



BarNotes

A Publication of the
San Fernando Valley Bar Association

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JUDGE SANDY KRIEGLER SELECTED 2005 JUDGE OF THE YEAR

Los Angeles Superior Court Judge Sandy Kriegler will receive the San Fernando Valley Bar Association's 2005 Judge of the Year Award at the SFVBA's Annual Judges Night on February 17 at the Woodland Hills Hilton. The event will also recognize Judge Aviva Bobb for her support of the LRIS' Family Law Limited Scope Representation pilot program.

Judge Kriegler was born in Los Angeles, attended Van Nuys High School and graduated cum laude from Cal State University Northridge. He received his law degree from Loyola Law School in 1975 and immediately began a ten-year career at the California State Department of Justice.

As a Deputy Attorney General, he represented the State in more than 200 appeals, including successfully defending, at the age of 30, California's former statutory rape law before the United States Supreme Court. Kriegler remained at the Justice Department until his appointment to the Municipal Court by Governor Deukmejian in 1985 at the age of 35.

Kriegler served two years as Supervising Judge of the Hollywood Branch of the Municipal Court before his elevation to the Superior Court in 1989. Known early on as a tough-on-crime judge, overall street crime dropped 17 percent during the first two years of Kriegler's three-year Hollywood tenure.

He served as Supervising Judge of the Van Nuys criminal courts in 1992 and 1993 and was appointed Supervising Judge of the Northwest District in 2002. Kriegler has served on the Superior Court's Executive Committee, Personnel and Budget Committee, and Rules Committee. He sat as a Justice Pro Tem of the California Court of Appeal in 1987 and 2000.

Judge Kriegler works closely with the Bar as an active member of the San Fernando Valley Bench-Bar Committee. He was honored by the SFVBA at last year's Judges' Night for spearheading the VAST Program in the Northwest District in 2003, resulting in resolution of nearly 400 civil cases in a two-week period.

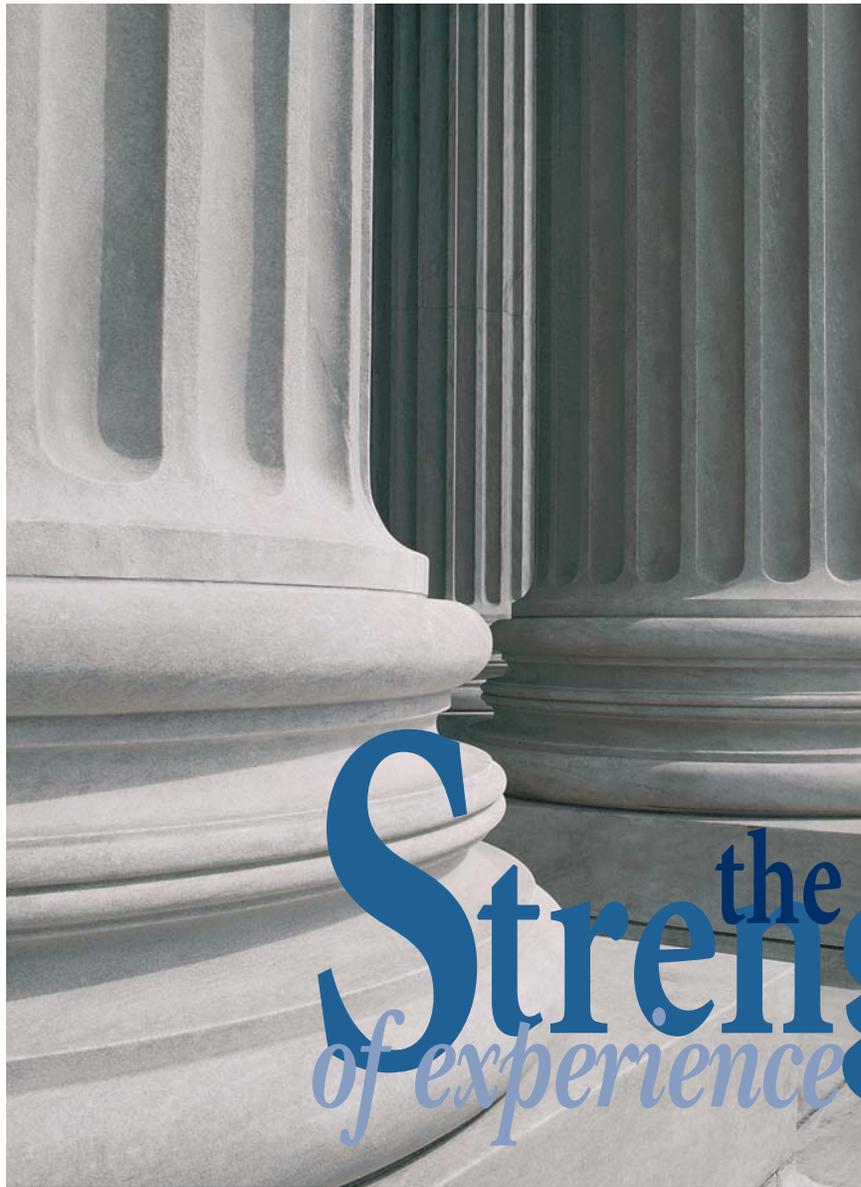
"Judge Kriegler was selected as our Judge of the Year because of his judicial achievements and his support of the Bar," states SFVBA President Alice Salvo. "He is highly regarded among the Bench and Bar for his intellectual integrity and even-handed approach to the law."

