



Advertise in the 2010 Dinner Dance Program Book Support the Bar Foundation's Community Service Programs



This year's Annual Dinner Dance will take place on Saturday, May 22nd at Tavistock Country Club in Haddonfield. Pay tribute to the Association's incoming President, Linda W. Eynon, and the incoming Officers and Trustees of the Association and Foundation by placing an ad in the 2010 commemorative program book.

Others being installed as officers are: Louis R. Lessig - President-Elect; Brenda Lee Eutsler - First Vice President; Gary W. Boguski - Second Vice President; Casey Price - Treasurer; and Jenifer G. Fowler - Secretary.

Continued on page 18

Association Adds Member Benefits

The Camden County Bar Association is New Jersey's second largest county bar, surpassed only by Essex. As many Olympians reminded us, a silver medal is still quite an accomplishment. However, those who stand in second place often are heard vowing to try harder.

Your Bar Association has a long and proud history of leadership, service and programs that few, if any, voluntary bar associations anywhere can rival. Still, the economic times have forced many members to forsake renewing, and many newer attorneys to balk at joining. Perhaps because of her careers in healthcare, long a social and political battlefield, incoming Association President Linda Eynon is leading a charge directed at not simply stemming the tide of membership attrition, but to attract former and first time members by "godfather-like" offers of benefits.

"While we are #2 because of population, the Camden County Bar Association is trying harder this year to come out of the recession

Continued on page 10

11th Annual Bench-Bar Luncheon

April 30 • Members only

Looking for an early out on a springtime Friday afternoon? Then the Association's annual Bench-Bar Luncheon is what you're looking for!

Scheduled for Friday, April 30, in the Riverside Pavilion of the Crowne Plaza Hotel on Route 70 East in Cherry Hill, this annual "Members Only" event is an opportunity to mix and mingle with colleagues and Camden County judges of the Superior, US District and Workers' Compensation Courts in a relaxed atmosphere.

The festivities begin with a cash bar at noon, followed by lunch and a short program from 12:30 - 2 p.m. The program will feature a "State of the Superior Court" address from Hon. Francis J. Orlando, Jr., Assignment Judge, Superior Court of New Jersey, and the "State of the Bar" address from CCBA President, Richard A. DeMichele, Jr.



Continued on page 6

Member Only Reception April 29th

Association members are invited to join colleagues and friends from the Camden, Burlington and Gloucester County Bar Associations and the Association of the Federal Bar of New Jersey for a reception on the Bridge at Rutgers School of Law at Camden. The special invited guest for the event is Paul Fishman, U.S. Attorney for the District of New Jersey.

The reception will be held from 5-7 p.m., Thursday, April 29, and admission is \$40 per person. This is a member's only event and pre-registration is strongly suggested. Refer to the reception flier in this month's inserts to reserve your place.



In Memoriam

The Association was saddened to learn of the recent passing of **Judge George Farrell, III, J.S.C. (ret)**, on Tuesday March 16. He was 83.

Judge Farrell was a former Haddonfield resident and had been a resident of Salem since 1972. He was a 1951 law graduate of Tulane University in New Orleans, admitted to the Louisiana Bar in 1951 and the NJ Bar in 1952. He was a partner in the Law Firm of Farrell, Eynon & Munyon in Haddonfield and Salem from 1951-1978, and was the first full time Prosecutor for Salem County.

We extend our sincere sympathy and condolences to the family, friends and colleagues of Judge Farrell. He will be missed.

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The Docket

Tuesday, April 6th

Young Lawyer Committee Meeting
Bar Headquarters
Noon

Tuesday, April 6th

Association Executive Committee Meeting
5 p.m.
Bar Headquarters

Wednesday, April 14th

Ethics Seminar
4 – 6:15 p.m.
The Mansion, Voorhees

Monday, April 19th

Estate Planning & Taxation Seminar
4 – 6:15 p.m.
The Mansion, Voorhees

Tuesday, April 20th

Fiduciary Accounting Workshop – Part 2
Bar Headquarters
Noon

Special Civil Part Seminar

4 – 6:15 p.m.
The Mansion, Voorhees

Wednesday, April 21st

Association Board of Trustees Meeting
4 p.m.
Bar Headquarters

Tuesday, April 27th

Using Technology to Present Cases Seminar
4 – 6:15 p.m.
The Mansion, Voorhees

Thursday, April 29th

*Reception: Special Invited Guest
Paul Fishman, U.S. Attorney*
5 – 7 p.m.

The Bridge, Rutgers Camden School of Law

Young Lawyer Committee Dinner
Casona at Collingswood
7 p.m.

Friday, April 30th

Bench/Bar Luncheon
Noon
Riverside Pavilion, Crowne Plaza Hotel,
Cherry Hill

*Young Lawyer Committee
Phillies Night*
7:05 p.m.
Citizens Bank Park, Philadelphia

Tentative agenda for April 21st Trustees Meeting

A tentative agenda for this month's regular Board of Trustees meeting follows. The meeting will begin at 4 p.m., at Bar Headquarters in Cherry Hill. Meetings are open to the membership. Anyone interested in attending should notify and confirm their attendance by calling Bar Headquarters at 856.482.0620.

Agenda

- I. Call to Order
- II. Minutes from Board Meeting of 3.17.10
- III. Treasurer's Report
- IV. President's Report
- V. Committee Reports
- VI. Executive Director's Report
- VII. Committee Reports
- VIII. Foundation Update
- IX. New Business (if any)
- X. Old Business
- XI. Adjourn

Nominations sought for Judge Gerry Award

The Camden County Bar Association established the Judge John F. Gerry Award to acknowledge the continuing outstanding contributions of a member of the Bar of the State of New Jersey, or a member of the State or Federal Judiciary in New Jersey, to the administration of justice in the State of New Jersey, who exemplifies the spirit and humanitarianism of the individual in whose honor this award has been named.

The Camden County Bar Association invites members of the bar and the public to nominate individuals to receive this award. Nominations should be made in writing and sent to: Laurence B. Pelletier, Executive Director, Camden County Bar Association, 1040 N. Kings Highway, Suite 201, Cherry Hill, NJ 08034, no later than May 28, 2010. Nominations may also be emailed to Mr. Pelletier at: lbp@camdencountybar.org.

