met: the sender must establish a **valid** toll-free phone number and/or e-mail address to which the recipient may call or write and ask to be removed from any further e-mailings; the sender must also inform the recipient, as the **first text** of the e-mail message (in a font just as large as that of the rest of the message), of the ability to be removed by contacting this phone number and/or e-mail address; the Subject header of such an e-mail message must contain, as its first four characters, "ADV:". (In the case of a solicitation which, by law, may only be viewed by persons 18 years or older, the first **eight** characters of the Subject header must read "ADV:ADLT"); and the sender must honor all remove requests submitted to the phone number and/or e-mail address listed in the message.

In the event that the sender of an unsolicited commercial e-mail message violates one or more of the above criteria, only the California Attorney General has the right to bring a cause of action against the offending sender (Section 17536). In such a suit, the Attorney General may seek a maximum of \$2,500 per violation.

California Business & Professions Code Section 17538.45 is considered to be "anti-spam". It permits an ISP (Internet Service Provider) to sue those who send unsolicited commercial e-mail either into or out from its network, provided the following criteria are met:

- The ISP's equipment actually used to send, or which received, the e-mail message(s) must be located within California.
- The ISP must be able to prove that the sender had actual notice (knew or should have known) before sending the e-mails that his or her messages would pass through the ISP's equipment located within California.
- The ISP must have in place a policy clearly stating that its equipment is not to be used for the sending and/or collection of unsolicited commercial e-mail messages.
- The ISP must be able to prove that the sender had actual notice of this policy before sending the messages.

California is no doubt among the leaders of the many states that have imposed strict regulations, and key California courts have upheld the constitutionality of state anti-spam laws. Spammers are a clever breed, indeed - who knows how they may be able to find their way around the law. However, with the new federal anti-spam law on the horizon, netizens can only hope that they will be able to check their in-boxes and find messages from people they actually know! 🐞

Deborah S. Sweeney is the Chair of the Intellectual Property Department at Michelman & Robinson, LLP. She is also the Chair of the SFVBA IP-Internet Law Section, and serves as a member of the Board of Trustees for the SFVBA. She can be reached at dsweeney@mrllp.com

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President's Message ...continued from page 3

getting carried away. Actually, it is quite a work, and you should certainly avail yourself of the website.

In my first column and within my installation speech, I described my interest in serving the community and my hope that many members of this organization will give up some time to perform community service. I thought that it would be nice to provide an example of something that one of our lawyers did to affect the community in a positive way. In addition, I want to highlight and introduce at least one community agency so that you can better learn what that agency does.

This month, I would like to introduce Haven Hills and its President, Doug Draper. Doug is a member of our bar who specializes in business, real estate and insurance coverage litigation. Doug became President of Haven Hills in July of this year. Haven Hills, for those of you who do not know, provides victims of domestic violence an opportunity to become self-sufficient as a means to end any ties to an abusive relationship.

Haven Hills, which serves the Valley, is supported by grants from, among other entities, the Valley Community Legal Foundation of the SFVBA. If you would like to contribute to Haven Hills' good work, either in time or dollars, please let me know and I can put you in touch with Doug.

It is my intention, with your help, to focus a part of each successive column on a success story and a community need. I need you to help me identify those members of our organization that are already helping the community, and, at the same time, I want to identify those groups or entities that continue to need our help. Please help me recognize our colleagues.

This organization is for you. Help us make it better and more responsive to your needs. ☺

President James Felton can be contacted at (818) 382-6200 and jfelton@greenbass.com.

The SFVBA invites members to submit articles for Bar Notes. Articles should be educational in nature, and can be tailored for the new practitioner or experienced lawyer. The typical article is 800 to 1,200 words in length, and contains no footnotes. Articles can be submitted electronically to epost@sfvba.org. For additional guidelines, contact Liz Post at (818) 227-0490 ext. 101.

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Lawyering Without Discretion

BY DAVID I. KARP

Suppose you represent a Plaintiff and you have just settled their case. Pursuant to the settlement, a check comes in with a cover letter setting forth specific instructions relative to the use of the check. The letter requires you to hold the check until Defendant receives certain dispositive documents important to the Defendant.

You do not know the Defendant's reasoning for requiring these documents. You may even believe they are unnecessary. (Maybe the Defendant asked for Mechanics' Lien Releases, as an example, but you know that there are no pending or impending claims and the statute of limitations on such claims have run anyway.) In any event you do not want to provide the documents before making sure that the check is good. You elect not to comply strictly with the instructions and forward the check to your client, the Plaintiff, for deposit, who deposits it. You promise the Defendant additional documentation once the check clears the bank. In response, the Defendant stops payment on the check. Did you do something wrong?

Research into this scenario reveals that it was probably not the best choice to make such a discretionary decision with respect to the check. Under these circumstances, an attorney becomes an escrow holder with the fiduciary obligation to exercise the ministerial function of dealing with the check exactly as required by the instructions of the cover letter. If the attorney does not agree to the conditions of the letter, the attorney should return the check. *Wasmann v. Seidenberg* (1988) 202 Cal.App.3d 752.