Judge Aviva Bobb will be recognized for her support of the SFVBA Family Law Limited Scope Representation pilot program. The program, kicked off by the Lawyer Referral Service in early 2004, was the first offered by a bar association in Los Angeles. Judge Bobb, outgoing Presiding Judge of the Superior Court's Family Law Department, has praised the program as a model for other bar associations and legal service organizations to adopt.



Past recipients of the San Fernando Valley Bar Association Judge of the Year Award include Judges Alan Haber, Marvin Rowen, Meredith Taylor, Judith Ashmann, Bert Glennon, William MacLaughlin, Juelann Cathey, Geraldine Mund, Michael Farrell, Michael Hoff, Howard Schwab, Kathryn Ann Stoltz and Alice Hill

Judges' Night will be held on Thursday, February 17, at the Woodland Hills Hilton. The reception begins at 5:00 p.m., followed by dinner and program at 6:00. Individual tickets are \$55 and Sponsor Tables are \$550. Call (818) 227-0490, ext. 105 for reservations. 🐾



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4,813 Years of Experience Message From the LRIS Coordinator

Michele C. Morley



Referrals from attorneys are a major source of our referral business. When attorneys refer their clients through our service, they know that we are providing experienced lawyers for their clients. In fact, we offer 4,813 years of legal experience! This is the total years of experience of our panel members; the average panel member has been practicing for twenty-three years.

To further advertise this extraordinary resource of legal experience, we are sponsoring a table at the annual meeting of the Conejo and San Fernando Valley Legal Secretary Associations. We will have a poster available for the secretaries to take and to place in break areas at their firms. The poster will serve as a reminder to the legal support staff and attorneys to think of us when they need to refer a client or a caller.

January is a good time to take care of some housekeeping issues. I want to remind you to return your status reports promptly and that you can pay your percentage fees and dues with a credit card — you earn points with us for your promptness, and often points with your credit card

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company. I take the information from these reports into consideration when putting together the LRIS advertising budget. When we know a fee is coming soon, we can take advantage of a marketing opportunity that may suddenly present itself. This is exactly what happened with our recent advertisement in the Daily News *How to Guide* that reached 500,000 viewers.

When you are referred an individual that fails to keep the appointment and does not reschedule, please contact me. This is not a referral and I will return you to your previous place in rotation.

The Limited Scope pilot project panel met and is developing an application form for LRIS family law attorneys to complete if they want to accept Limited Scope Representation family law cases. The application has been sent out to all SFVBA Family Law Section members and all LRIS family law panelists. The consensus of the pilot project participants is that the program is valuable and provides additional opportunities for service to the community and to obtain new business for attorneys. The pilot project panel also has designed some further staff training guidelines and has suggested ways to further educate the public about the benefits of Limited Scope Representation.

Speaking of housekeeping, I just finished the book, *Housekeeping* by Marilynne Robinson. The sentences are mysteriously enlightening as the language of good poetry. As we leave a year of memories and begin to make new ones remember, "But every memory is turned over and over again, every word, however chance, written in the heart in the hope that memory will fulfill itself, and become flesh, and that the wanderers will find a way home, and the perished, whose lack we always feel, will step through the door finally and stroke our hair with dreaming, habitual fondness, not having meant to keep us waiting long." 🐾



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Small Firm Beat

Rules of Disengagement

Steven G. Mehta storms dispute resolution minefield

Steven G. Mehta was firing the big dispute resolution guns at his San Fernando Valley Bar seminar this month, where he lectured to a capacity crowd. His topic, "Top 10 Ways to Kill Mediation," addressed the most common barriers to successful dispute resolution and how to overcome them.

"I know I can use many of these suggestions in my practice," business litigator Roberta



Small Firm and Sole Practitioner Section Chair Lisa Miller with speaker Steven G. Mehta and Roberta Burnette.

Burnette says. "This was a terrific condensation of the difficulties counsel face." Popular mistakes include failure to bring evidence, telling the mediator that counsel has complete control of the client, and failure to properly prepare for the mediation. Mehta addressed all ten mistakes in detail, accompanied by a PowerPoint presentation of the highest caliber.

The audience was enthusiastic.

"I'm a real estate transactionalist," audience member Sandra E. Kossacoff says. "I attended Steve's lecture because I often deal with disputes in the course of real estate transactions."

Mehta handed out a Mediation Survival Kit to the audience. This field kit included a flashlight, candy bar, pen and other necessities for surviving the tangled issues of dispute resolution.