The Barrister

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April CLE Seminars At-A-Glance

Seminars offer PA CLE credits and may also comply with the NJ Rule requiring all members to have 24 CLE credits over the next 2 years. All seminars will be held at the Mansion in Voorhees unless otherwise noted below. Refer to inserts for the reservation flier.

Ethics

Wednesday, April 14, 4-6:15 p.m.

It may not happen often but:

- What do you do when you get an email or a letter from your adversary that you think "this must be a mistake, why did he send me this!" Is it now part of what you can use in the matter?
- Have you been "on the fence" about whether or how much you must voluntarily disclose to a court where the result can be detrimental to your client?
- How about your response when clearly unethical conduct of another colleague becomes known to you?
- You know that a witness involved in your case is out there and may have great factual information but are you restricted in your investigation by any ethical rules?
- You have been named a "super lawyer" by the print media. Can you just sew a capital "S" on your breast pocket and tell the world of your good fortune without tripping over ethical obligations?
- Your client is applying for pre trial intervention or a conditional discharge, and the prosecution or the PTI or probation officials ask that she sign an agreement not to bring any civil complaint arising from the arrest or prosecution.... what to do?

While we may not have all of the answers, attend this seminar and satisfy your MCLE Ethics credits requirement for 2010!

Estate Planning & Taxation 2010

Monday, April 19, 4-6:15 p.m.

This is a "must attend" seminar, not only due to the never ending changes (or lack thereof) from Washington DC, but also to learn about developments from points around New Jersey.

This program will address the 2010 "hot topics" for estate planners on the 'Roth conversion' and on new rules caused by estate tax "repeal." In addition, we'll cover non-tax reasons for trusts and ways to limit your client's exposure to probate litigation (and, more importantly, your headache caused by a dispute).

This program will be educational for the novice, the person who dabbles in estate planning, the person who wants to dabble in estate planning and for the advanced estate practitioner. Speakers include leading estate planners Brenda Eutsler, Doug Fendrick, Jim Hatzell and Glenn Henkel.

Special Civil Part Practice from A (Attachment) to Z (Zeminder)

Tuesday, April 20, 4-6:15 p.m.

This informative and entertaining seminar will feature some of the area's most experienced and accomplished practitioners. Since the last Special Civil Part seminar in 2006, the Supreme Court has made new tenancy law and revised numerous Court Rules.

Jules Lieberman will review the most recent changes to Landlord/Tenant practice.

Electronic filing the Special Civil Part has been in effect since November 2000. Learn how easy it is to start filing electronically, and stop wasting time and money by continuing to mail pleadings to the Court. Andrew Sklar, one of the first practitioners in Camden County to take advantage of this system, will explain how to take advantage of this emerging technology.

Concerned about being sued by the same debtors you have claims against for violations of the Fair Debt Credit Practices Act? Learn how to avoid these pitfalls from Robert Saldutti. And, if you need a quick refresher on new Special Civil Part case law and common courtroom mistakes, Barry W. Rosenberg and Judge Michael Kassel will provide the answers.

Now that Special Civil Part filings have reached near-record highs, and the jurisdictional limit is \$15,000, collection of judgments is imperative to client satisfaction and attorney financial stability. Stanton D. Freeman and Court






Officer Damon Lacey will discuss what works and what doesn't work in terms of effective post-judgment procedures.

If you're looking for an informative, fast-paced and diverse group of topics from the perspectives of the Bench and Bar, this experienced panel will help you upgrade your skills while earning your needed MCLE credits.


Using Technology to Present your Case to Jurors & Mediators

Tuesday, April 27, 4-6:15 p.m.

Whether a veteran litigator or a recent law school graduate, this seminar will provide you with practical information about what trial technology is available and how it can help you become a more effective communicator and advocate. Four experienced trial attorneys, along with an experienced jury consultant, will provide you with helpful takeaways on how to use 21st Century tools to communicate more effectively to jurors, judges and mediators.

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NJSBA Trustee Update

So Little Time, So Many Choices

By Arnold Fishman



John Wheeler, the eminent physicist who coined the term the “Big Bang,” less famously wrote, “Time is nature’s way of insuring that everything doesn’t happen at once.”

On the morning of Friday, February 26th the NJSBA Board of Trustees meeting was scheduled. Added to that was an afternoon special meeting of the Municipal Court Section where Justice Albin was to speak. Sandwiched in between was a meeting of the NJSBA Finance and Operations Committee. As though all that was not enough, the CCBA Winter Trifecta Casino Night, Wine Tasting, and Silent Auction — was that night. It sounded like a rather full day to me. It was a date that I was looking forward to, and didn’t want to miss.

As the former President of the Ethical Humanist Society of Philadelphia and

American Ethical Union, I represent the Ethical Humanist movement on the Board of the Secular Coalition for America (SCA), a federation comprised of eleven national organizations devoted to, *inter alia*, the advancement of the concept of the separation of church and state. President Obama in his inaugural address, and in subsequent speeches, was careful to not leave out those of us devoted to that goal. Some of us thought this was lip service, and were content with that — as one put it, it is better to get lip service than no service at all. Others of us wanted to test the administration’s resolve. The SCA asked for a meeting. To our great surprise and joy, the answer was “Yes.” I’ll bet you can’t guess the date. You guessed it — February 26th. Damn! What to do?

I decided that an Executive Briefing hosted by the White House was, at least for me, a once in a lifetime experience, and accordingly, made plans to be in Washington on that Friday. I dutifully submitted background information (hopeful that my sordid past would not catch up to me),