In *Wasmann*, a marital settlement went awry. The husband's attorney sent the wife's attorney a grant deed to certain real property with instructions that the deed was not to be recorded until the wife gave the husband an agreed-upon sum of cash or promissory note. The wife obtained the deed from her attorney and recorded it without supplying the cash or note. The husband then sued the wife's attorney. The trial court sustained the attorney's general demurrer without leave to amend and entered a judgment of dismissal. The Court of Appeal reversed with directions. It held that, while the wife's attorney had no professional duty, as an attorney, to guard the deed until the condition was met, his acceptance of the deed would give rise to a fiduciary's duties as an escrow holder and the complaint

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stated facts sufficient to support a cause of action for negligence and for constructive fraud. The Court reasoned as follows:

Although Seidenberg owed Wasmann no professional duty, his acceptance of Wasmann's deed would give rise to a duty of care. The wellspring of this duty is the fiduciary role of an escrow holder. [Citations] . . . [¶] As officers of the court, attorneys enjoy both privileges and responsibilities, among which is the duty to deal honestly and fairly with adverse parties and counsel. [Citations] Wasmann and his attorney Hartman reasonably relied on Seidenberg because of his professional status and role as attorney for Barbara. If Seidenberg did not want to be responsible for the deed, he should have promptly returned it to Wasmann... [¶] Having accepted the deed from Wasmann, Seidenberg was bound to comply strictly with the escrow instructions. [Citations]. Specifically, he was obligated to prevent recordation of the deed until Barbara

deposited into escrow the sum due to Wasmann. Violation of an escrow instruction gives rise to an action for breach of contract; similarly, negligent performance by an escrow holder creates liability in tort for breach of duty. [Citations]. Wasmann v. Seidenberg (1988) 202 Cal.App.3d 752, 755- 756.

In our practice handling settlement checks, we attorneys should pause to remember that in our exuberance to complete impending settlements and get [our clients] paid, we must not overrun the rights of others to whom we owe obligations, risking problems for everyone. In handling settlement checks, we must act ministerially as escrows and not exercise discretion to handle the check differently than as instructed. We may even be required in this instance to disagree with the adage, "discretion is the better part of valor." ⚡

David I. Karp has a real estate and business litigation practice in Van Nuys, is listed in the *Martindale Hubbell Bar Register of Preeminent Lawyers* and can be reached at (818) 781-1458.

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Installation Dinner



California Court of Appeals Justice Joan Dempsey Klein installed James Felton as SFVBA President.



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SFVBA Past Presidents Leon Bennett, Christine Lyden, David Hagen and Mark Blackman.



Steve Holzer presented Leon Bennett and David Hagen with the President's Awards.



2003-2004 Board of Trustees



Lyle Greenberg presents outgoing President Steve Holzer with an engraved platter from the 2002-2003 Board of Trustees.



November Events

calendar and MCLE event listings

Probate and Estate Planning Section and Healthcare Law Section

Topic: Understanding the Advance Healthcare Directive: The Attorneys' and M.D.s' Perspective

Speaker: Dr. Walid Arnaut, Tarzana Medical Hospital
 Dates: November 4
 Time: 12:00 Noon
 Place: Encino Glen Restaurant, Encino
 Cost: \$30 members prepaid; \$35 at the door
 \$35 non-members prepaid; \$40 at the door
 MCLE: 1 Hour

Self-Help Center Attorney Training

Topic: Family Law 101: An Overview of California Family Law Divorce, Custody & Paternity

Speaker: Irene Mak, Esq. and Sharley Allen, Volunteer Advocate Coordinator
 Date: November 7
 Time: 12:00 Noon
 Place: SFVBA Conference Room
 Cost: Free to Self-Help Center Volunteers!
 MCLE: 2 Hours

Workers' Compensation Section

Topic: Administration of Workers' Compensation Law: Past, Present and Future

Speaker: Steven Siemers, Chief Judge, WCAB
 Date: November 19
 Time: 12:00 Noon
 Place: Encino Glen Restaurant, Encino
 Cost: \$30 members prepaid; \$35 at the door
 \$35 non-members prepaid; \$45 at the door
 MCLE: 1 Hour

Taxation Law Section

Topic: The Tax Traps Lurking in Subchapter S"

Speaker: Kneave Riggall
 Date: November 19
 Time: 6:00 p.m. Dinner and Program
 Place: SFVBA Conference Room, Woodland Hills
 Cost: \$30 members prepaid; \$35 at the door
 \$35 non-members prepaid; \$40 at the door
 MCLE: 1 Hour

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Litigation Section

Topic: Body of Evidence: Proving or Disproving Soft Tissue Injuries

Speaker: Lawrence M. Elsom, Ph.D, forensic anatomist
 Date: November 20
 Time: 6:00 p.m. Dinner and Program
 Place: SFVBA Conference Room, Woodland Hills
 Cost: \$30 members prepaid; \$35 at the door
 \$35 non-members prepaid; \$40 at the door
 MCLE: 1 Hour

Intellectual Property, Entertainment Law & Internet Law Section and Barristers Section

Topic: Litigation Technology for New and Non-Litigators

Speaker: Rudy DeFelice, Esq. and Adam Long, Esq. of Practice Technologies, Inc.
 Date: November 21
 Time: 8:30 a.m. Breakfast and Program
 Place: Michelman & Robinson, LLP
 15760 Ventura Blvd, Ste 500, Encino
 Cost: \$10 members prepaid; \$15 at the door
 \$15 non-members prepaid; \$20 at the door
 MCLE: 1 Hour

Family Law Section

Topic: Everything You Ever Wanted to Know About Department 2 But Were Afraid To Ask: A Question and Answer Session with the Supervising Judge

Speaker: Supervising Judge Aviva Bobb
 Date: November 24
 Time: 5:30 p.m.
 Place: Encino Glen Restaurant, Encino
 Cost: \$38 members prepaid; \$45 at the door
 \$45 non-members prepaid; \$50 at the door
 MCLE: 1 Hour

Family Law Section Special Saturday Event!!

Topics: Unbundled Services
 Elimination of Bias Relevant to Family Law Practice

Speakers: Sue Talia, nationally known expert and author on limited scope representation
 Sue Bendavid-Arbiv, Esq., Lewitt Hackman et al.
 Date: December 6, 2003
 Time: 9:00 a.m. – 1:00 P.M.
 Place: San Fernando Valley Campus of the UWLA Law School
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