But his presentation has application of far broader penetration than just the litigation battlefield, according to Kossacoff.

"Even though I was in an audience of litigators and mediators, I found Steve's discussion to be valuable in the context of transactional negotiations," Kossacoff, of Encino's Law Office of Sandra E. Kossacoff, says.

Mehta can be reached at (661) 284-1818 or steve@mehtamann.com. 🐘

Santa Clarita Valley Bar Association In Action



BY L. ROB WERNER, SCVBA PRESIDENT

December is always a busy month and it is a struggle to keep up with all the demands and still have time to party and vacation. Our bar association decided to have a lunch meeting where we informed the membership of all our activities. The event was entitled "The State of The Bar"; it should become an annual tradition. For the future, although we are not abandoning our evening schedule, we are planning quarterly lunch meetings so we can reach all our members.

The membership got an update on the Bar's website and legal forum page by Rob Gardner. He also provided answers to questions plaguing those not so familiar with managing a web site. Our association finally found a volunteer to chair the Internet Committee, Hale Andrew Antico. He may be contacted at 1(800)227-2947 or you may email him at hantico@scvbankruptcy.com . Our barweb site is "scvba.org" and our email address is santaclaritavalleybar@yahoo.com

As the president, I have some responsibility to generate programs and activities and establish a direction for our association. Some might say that as such a young Bar, we are attempting to do too much. My view is that we have to try a lot of things to find out what works and generates enthusiasm. If you have a project that excites you enough to volunteer, you should have a sympathetic ear at the SCVBA.

Like more established bar associations, I would like to see us have a leadership retreat. To economize on costs, I am seeking the participation of others who have vacation homes in Big Bear. The idea is to create both a social and business weekend, one where members can in their off time ski, sled or engage in other recreational activities. Anyone who has a home in Big Bear who would like to help out on this, please call me.

I recently attended the Antelope Valley's Law Appreciation Day. Its an annual event sponsored by the A.V. Bar Association that recognizes heroes in law enforcement as well as citizen participation in preserving and protecting the community. In addition, it allowed an opportunity to have a student competition in a debate leading to a scholarship award. I was very impressed and believe a similar event would work well in the Santa Clarita Valley. Mayor Bob Kellar has already expressed an interest in the program. Time will tell if we can put this together. The goal should be to have the event in May.

These programs are in addition to among others, our desire to establish a full-service courthouse in the Santa Clarita Valley, have an annual bar sponsored debate tournament, a pro bono program, a networking program, a law school scholarship program and the Christmas in July program. Our President-Elect Bill Lively has not rested on just

raising \$5,000 for our local food pantry. He has adopted the subpoena process to generate more interest and aid to those in need.

If you've got something to say about the law and want it published, remember that the *Signal* newspaper publishes our weekly column. Submit your work to John Shaffery at jshaffery@pooleshaffery.com

Our January meeting will go back to the regular schedule of evening meetings on the third Thursday of the month at the Valencia Country Club, 27330 North Tourney Rd. Sign-In and networking begin at 6:00 p.m., dinner and the program at 6:30. The January meeting should provide an hour of MCLE credit for those in attendance. For further information about the program call Jane McNamara at (661)287-3260 or email her at elderlaw@jmlaw.org. Reservations and payment may be made by fax to (818)227-0499 or by calling (818)227-0490, ext. 105.

Before I close, on behalf of the SCVBA I would like to express my appreciation to all those people in the San Fernando Valley Bar including three successive Presidents who have assisted and continue to assist us in our development. Those wishing to contact me or offer assistance to our organization may do so by calling me at 1-800-R-LAWYER or emailing me at lrobwerner@yahoo.com. 🐾

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Schmooze Power



BY STEVEN G. MEHTA

Several studies have evaluated the effect of the exchange of personal information between negotiators as it relates to the outcome in negotiations. Recently there have been several studies on the effect of personal interactions in email negotiations. These studies also shed great light on face-to-face and long-distance negotiations.

Summary of Studies

One study conducted by Professor Don Moore entitled "Long and Short Routes to Success in Electronically Mediated Negotiations: Group Affiliations and Good Vibrations" evaluated how personal information exchanged in email negotiations affected the outcome of the negotiations. This study found that exchanging personal information, including photos, education, personal interests, and other such information made it more likely that the negotiations would be successful. The study also found that participants that were in the same social group were much less likely to hit an impasse. The study also suggested that it is advisable to express emotions in emails by the use of "emoticons," symbols used to express emotion, such as ":-)" for a happy face and ":-I" for indifference.

Another study, conducted by Michael Morris conducted at Northwestern University entitled "Schmooze or Lose: Social Friction in E-Mail Negotiations" further evaluated the impact of personal interactions. That study found that "schmoozing" increased the performance of the negotiators in a variety of areas. The "schmoozers" were told that they were allowed to make a five minute phone call prior to the official negotiations by email. The results show that schmoozers made more reasonable assessments of their walk-away point, while the non-schmoozers made harder lines in the sand. Schmoozers' attitudes regarding negotiations were more positive than non-schmoozers. Non-schmoozers were also more likely to end up in an impasse than the schmoozers. Finally, the study

revealed that the schmoozers got better overall results in negotiations.