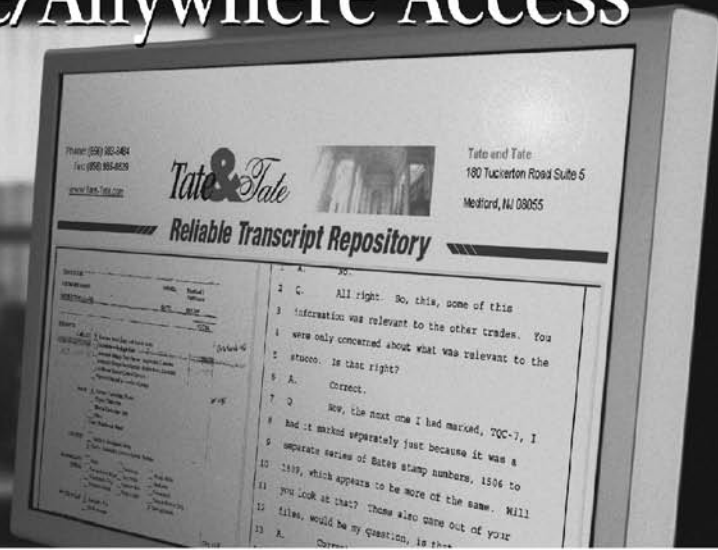
gathered my two forms of photo ID, and made my train and hotel reservations. Here the snow started early Thursday morning and was forecast to continue until Friday afternoon. In Washington the wind was fierce, but the snow never came. I was disappointed that the briefing was not in the White house but in the Eisenhower Executive Office Building across the street, and that the President made no appearance. Security was tight. There was an identity check to enter the grounds and another to enter the building. These were followed by the ubiquitous x-ray scan of your bag and metal detector scrutiny of your person. An electronic pass had to be worn so your whereabouts were known at all times.

Our actual host was a younger Obama look alike from the White House Office of Public Engagement whose impossible charge must be to pander to and try to placate the disparate groups of the heterogeneous multiverse that makes up this great nation. The administration had gathered representatives of various departments of the Executive

Continued on next page

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Penny Wise...

By Martin H. Abo, CPA/ABV/
CVA/CFF



Each year, when the tax season rolls around, we get a number of new clients who want us to prepare their tax returns. Usually, they had been preparing their returns themselves. Alas, the returns just became too complicated, even using TurboTax, and they needed professional help. Unfortunately, we find that these taxpayers often made mistakes in the earlier years that led to the overpayment of taxes and the potential for being singled out for audit. Among the more common errors are:

- Not taking legitimate deductions, such as a deduction for a home office, for fear that it might trigger an audit.
- Failing to deduct tax deductible expenses, especially travel, tolls, tips, taxi and other fares for lack of a receipt.
- Losing the interest deduction by using credit card loans and other personal loans instead of home equity loans for purchase of a car or other big ticket item.
- Reporting income that does not need to be reported such as tax-exempt income or rental income from a vacation home that's rented less than 14 days per year.
- Paying IRS penalty notices out of fear, even if the assessments are incorrect.
- Failing to take deductions such as for a charitable contribution because the credit card charges have not been paid until the following year.

Another faux pas? Well, hopefully in 2009 you DID NOT give away stocks you owned with a built-in loss to a charity or used it as

a gift to a relative. Instead, you should have first sold the investment to take advantage of the resulting capital loss to shelter your capital gains or income from other sources. You should then have donated the cash or given it to your relative. You could have also considered giving away appreciated investments to children or grandchildren who were in the 10% income tax bracket. The gain on the ultimate 2009 sale would have been taxed at 0% (yep, Abo said ZERO), provided the investment had been held for more than a year. Frankly, even if the stock had been held for less than a year, the recipient would still only have paid perhaps a 10% tax on the gain. Were you to keep the stock and sell it on your own, you would have probably paid 15% on the long-term gain (rather than perhaps 0%) while paying as much as 35% on short term gains. Getting the idea....perhaps this is a good time to even start considering 2010.

However, watch out for the "Kiddie Tax." Gains recognized by children under 19 (or dependent full-time students under 24) may be taxed at their parents' marginal rates. The "Kiddie Tax" will only apply if the child has in excess of \$1,900 of "unearned income" from capital gains, dividends, interest, and other investment income. It doesn't include income the child earned from a job or self-employment.

The combination of these mistakes plus a lack of proper tax planning caused these taxpayers to pay considerably more income taxes than was necessary. What's more, usually the extra tax far exceeded the cost of professional tax preparation. Without wishing to sound self-serving, unless you are highly conversant with the tax code, you'll usually come out way ahead with professional help.

NJSBA Trustee Update

So Little Time, So Many Choices

Continued from previous page

Branch to address our concerns. Since this was the first meeting between the Executive Branch and the secular community that anyone could remember, the ground rules were carefully explained. In order to have a frank exchange of ideas, it was emphasized that anything said by the Administration was on background (i.e. off the record). We were permitted to reveal what we said but not what was said in response.

We raised three issues: 1) the federal neutrality to the "religious exemption" embedded in child abuse statutes in many states; 2) the overt religiosity of some commanding military officers and the resulting discrimination against those subordinates who do not share that world view; and 3) the federal support of "Faith Based" organizations that discriminate in hiring and firing, and blatantly proselytize the public they serve without advising them of secular alternatives. A woman described how she almost died and went on to lose her leg because her parents chose prayer rather than afford her medical attention. This issue was addressed by a representative of the Department of Health and Human Services. The gentleman from the Department of Defense Office of Public Policy handled the military question. And the Civil Rights Division of the Justice Department dispatched a young man who, with the aid of his service dog, fielded the religious funding problem.

Of late, my wife and I have established a tradition of celebrating my birthday in February at Bally's Spa and having dinner at Dock's Restaurant in Atlantic City. We had long standing reservations for that next Friday. As it turns out, the weather caused the cancellation of all of the events that I was sorry to have missed. The NJSBA Board and the Finance and Operations Committee meetings have been rescheduled. I'll bet you can guess for when. That's right — that next Friday. So many choices, so little time.

11th Annual Bench-Bar Luncheon

April 30 • Members only

Continued from cover

In addition, the Association will honor Judges John T. McNeill, III, J.S.C. and William J. Cook, J.S.C. as the Association presents them with their official portraits that will hang in the Camden County Hall of Justice. The program will conclude with the student scholarship presentations.

Tickets are only \$45 per person, with advance reservations required. Tables of 8 or 10 are also available.

Refer to the Bench-Bar Luncheon insert in this month's Barrister for additional information and to make your reservation(s). Early registration is encouraged as previous luncheons have sold out quickly.

2010
Group Admission

Supreme Court
of the
United States

Monday, June 14, 2010

See inserts for details
and reservation form

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COMMITTEE.**

What Happens if You Die or Become Disabled?

Protecting your practice

By John Morelli

As attorneys, we rarely pay attention to our own affairs. We are so busy dealing with the problems of other people that we often neglect to properly plan for emergencies or disaster. Most attorneys have not considered how to protect their own practice and livelihood, while also protecting their client's interest, if they were faced with a disability.