How These Studies Can Help You in Negotiation

These studies have several implications for negotiations, both by email and in person.

- **Regardless of the negotiation environment, it is important to create personal rapport with your negotiating partner.** People generally do favors and things for people that they like. This is true even in an adversarial relationship such as litigation. As a result, any activity that increases the chance that the other side will like you will enhance your ability to negotiate and prevent impasse. This does not mean that you have to be weak in your advocacy. But instead, you can aggressively represent your client while also establishing rapport with the opposing counsel.

- **You should try to emphasize similarities in social groups, background, or affiliations.** By establishing a connection, you will identify yourself as being of a similar frame of mind. People tend to feel that you are working towards a common goal. In addition, if people believe that they will have to face you in social events outside of the negotiating environment, they have a tendency to be more reasonable in their approach. This is partly because of their fear of how their reputation might suffer if the interaction were negative and the interaction was revealed in a separate social setting. Bottom line, if you have to "see" the person again, then you will be more likely to try to be reasonable and less likely to offend.

- **People see people that are more similar to them as more attractive and hence are more willing to do things for them.** By establishing similarities,

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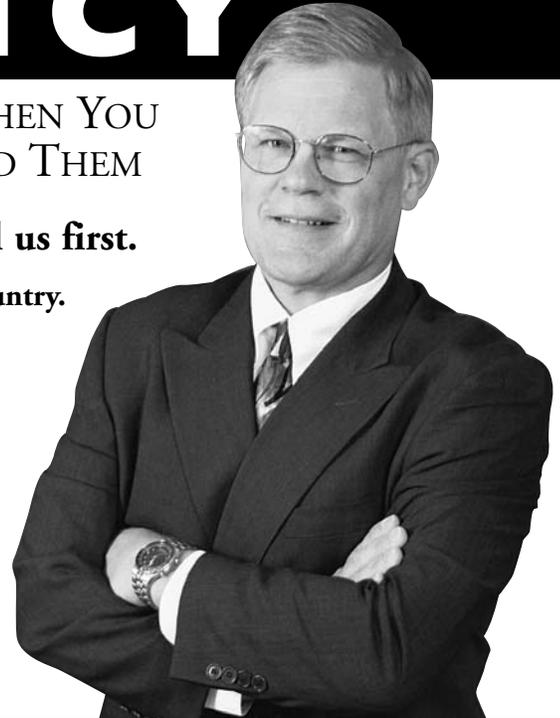
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The Do's and Dont's of Deal Memos



BY JOHNATHAN ARNOLD, ESQ

Like the sign perched high in the hills of Los Angeles, Hollywood seems to be something that most people would not readily associate with the San Fernando Valley. However, a virtual journey down just Ventura Boulevard demonstrates that the Valley has been, and continues to be, the backdrop of entertainment production.

Start in Burbank for a quick view of some of the major studios including Disney and Warner Brothers. Continue further west to aptly named Studio City and come to Encino: for the folks at Michelman & Robinson, it can be said that they work in Murphy Brown's building; for my friends at Greenberg & Bass, the first floor of their building is where Tony Montana deposited his "earnings" in Scarface. On the next block stands the Lanford Memorial Hospital of Roseanne fame (really, the Encino Hospital). Continue west towards the Sepulveda Basin and Tarzana and you arrive at many of the

settings for Six Feet Under. Finally, travel out to the Chatsworth hills and you will find yourself standing where innumerable Westerns were shot.

All of these locations have at least one thing in common: the majority of the agreements covering production in the Valley of these projects utilized deal memos (and the majority of people employed pursuant to these deal memos live in the Valley, too). I know that these words strike terror into the hearts of most practitioners as we are genetically disposed to disfavor these documents. However, the reality of the business is that deal memos are the engine of entertainment production and you will do your current (and future) clients a major disservice if you reject these out of hand. The good news is that there are several ways to make deal memos into more solid agreements, reducible into a few correlative do's and don'ts.

Do a Risk Analysis with Your Client

Your client's success (and yours as well) is going to derive far more from assisting your client obtain a string of appropriate employment than in spending an inordinate amount of time perfecting just one or two deals. Accordingly, the very first thing you must do when representing anybody in the entertainment business (whether in theater, motion pictures, television, radio, the Internet, new media and so on) is to ask how important it is for your client to be working on the instant project. I can tell you that most clients will answer with one word: "very". Don't kill an otherwise operable deal with weeks of negotiating over hypertechnicalities. Keep in mind the fundamental requirements of a binding agreement for the provision of services (or the creation and later assignment of intellectual property, such as a treatment or script) and work to make sure these terms are spelled out in the deal memo.