When the unexpected arises, the last thing that you should have to worry about is what is happening back at the office. With some planning and thought, you can concentrate on getting your own health back together and facilitate a smooth continuation of your practice. Here are some things to consider and plan for in the event that an emergency arises that causes you to be absent from the office for an extended period of time.

I. Who will run the office? In a small practice, sometimes the answer is obvious.

There are partners or other shareholders in the firm who can take over. However, even the small firm should plan accordingly by developing a plan for disability or death. A properly drafted shareholder's agreement or partnership agreement should define disability and how long the remaining partners or shareholders will operate the practice for the disabled partner or shareholder. This should be done in conjunction with a disability insurance policy and the elimination period (period of time before the disability insurance starts to pay off) should coincide with the time that the disabled lawyer will be receiving benefits from the firm.

For the solo firm, this becomes a problem of particular importance. A solo practitioner should find and identify an attorney who will be able to come in to the firm and administer cases and clients during a period of disability. This should be someone who would come in to the practice either on a temporary basis, if needed, or to facilitate the transfer and closing of the practice if death were to occur. There should be an agreement or understanding with that attorney. A letter should be drafted to the clients whose cases would be affected and introducing the new attorney to those clients to alert them that there will be an absence and that someone will be taking over for a short or lengthy period of time.

II. Accounts receivable. For clients who are on an hourly fee basis, it is critical to make

sure that there is some form of accounting which can track bills and outstanding fees.

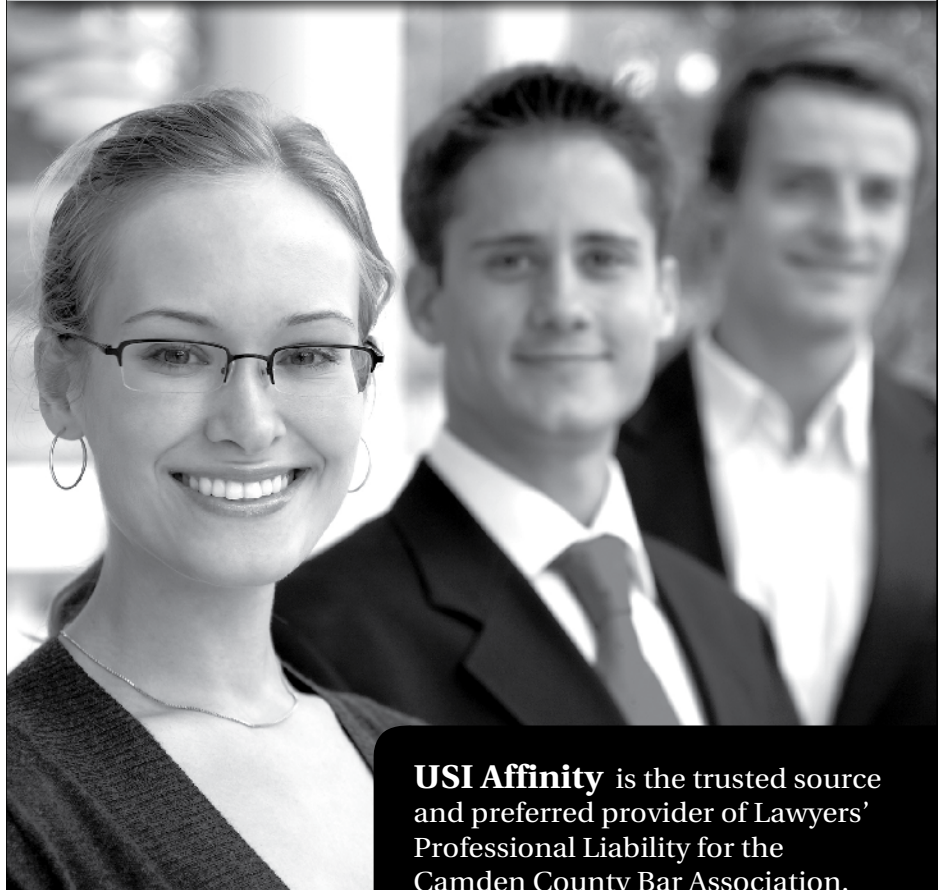
It should be readily available and in an understandable form so that a replacement attorney or the staff can follow up in your absence to collect these fees. While you

are not earning an income, old receivables should be a priority. In addition, bringing all bills and files that have not been billed up to date is critical. Those files where work was performed and not yet billed should be billed at once.

Continued on page 20

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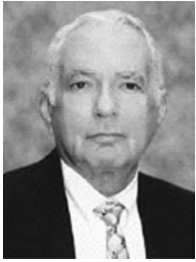
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"Listening to all the politicians babbling on about health care reminds me of my grandfather who always said 'don't watch your money; watch your health.' So one day while I was watching my health, someone stole my money. It was my grandfather."
 (Get it Barack?)
 - *The Usual Suspect*

by M. W. Pinsky

BRAVENEWWORLD: Dateline: Westmont. The following are dubbed "Murphy's and Pinsky's" computer laws:

1. Any given program, when running, is obsolete.
2. Any given program costs more and takes longer.
3. If a program is useful, it will have to be changed.
4. If a program is useless, it will have to be documented.
5. Any program will expand to fill available memory.

DAYS OF YORE: Dateline: Westmont. Major League Baseball Hall of Famer Satchel Paige once said "never look back, something

may be gaining on you." Notwithstanding old Satch's sage advice, the Suspect is preparing a short series of articles reminiscing about people, places and things linked to the practice of law in Camden County in 1965, the year of my admission to practice. Not to worry, the old Suspect will write only as an observer and witness and will not try your patience with dull and pointless personal experiences. Additionally, my entire life is subject to a sealing order (gag order) signed by a certain Superior Court Judge on motion by the Administrative Office of the Courts.

By way of a *tease* for these future articles, I present you with the following fun facts regarding 1965:

1. Richard J. Hughes was the Governor of New Jersey and the great Joseph Weintraub was Chief Justice of the Supreme Court.

"Most men think monogamy is something a dining room table is made of." (Get it Mary Ellen?)
 - *The Usual Suspect*
 Dedicated to my many lady fans

"Love. A temporary insanity curable by marriage."
 - *Ambrose Bierce*

2. The United States Senators from New Jersey were Clifford P. Case and Harrison A. Williams, Jr., both from North Jersey, as usual.
3. New Jersey had 15 members of the House of Representatives of which only two were from South Jersey. The great William T. Cahill, a Republican, represented the First District; Thomas C. McGrath, Jr., represented the Second District. Bill Cahill went on to become Governor of New Jersey and was the father of William T. Cahill, Jr., senior partner in the firm of Cahill, Wilensky, Rhodes and Joyce.
4. As usual, there was only one member of the New Jersey Supreme Court from South Jersey and that was Vincent S. Haneman of Atlantic City.

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Can Work-Life Balance Exist for Young Lawyers?



By Adam Gersh

Three years ago, when the legal job market was hotter than Shaun White, when associates had to stop taking calls from recruiters so they

could get their work done, and when salaries seemed to be rising like gas prices, every young lawyer I met talked about the work-life balance. Fast forward to the present and the concept of the work-life balance is like acid washed jeans; everyone remembers it was a thing, but no one talks about it. Now, lawyers are thankful to have work, whether it is balanced or not.

Did the work-life balance get knocked unconscious when it smacked into the cold hard reality that lawyers need to work to have a life? Are young lawyers afraid to talk about wanting to have a life outside the law firm when so many others are trying to get in? Is the idea that work and life can be balanced outdated? I am not sure which of these, if any, are responsible for the dearth of talk about a work-life balance, but I think it should not be forgotten.

Although it may be passé to talk about it, having a perspective on your work and your life is essential for young lawyers who want to succeed in this profession. That said, the idea that lawyers can always leave their careers at the office door is unrealistic and does a disservice to young lawyers. The new reality is much more complex and means that the balance between work and life must be more fluid. Yes, there are times when you have to shut out work, for example, the birth of a child. But there are other times when you have to accept that your life is going to be disrupted by work and try to make the best of it. Young lawyers can use their command of technology to perform their work more efficiently and in more locations, allowing them to have a life. This does not mean that work will not intrude on "personal" time, if there is such a thing, but, rather, that there are ways to benefit from having a symbiotic relationship between work and play.

An attorney at my firm recently described checking his voicemail from a ski slope in Colorado only to find out that a client urgently needed help with a new matter. The attorney did not see this as an intrusion into his "life," but instead eagerly called the client back from vacation. Predictably, the client was elated to know that his attorney cared enough to call while he was on vacation and was comforted to know that he was getting

the assistance he needed. By incorporating his work into his life, the attorney seized this opportunity to help this client and strengthen his relationship with this client. In the end, the attorney enjoyed the ski trip even more knowing that he had served his client well and that he would have a new matter when he returned.

We owe it to our clients, and to ourselves, to be fresh, creative, and prepared to handle every matter and task that comes in our doors. To do that, we have to take vacation, socialize with colleagues, and dedicate ourselves to the things that are most important in our lives.

At the same time, we have to find ways to serve our clients, when it is possible. Simply put, lawyers do not clock in and we do not clock out; but we can take our show on the road and earn a living while we are on vacation.

Like the lawyer on the ski slope, I recently handled a conference call from Florida, while I watched my sons play together on a playground. I did not resent that this conference call interrupted my vacation, rather, I felt privileged that I was able to serve my client's needs and, at the same time, enjoy my family. When the call was over, I was there and ready to relax.

Interestingly, even in its heyday, talk of the work-life balance was the realm of law firm associates. I know this is not because solo practitioners and partners are happy to forsake their personal lives for their careers. I think it is because these lawyers take responsibility for making time for their careers and for their lives. However, they do not necessarily draw a hard line between the two nor do they expect someone else to ensure that their work and life are balanced.

Ultimately, the modern reality is that a narrowly defined work-life balance is not a realistic goal for many lawyers. That does not mean that lawyers cannot live and work. Nor does it mean that there are not times when work will take a backseat. Other times, lawyers would be smarter to appreciate that they can incorporate their work into their lives. So, next time you are on the golf course and the phone rings, look around and be thankful you are not taking that call in the office.

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Association Adds Member Benefits

Continued from cover

bigger and stronger than ever,” Linda proclaimed. “A committee formed by President Rick DeMichele comprised of past and future Association leaders has developed a bold plan for growth built on adding membership benefits.”

Effective June 1, 2010, a one year pilot program will be instituted adding a host of new benefits dues paying Association members will enjoy. According to Executive Director Larry Pelletier, “We are confident the cost to the Association of providing these benefits will more than be made up by increased dues revenues. However, we necessarily have to reserve the right to alter course if the response is less than expected.”

As a result of negotiated alliances, including the generous support of many Partners In Progress, among the new benefits of belonging to the CCBA will be:

1. One day of free parking at the Camden County Courthouse (non-transferrable).
2. Up to two ½ price Phillies tickets at either of two CCBA days at Citizens Bank Park (9/6/10 vs. Florida Marlins or 10/27/10 vs. N.Y. Yankees).
3. One ½ price car rental (up to 7 days) at Jersey Jalopies (manual trans. only).
4. One free sky diving lesson at Lucky Chutes, followed by a free seminar (2 CLE credits) on “Orthopedics for Lawyers.”
5. One free facial at Marlton’s Face the Nation (for one faced members only).
6. A free, one hour career counseling session by a board certified psychiatrist (prescription costs extra).
7. One business office cleaning or personal makeover by Pennsauken’s Clean For A Day.
8. One Gold Star for recognizing an April Fools article when you see it.

While this lineup of “benefits” may be silly, your Bar Association is very serious about continuing its history of providing real value for your dues dollars, from the new look monthly periodical you are holding, to bargain priced seminars, a referral service, lunches and dinners with members of the judiciary and local, state and federal bar leaders, real career counseling for members in transition, and so much more. Association leaders are proud of the good the Camden County Bar Association and Foundation do for our members, our profession and the countless number of children, women and men in our community who benefit from our efforts. You should be proud as well, and need not be actively involved in programs to support the Association’s efforts through your membership.



HOLD THIS DATE!
Friday, June 18th

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During his sixteen (16) year tenure, he served as a Trial Judge, Assignment Judge and Presiding Judge in Burlington County. He has extensive trial experience in personal injury, medical malpractice, product liability, commercial litigation and insurance matters.