Do Comply With Applicable Guild/Union Agreements

If it looks as if your client will be working on a project subject to one or more guild/union agreements, you must advise your client to comply with the due requirements. There is some good news here: most of the guilds (e.g., Directors Guild of America, WGA, etc.) have websites where you can find ready-to-go forms that will place your client in compliance. Take a look at the Low Budget Agreement, Director Deal Memorandum (available at www.dga.org/contracts/forms/LB-DM-DIR.PDF). Note that this particular deal memo is subject to the DGA Basic Agreement. This morphs a particular deal memo into a short-form contract that is directly tied into the operative collective bargaining agreement, which contains very aggressive dispute resolution mechanisms that will definitely inure to your client's benefit (See, e.g., DGA Basic Agreement of 2002, §2-101).

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"Mediations that come together"

continued on page 12

Do's and Dont's, continued from page 11

Do Ask For a Copy of the Other, Operative Agreements

For the "typical" motion picture production there are generally four key parties involved: the producer, the lender, the distributor(s), and the completion bond company. Ask that your client receive a copy of these contracts (with the larger productions, there is often something called an Inter-Party Agreement that restates most of the obligations between these four primary players, and others). The benefit of obtaining the agreements the antedate your client's deal memo is that you will obtain a very clear window as to which antecedent obligations will fund some or all of your client's compensation, should your client end up not getting paid as promised. Asking for (and getting) these contract will work not only as a bit of a warning to the paymasters should your client not get paid, but will also provide a ready heads-up as to whom you may have proceed against should things get ugly. Hopefully, this won't happen.

Do Take Advantage of the Internet

You may be able to use an Internet search engine to find out the basics of a particular production and then research specific state sites to discover more pertinent production information. Take advantage of California's Business Portal to discover if an LLC or corporation has been formed for the production on which your client seeks to work. Also, as prudent practitioners in the entertainment field who represent lenders know that with today's complexities of financing it is best to register and record any copyrights in the Copyright Office AND also file UCC financing statements in all of the states where the borrowers (i.e., production companies) are located and/or anticipate doing business. You can also check to see if there have been state UCC filings in connection with perfecting security interests in copyrights. And then don't forget to take a look at the Copyright Office's various search engines for things such as filed copyright assignments and/or copyright mortgages.

Do Take Advantage of Some Useful Clauses, Including an Audit Clause, Escrow Clause and a Negotiation Clause

An audit clause gives both parties the right to audit each other's books should specific circumstances arise. For productions subject to union/guild agreements, this is not usually an issue because production companies subject to guild rules must deposit specific amounts of money with the appropriate guild to cover both a guild's insurance coverage for its members, and also non-payment of wages. Accordingly, an audit clause may come in handy on non-union productions where some (or all...sigh) payment may be contingent upon the producers first obtaining distribution and/or sales for the completed production. An escrow clause requiring that the producers deposit your client's anticipated income with a third party might also help.

With regard to deal memos that just can't be fleshed out as much as they should, one of the most useful things in an entertainment attorney's arsenal is to include language requiring that the parties to the deal memo will subsequently negotiate "open" terms in good faith. I say this mindful that the legal rebuttal is that this just creates an agreement to agree, and is thus unenforceable. However, "[a] contract to negotiate the terms of an agreement is not, in form or substance, an 'agreement to agree.' If, despite

their good faith efforts, the parties fail to reach ultimate agreement on the terms in issue the contract to negotiate is deemed performed and the parties are discharged from their obligations. Failure to agree is not, itself, a breach of the contract to negotiate. A party will be liable only if a failure to reach ultimate agreement resulted from a breach of that party's obligation to negotiate or to negotiate in good faith." *Copeland v. Baskin Robins U.S.A.*, 117 Cal. Rptr.2d 875 (2002) [emphases added].

This case concerned ice cream, but it is directly applicable to entertainment industry contracts as securing production financing is a multi-stage process where the amount of money a producer (or, more typically, producers) can raise rises in direct proportion to the quality of the production and talent team. Accordingly, producers first acquire the property rights (i.e., the script), then acquire the talent, then retain a production crew, then attempt to ink one or more distribution deals. Typically, the true sequence of events does not follow this exact pattern, but the ultimate contours of most entertainment deals do not gel until, as the saying goes, "the final cut is in the film can" (See, e.g., Harold L. Vogel, *Entertainment Industry Economics*, 2d ed., p. 128, Cambridge Univ. Press (1990)).

Finally, remember an important maxim: "the greatest risk is not taking one." So should you be working with client where a deal memo makes the best sense and need some specific language for one or more of the types of clauses discussed, feel free to contact me and I'll be happy to suggest some useful contractual language. ☺

Jonathan Arnold, Esq. is a member of the SFVBA's ADR and Intellectual Property, Entertainment & Internet Law Sections and is in private practice in Sherman Oaks. He can be contacted at (818) 990-7958 or jonathanlaw@pacbell.net.

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North Valley District Settlement Blitz

BY LEE W. McLAREN



The Los Angeles Superior Court's Chatsworth Courthouse collaborated with the San Fernando Valley Bar Association (SFVBA) in October to settle 77 civil cases.