He is one of only a few individuals who has served in all three branches of state government, he was a state legislator in 1974, chief counsel to the governor in 1990 and then a trial judge, capping off his forty-three (43) years in the legal profession.

Judge Sweeney received The Distinguished citizen of the Year Award from The Boy Scouts of America in 2008. He is also a member of the Board of Trustees for Virtua Health System.

He received his B.A. degree from LaSalle University in 1963 and law degree from Seton Hall University School of Law in 1966.

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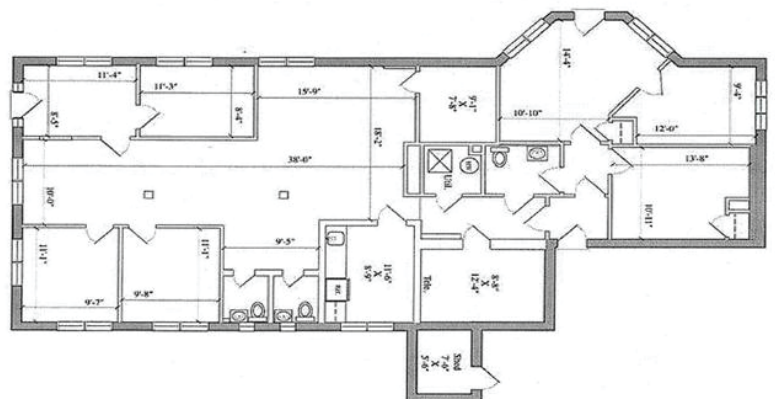
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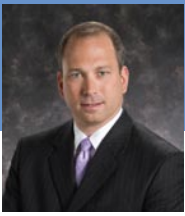
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PRESIDENT'S PERSPECTIVE

by Richard A. DeMichele, Jr.

Looking Forward to the April Showers

With all of the snow and rain we've had in the past seven weeks I'm hoping we only get a "little April shower." The good news is our May flowers will be really, really beautiful. I hope by the time that you read this article the worst of our weather situation will have passed. I know for several weeks this winter most of our members were focused on clearing sidewalks and plowing parking lots as opposed to practicing law.

Despite the bad weather, the Bar Association leadership and staff have been hard at work. We are applying for preferred provider status for New Jersey's Mandatory Continuing Legal Education (MCLE). This means that once we are granted the preferred status we will have a much shortened application process to be able to give MCLE credits for our CLE classes. Additionally, the Bar Association will provide annual statements to its members outlining the CLE classes that they have completed. This will be particularly important because New Jersey lawyers are now required to self report which CLE classes they have completed with the MCLE requirements.

The Winter Trifecta was the most obvious victim of the harsh weather. The Trifecta was converted to an Exakta, the Wine Tasting and Silent Auction, which was held on March 19th. Jim Hamilton out did himself this time with the wine selection. A great time was had by all. The best part about Jim's wine tasting is that you inevitably "discover" a new wine that you love. For me, this year was no different.

I am very pleased that new United States Attorney, Paul Fishman, will be with us for a joint welcoming reception. The Federal Bar, Rutgers Law School and Camden County Bar Association are holding a reception to welcome Mr. Fishman on Thursday, April 29th. I hope to see a strong showing from our Association at this event. Tickets are just \$40 and can be purchased by using the Reception flier in this month's Barrister inserts.

The annual Bench/Bar Luncheon is also scheduled for the end of this month. Please make sure that you come out to honor Judge McNeil and Judge Cook as we present their judicial portraits. Tickets are only \$45 and can be purchased by using the Bench/Bar flier in this month's Barrister inserts.

Congratulations to the following nominees for the Board of Trustees: Secretary; Jenifer Fowler, Trustees; Carol Cannerelli, Adam Gersh, Steve Polansky, Bill Tobolsky, Chris Bratton, Louis Guzzo, and Young Lawyer Trustee Michael V. Madden. These leaders were selected by our nominating committee to lead us into the future. We are in great hands!

Lastly, I would be remiss if I did not encourage everyone to mark their calendar's for Linda Eynon's installation dinner dance at Tavistock Country Club. Linda has been a tremendously supportive President-Elect and we have many great things to look forward to under her leadership. Her installation dinner dance is Saturday, May 22nd. I know Linda has put considerable amount of time, effort and planning into this event and it will be a great time for everybody that attends. I'm not out the door just yet, but I'm looking forward to handing the gavel to Linda and helping her carry on the great tradition of leadership that has preceded her.

VERDICTS IN THE COURT

Superior Court of New Jersey

VERDICT: No Cause (1/15/10)
 Judge: Robert G. Millenky, J.S.C.
 Plaintiff's Atty: Jason Sunkett, Esq.
 Defendant's Atty: Laurie Tilghman, Esq.
 L-1745-08 Jury

VERDICT: No Cause (1/26/10)
 Judge: Robert G. Millenky, J.S.C.
 Plaintiff's Atty: Fred Davis, Esq.
 Defendant's Atty: Kevin M. McKeon, Esq.
 L-758-08 Jury

VERDICT: No Cause (2/4/10)
 Judge: Louis R. Meloni, J.S.C.
 Plaintiff's Atty: Ed Malloy, Esq.
 Defendant's Attys: William Thenoux, Esq.,
 Domenic DeLaurentis, Esq.
 & Mary Kay Wysocki, Esq.
 L-10144-05 Jury

VERDICT: No Cause (1/28/10)
 Judge: Robert G. Millenky, J.S.C.
 Plaintiff's Atty: Marc Weinberg, Esq.
 Defendant's Atty: Michael Dorsey, Esq.
 L-4651-07 Jury

VERDICT: \$75,000.00 Damages
 to Plaintiff (2/4/10)
 Judge: Robert G. Millenky, J.S.C.
 Plaintiff's Atty: Michael Digenova, Esq.
 Defendant's Atty: Larry Kelly, Esq.
 L-4355-07 Bench

VERDICT: No Cause (2/4/10)
 Judge: Faustino Fernandez-Vina, J.S.C.
 Plaintiff's Atty: Michael Mignogna, Esq.
 Defendant's Atty: Rachael Haninczak, Esq.
 L-4371-07 Jury

VERDICT: No Cause (2/4/10)
 Judge: Michael J. Kassel, J.S.C.
 Plaintiff's Atty: Daniel Hessel, Esq.
 Defendant's Atty: Nicholas Lombardi, Esq.
 L-424-08 Jury

VERDICT: No Cause (2/4/10)
 Judge: Frederick J. Schuck, J.S.C.
 Plaintiff's Atty: A.J. Talone, Esq.
 Defendant's Atty: Charles Blumenstein, Esq.
 L-5776-07 Jury

VERDICT: No Cause (2/9/10)
 Judge: Faustino Fernandez-Vina, J.S.C.
 Plaintiff's Atty: John Klamo, Esq.
 Defendant's Atty: Lisa Green, Esq.
 L-2364-07 Jury

VERDICT: No Cause (2/9/10)
 Judge: Michael J. Kassel, J.S.C.
 Plaintiff's Atty: Michael Mignogna, Esq.
 Defendant's Atty: Anthony Castellani, Esq.
 L-6297-07 Jury

VERDICT: No Cause (2/22/10)
 Judge: Faustino Fernandez-Vina, J.S.C.
 Plaintiff's Atty: Moira Kahn, Esq.
 Defendant's Atty: Tracy Redmond, Esq.
 L-3865-07 Jury

VERDICT: No Cause (2/24/10)
 Judge: Faustino Fernandez-Vina, J.S.C.
 Plaintiff's Atty: Eric Lubin, Esq.
 Defendant's Atty: Lawrence Berger, Esq.
 L-5164-07 Jury

A Taste of Spring – Finally!

Friday, March 19, was a clear, warm evening as guests arrived in the Crystal Vanderbilt Room at the Mansion for the Foundation's Annual Wine Tasting & Silent Auction co-chaired by Linda Eynon and Andy Kushner. With 75 varieties of fine wine poured by wine aficionado Jim Hamilton, the guests mingled, ate and bid on an array of silent auction items. And, in case you're wondering, the Panasonic HD TV raffle winner was Roseanna Suriano. Congratulations, Roseanna!



(l-r) Andy Kushner, Linda Eynon & Partner in Progress Marty Abo



(l-r) Ryan Trabosh, Jim Hamilton, Judge Fox & Nick Trabosh



(l-r) Bruce & Donna Zamost, Paul Snyder



(l-r) Doug & Natalie Madanick, Jamison & Rachel Licausi, Christa & Adam Gersh



(l-r) Jim Herman, Brenda Eutsler, Lynn & Dennis Dougherty



(l-r) Joe McCormick, Linda Eynon, Bonnie Guistwhite, Cynthia Ruggerio



(l-r) Short Slurp?! Jim & Linda Hamilton, Mark Cairra



(l-r) Jim & Michelle Badolato, Kristen & Lee Perlman



(l-r) Mark Oddo & Judge Fox



(l-r) Fran & Judge Fratto



(l-r) Jerry Poslusny, Jen & Chris Fowler



(l-r) Marci & Matthew Jordan

WINE & FOOD

By Jim Hamilton

In the quest to find value among the thousands of readily available wines vying for your attention and dollars at area wine shops, it is tempting to focus on wines from such countries as Spain, Argentina, France and Italy. Certainly, quality wines at fair prices continue to be brought to us by importers who source, or collaborate in making, wines from these countries. Our reliance on quality minded distributors for value, and the perception held by many that U.S. wineries focus either on jug wines or premium priced wines from high cost varietals, may cause some to shy away from the aisles featuring domestic wines, particularly those from California.

As we have discussed in the past, a number of wine distributors have recognized the interest consumers have in buying affordable California wines, and have developed custom labels to produce wines crafted by winemakers represented in their distribution portfolios. Often, the identity of the "famous" winemaker is a rather coyly kept secret, which undoubtedly serves many purposes, including enhancing the marketability of the wines. Knowing how and where to source quality grapes at reasonable prices and paying someone to make the wines enables distributors to bring these wines to market at attractive prices. Among the distributor-developed wine labels found in our marketplace with which you may be familiar are Rock River, Wyatt and Johnson Family.

Certainly, there are California wineries that have been able to make their own wine to sell at "best buy" prices. Reliable producers of good value wines include Cartlidge and Browne, Marietta Cellars, Castle Rock and Bogle, to name but a few. Recently, I came across a new entry that aims a bit higher and hits the target if your definition of value allows you to pursue wines in that sometimes awkward \$10 to \$20 price range.

Broadside Wines is a fairly new operation begun by two established wine professionals in the Paso Robles region north of Santa Barbara. **2008 Broadside Wines Wild Ferment Chardonnay** may appeal to the increasing number of wine drinkers who find many of today's Chardonnays to be over-oaked. This winery's approach is to avoid the influence of oak and produce natural, artisanal wines. This wine is clean, with the focus on unadorned fruit. I came away similarly impressed with the **2007 Broadside Wines Margarita Vineyard Cabernet Sauvignon**. Again, this is not a wine pretending to be more serious than it is, all gussied up with toasted barrel influences that have the potential to obscure the fruit flavors of the wine. This has real Cabernet varietal characteristics, with some red currant and red cherry fruit built upon a subtly earthy foundation. It strikes me as an honest effort at a fair price.

Another place to look for value is to quality-minded producers who are joining what seems to be a trend of producing good, easy drinking wines in one liter bottles. I recently mentioned



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PPG-53279 (1/10)

Continued on next page

Marketing Matters

Connecting With Your Network: Useful Icebreakers to Help

By Kimberly Alford Rice



Aside from being a dreaded and forced activity for many lawyers and professionals, networking can be down right terrifying for those who struggle to figure out exactly the “right” thing to say to a new acquaintance.

There are many ice breaker techniques which may come in handy the next time you find yourself in a professional networking situation.

Lawyers and professionals often grapple with how to begin a conversation with folks who they do not know. What would they possibly have to chat about? Where do I begin? The question frequently is: how do I become a better conversationalist and keep a conversation going to cultivate a mutually beneficial relationship?

Outlined below is one technique I have used a number of times and which has been effective when I have entered a room full of people who I don't know.

Tennis, Anyone?

After introducing yourself, remember to ask your networking partner to answer these questions before moving forward. Whether you meet folks online, face to face, or over the phone, these questions can be very helpful.

1. What do you do?
2. How long have you done it?
3. What did you do previously?

No brainer, right? These questions can be very effective because the answers so often can lead to other questions. And, everyone has an answer. Notice that the questions are what is referred to as “open-ended” questions, for which there is no “yes” or “no” answer.