"I would categorize it as a complete success," said Site Judge Barbara Scheper, who spent 10 months planning the five-day event with the help of her fellow judges and the SFVBA. "The attorney's hard work exceeded my expectations," Scheper said. "I was very impressed with that."

The bar recruited and scheduled the more than 70 members that served as settlement attorneys from Oct. 18 to Oct. 22 as part of Valley Associated Settlement Team (VAST). The one-week "crash settlement program" success rate reached 36 percent.

"Thirty-six percent success may not sound like a lot but these are the tougher cases," said SFVBA Immediate Past President Jim Felton. "We just eliminated 77 very difficult cases off the court dockets," he said. "That is great."

The settlement rate also does not take into account the cases that settled before the VAST conferences or those that settled before reaching trial said Felton. The process is not always easy and not always successful, but many participants agreed it is worth the effort.

"It's a win-win," said Felton. "The settled cases speak for themselves, but they also free up the Court to handle those cases that must go to trial," he said.

Everyone agreed the process is exhausting. The effort requires months of planning, it requires a great deal of energy by all involved, and it takes time to work, according to Felton.

The attorneys allotted that needed time aside Scheper said. Many attor-

neys stayed after hours, on their lunch hour, and on their own time because they were so committed to settling these cases she said.

The key, Felton said, is allowing the parties to see each other. "VAST is an opportunity for the parties to sit down and voice how they feel and that does not often happen until trial," said Felton.

Attorney Robert Flagg, who volunteered at the SFVBA's first settlement conference in 1994, said the Court's role is vital to VAST's success.

"The judges send out the orders which require participants to work off each other," said Flagg. "Sometimes settling a case is like opening a pickle jar where people keep twisting and twisting until someone pops open the lid," he said.

At a thanksgiving reception the Chatsworth Courthouse judges held for the volunteering attorneys, Assistant Presiding Judge William MacLaughlin praised the bar for their participation.

"As always, the valley attorneys did a terrific job and the judges were very pleased with the results," he said.

Scheper said there is only one thing she did not expect from the program. "It was an enormous burden on the courthouse staff," said Scheper. "They were doing everything for the settlement conferences in addition to their normal court duties. They made the program work, but it was hard for them," she said. "We are so short-staffed, it would be beneficial to have extra staffing to help with all of that to make it run more smoothly," Scheper said.

SFVBA Executive Director Elizabeth Post said VAST's earlier success provided a great framework for this year's success. Scheper agreed and praised Dick Wolfe, who had organized the Van Nuys program, and North Valley District Supervising Judge Alice Hill, who gave guidance on the settlement conferences.

Judge Bert Glennon originated VAST ten years ago after the Northridge earthquake and the three strikes law flooded the court system in the mid 1990s. Glennon coordinated and implemented the conferences and held them in bungalows outside the San Fernando Courthouse because of the temblor damage.

"I think the most significant benefit of VAST is the collaboration between the court and the bar association and the support each organization provides for the other," MacLaughlin said.

"I would recommend for any court to consider the program for whatever length of time. It is a worthwhile effort that helps the court, helps the community and builds good relations with the local bar," Scheper said.

The San Bernardino Court seems to have taken not only the advice, but also the SFVBA model. A recently distributed San Bernardino Court flyer noted it is holding settlement conferences patterned after the VAST conference.

Lee W. McLaren is a Program Analyst in the Public Information Office of the Superior Court, Los Angeles County. He can be contacted at (213) 974-2656 or Lmclaren@LASuperiorCourt.org.

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Report From The Foundation



BY ANNE ADAMS

This month, I'd like to highlight one of our grant recipients, The Alliance for Children's Rights. This organization provides free legal services for children. Some of these children are in the foster care system and some of the children have parents or caregivers that are unable to afford an attorney for the child.

There are four areas of work that we have supported with our grants. The first area is the adoption of children in the foster care system. The Alliance for Children's Rights has worked to streamline and finalize the adoptions of children in the foster care system. Since 1998, The Alliance for Children's Rights has facilitated adoptions for approximately 7,500 children. Fifty percent of these children were adopted by relatives. Some of

the others were adopted by foster parents.

The second area that we have supported is creating legal guardianships of children by grandparents and other family members. The Alliance for Children's Rights receives many phone calls each month from grandparents and other family members that are taking care of a child of a family member. Many of the parents of these children have substance abuse issues or are incarcerated. In order to properly take care of these children, a family member may need to be appointed as a legal guardian by the probate court so he or she can sign medical consent forms, access school records and talk to school personnel. The legal guardianship will also provide some legal protection for the guardian and

the child if an irresponsible parent wants to take the child. The Alliance for Children's Rights has held workshops in the San Fernando Valley for caregivers to help them file in pro per for guardianships, and inform them of their rights, including accessing needed public benefits for these children.

The third area we have supported is helping children in the foster care system and other children in low-income homes access health benefits. Many times a family may not have filed for MediCal benefits for a child, and then the child needs medical services and has difficulty obtaining medical treatment. Other times a necessary procedure may be initially denied by MediCal. The Alliance for Children's Rights helps children

continued on page 16

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The Alliance for Children's Rights

The Alliance for Children's Rights and the San Fernando Valley Bar Association will conduct a two-hour attorney training session on the Individual Education Plan (IEP) process. Attorneys will be trained to serve as advocates for special education students and to help assess an appropriate educational environment through the public school system.

January 12, 2005

6:00 p.m. to 8:00 p.m. (Lite dinner Included)

2 Hours MCLE

SFVBA Conference Room, Woodland Hills

Free to Volunteers

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at (818) 227-0490, ext. 105.

Non-lawyers are welcome depending upon available space.

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Report from the Foundation, continued from page 15

receive medical treatment by working to obtain MediCal coverage and authorization of treatment.

The fourth area we support is providing legal assistance so children that need special accommodations at school, including children with learning disabilities, can receive the help they need. The Alliance for Children's Rights works with volunteers as well as staff attorneys to provide these services for children. The San Fernando Valley Bar Association and The Alliance for Children's Rights will conduct a training in January at the Bar offices for volunteers that are interested in special education issues. Please contact the Bar offices at (818) 227-0490 for more information.

The Foundation supports several legal projects each year with its grants. Please support the Foundation's work. We are looking for sponsors for our Law Day Dinner. Sponsorships include event tickets and advertising in our program booklet. Please contact Barry Harlan regarding sponsorships. We are also interested in receiving auction item donations. Please contact Christine Lyden or Mark Blackman if you have auction items to donate. ♣

Anne Adams may be contacted at (818) 715-0015 or by e-mail at anneadamslaw@sbcglobal.net.

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- Hands-on experience in working with litigants as a result of an intensive Externship Program with local self-help legal clinics.

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If you have an idea for a class or program that is not currently offered through the Extension Program, please contact us. We are always looking for new ideas, workshops, seminars and experienced instructors.



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www.lavc.edu (website)

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Membership Has It's Priveleges!

Schmooze Power, continued from page 9

you are increasing the chance of a positive interaction, and of a person being willing to do something that they otherwise might not.

- Even before you have started “formal” negotiations, take the time to introduce yourself and discuss non-litigation or dispute matters. In addition, during the course of the dispute or litigation, take the time to continue the personal rapport building. By doing so, you will find that opponents may be more willing to resolve the dispute faster, may be more willing to make reasonable concessions, and quite likely will be more reasonable in his or her negotiation position.

- During negotiations, if possible, try to have conversations with your negotiating partner regarding his or her interests and hobbies. Not only will you identify areas of commonality, but you will also enable that person to like you more. By showing that you are interested in that person, you will also be signaling that you like that person. Studies also show that if you demonstrate that you like or respect a person, that person is more likely to like you. This concept is also bolstered by the well accepted principle of reciprocity which suggests that a person is obligated to do something for you if you have already done something for that person.

When entering into a negotiation, it is always important to try and establish a personal connection. These studies verify the commonly accepted belief that people will go to great lengths to help a person they like, but won't budge an inch for a person they dislike. Using these concepts in negotiation can make the difference between a good settlement and a great settlement. 🐘

Steven G. Mehta is an attorney and mediator who mediates throughout California handling disputes such as employment law, elder abuse, medical malpractice, major personal injury and other complex matters. He has offices in Valencia and Century City. He can be contacted at steve@mehtamann.com.

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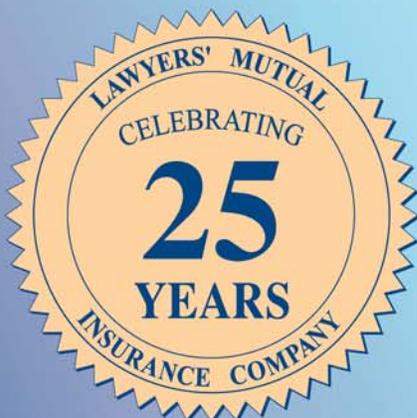
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JANUARY 7, 2004

- 9:15 a.m. – 11:15 a.m.
Intellectual Property Primer & Recent Developments in Intellectual Property
Deborah Sweeney, Esq., Michelman & Robinson LLP
Michael Brooks, Esq.
2 Hours MCLE
- 11:15 a.m. – 12:15 p.m.
Elimination of Bias
Cynthia Elkins, Esq.
1 Hour MCLE (Elimination of Bias)
- LUNCH ON OWN**
- 1:00 p.m. – 2:00 p.m.
Tips to Avoid Legal Malpractice
Wendy Carroll, AON and Randy Miller, Esq.
1 Hour MCLE (Legal Ethics)
- 2:00 p.m. – 4:00 p.m.
Death & Taxes: A Primer for Understanding Tax Planning & Estate Tax Returns
Wendy Hartmann, Esq., Rosenthal & Smith
Mark Phillips, Esq., Goldfarb, Sturman & Averbach
2 Hours MCLE
- 4:00 p.m. – 5:00 p.m.
Bad Faith
Hon. Burt Katz and Eric Schindler, Esq., ARC
1 Hour MCLE

JANUARY 8, 2004

- 9:00 a.m. – 10:00 a.m.
Ethical Dilemmas
Gordon Reid Wallack, Esq., ARC
1 Hour MCLE (Legal Ethics)
- 10:00a.m. – 11:00 a.m.
Strategies and Techniques in Mediation – An Update
Richard Coleman, Esq., ARC
1 Hour MCLE
- 11:00 a.m.- 12:00 p.m.
New Trends in Legal Research
West Group
1 Hour MCLE
- LUNCH ON OWN**
- 1:00 p.m. -3:00 p.m.
Ethical Advocacy Using the New Social Science of Persuasion and Influence
Myer Sankary, Esq.
2 Hours MCLE (Legal Ethics)
- 3:00 p.m. – 4:00 p.m.
Prevention of Substance Abuse
Patricia Tierney, Esq., The Other Bar
1 Hour MCLE (Prevention of Substance Abuse)
- 4:00 p.m. – 5:00 p.m.
Critical Financial Errors in Divorce: Post-Divorce Financial Planning For Your Client
Bonnie Hong, Financial Advisor, CDFA, Morgan Stanley
Dawn Strachan, Divorce Financial Analyst
1 Hour MCLE

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OR		
<input type="checkbox"/> Friday, January 7	\$80	\$185
<input type="checkbox"/> Saturday, January 8	\$80	\$185
<input type="checkbox"/> Individual Class	\$30	\$55
<input checked="" type="checkbox"/> Class Attending		
<input type="checkbox"/> Late Registration Fee	\$35	\$50
(Pre-Registration Deadline is December 30)		
<input type="checkbox"/> SFVBA Membership Dues (Join today!)		

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January Events

Probate & Estate Planning Section

Topic: Domestic Partnerships
Speakers: Wendy Hartmann and Caren Ross Nielsen
Date: January 11
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

San Fernando Valley Legal Secretaries Association Annual Meeting with the Los Angeles County Court Administrators

Topic: New Year, New Rules: Making Sure You are Up-to-Date with the Los Angeles Superior Court
Date: January 11
Time: 6:00 p.m.
Place: Sportsmen's Lodge, Studio City
Cost: \$35 LSI and SFVBA Members;
 \$45 Non-LSI Members
 \$10 charge for reservations after January 6 and walk-ins
RSVP: Call (818) 771-7558 or download flyer at www.sfvlsa.com/LACounty.pdf.
 Mention SFVBA Membership.

Small Firm & Sole Practitioner Section

Topic: Using Financial Services Professionals to Meet Client Needs
Speakers: Russ Hindon and Frank Hough
Date: January 12
Time: 12:00 p.m.
Place: SFVBA Conference Room, Woodland Hills
Cost: \$20 members prepaid; \$25 at the door
 \$25 non-members prepaid; \$30 at the door
MCLE: 1 Hour

ADR Section

Topic: The Battle of the Sexes: Mars and Venus in Negotiations
Speakers: Steven G. Mehta and Jan Frankel Schau
Date: January 18
Time: 6:00 p.m.
Place: SFVBA Conference Room, Woodland Hills
Cost: \$25 members prepaid; \$30 at the door
 \$30 non-members prepaid; \$35 at the door
MCLE: 1 Hour

Family Law Section

Topic: Update of New Laws
Speakers: Judge Randy Rhodes, Barry Harlan, Esq. and Michelle Robins, Esq.
Date: January 24
Time: 5:30 p.m.
Place: Encino Glen Restaurant, Encino
Cost: \$40 members prepaid; \$45 at the door
 \$45 non-members prepaid; \$50 at the door
MCLE: 1 Hour

Self-Help Center Attorney Training

Topic: Family Law Part II: Working with Minor's Counsel
Speakers: Alexandra Mellis and Carolyn Reznik-Camras, Neighborhood Legal Services
Date: January 25
Time: 12:00 Noon Lunch and Program
Place: SFVBA Conference Room
Cost: Free to Self-Help Center Volunteers!
MCLE: 2 Hours

Business Law, Real Property, Employment Law & Bankruptcy Section and Small Firm & Sole Practitioner Section

Topic: Tips and Traps for the Lawyer-Employer
Speaker: Cynthia Elkins, Esq.
Date: January 26
Time: 12:00 p.m. Lunch and Program
Place: SFVBA Conference Room, Woodland Hills
Cost: \$25 members prepaid; \$30 at the door
 \$30 non-members prepaid; \$35 at the door
MCLE: 1 Hour

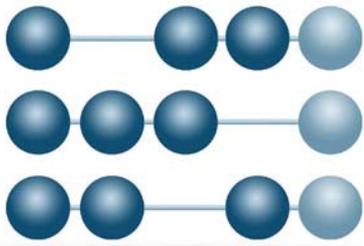
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