Using these questions is an effective way to compel another person to speak about

him/herself. It's your task to listen intently for signals and clues for asking follow-up questions which may enlighten you to a possible business “need” or other way you can parlay the encounter into a new business relationship.

Beginning with the premise that all people like to talk about themselves, make sure you listen intently. Use effective non-verbal communication behavior and lean in as they are speaking to you. This action demonstrates you are interested to learn what this person is saying.

Once you are comfortable with using ice breakers, your conversations will become like a tennis match...you bounce one ball over, your speaking partner bounces another one back...and so it goes. So often after the initial ice breaking period, the conversation will open up to broader more substantive topics and can be quite fun.

Continued on page 18

Wine & Food

Continued from previous page

one such producer, Austria's Ecker, who produces a nice, entry level Gruner Veltliner. Before Ecker's Gruner appeared in our market, another Austrian, Erich Berger, had been offering with great success one liter bottles of very nice Gruner Veltliner. Perhaps the acceptance by Americans of foreign value-priced wines in liter format has encouraged more vintners, for at a recent trade tasting, the number of liter bottles of easy to understand and afford wines had grown.

While I was not able to taste and take notes on most of these wines, I am confident given the producers, and importer, that they will merit consideration if you find them at your favorite wine shop. Liter bottles from Austrian producers include, in addition to Berger and Ecker, **2009 Hofer Gruner Veltliner**, **2008 Schwarzböck Gruner Veltliner** and **2008 Setzer Gruner Veltliner**.

Perhaps sensing an opportunity to make further inroads into the American market, a number of German producers also are offering entry level wines in liter bottles. **2008 Reuscher-Haart Piesporter Riesling** offers some nice, ripe fruit in a simply, fleshy style. While it may not equal the quality of their more famous single vineyard Goldtröpfchen Rieslings, the price should more than compensate. A winery I previously highlighted as having future star potential, Weingut Jakob Schneider, also offers a larger format introduction to their winery, the **2008 Schneider Riesling Kabinett**. While the label does not tell us where the grapes were sourced, we do know the varietal (Riesling) and that it is a Kabinett, the first and usually driest level of premium German wines. A producer whose wines always seem to offer superb quality/price rapport, Darting, also has a liter

bottle in their lineup. **2008 Darting Dürkheimer Nonnengarten Riesling Kabinett** offers the more rare, site-specific wine in this larger format, giving us the label details that long have been the virtue or albatross of German wines, depending upon whether you have an appreciation or disdain for this precision.

Another producer who has earned a reputation for fairly priced German wines, Kruger-Rumpf, offers in liter bottle the **2008 Kruger-Rumpf Riesling**. While the single vineyard 2008 Kruger-Rumpf wines I tasted were good, they were not outstanding. Still, I would think their big bottle entry will offer nice, simple, quaffable fruit flavors. While I was not taken with the 1 liter red Weingut Herbert Messmer made from the Pinot Noir grape, Messmer (which uses the eszett, or old fashioned “ß,” to convey the double “s” on the label) has made a nice, crisp **2008 Meßmer Riesling**.

If you are not a fan of German Rieslings because the ones you have tried are too sweet for your taste, you may want to try a “half-dry” version, noted on the label as “halbtrocken” (halb is half and trocken means dry). Theo Minges is a good producer who offers the **2008 Minges Riesling Halbtrocken** in liter format. Now, if you truly do not enjoy noticeable residual sugar in your Rieslings but appreciate dry versions, Weingut Spreitzer offers **2008 Spreitzer Riesling Trocken** in a liter bottle.

While more is not necessarily better, many people seem to find that bottles larger than the standard 750 ml. work well when dining out or entertaining guests, and wines such as these, while not “serious,” may be nice alternatives to the large bottles of mass produced wine many buy for those occasions.

The Usual Suspects

Continued from page 8

5. There was a total of four Superior Court Judges assigned to Camden County. In the Law Division, there was W. Orville Shalick, Assignment Judge and the irrepressible Gene R. Mariano, father of Jack Mariano (John B.), who also became a noted Superior Court Judge in Camden County. In the Chancery Division was John B. Wick, who served Burlington, Camden, Cumberland, Salem, Gloucester, Atlantic and Cape May Counties. Judge Wick sat at Camden.
In the Matrimonial Division, we had the unique William R.J. Burton, who served Burlington, Camden, Gloucester, Cumberland and Salem Counties and sat at Camden and Bridgeton.
6. Camden has four County Court Judges, Anthony C. Mitchell, William A. Pasco, R. Cooper Brown and Louis L. Goldman. County Court had basically the same jurisdiction as Superior Court but was paid less and had less prestige.
7. District Court was a Court of limited jurisdiction handling probate and small civil matters. It had no criminal jurisdiction whatsoever. Camden had two District Court Judges namely Charles A. Rizzi and William E. Peal. Judge Rizzi eventually became Camden County Assignment Judge after the merger.
8. Every District Court Judge wanted, at least, to be a County Court Judge. Every County Court Judge wanted to be a Superior Court Judge. Eventually, all three branches were incorporated into the Superior Court leaving us with our present system. Until the merger took place, the hierarchy created something like an Indian caste system among the judiciary and fostered a great deal of jealousy and bad feelings which often extended to the Judges' spouses.
9. There were no women Judges in Camden County in 1965 and had never been any. I believe the Honorable Mary Ellen Talbot became the first.
10. There was a total of two Federal Judges for all of South Jersey. The Chief Judge for the U.S. District Court for the District of New Jersey was the irascible but lovable Thomas M. Madden, who sat in Camden. Additionally, Mitchell H. Cohen, former Camden County Prosecutor, also presided in Camden. Judge Madden's progeny includes James J. Madden, John Paul Madden, Matthew P. Madden, Michael P. Madden and Michael V. Madden, who practice as Madden and Madden, P.A., on Kings Highway in Haddonfield. (I hope I didn't miss any Maddens. They keep popping up like Smurfs.)
11. New Jersey had a total of only 18 U.S. Attorneys. Assigned to the Camden office were Lee B. Laskin and Robert Page, both of whom eventually became Superior Court Judges. Only Mark D. Litowitz was assigned to Trenton.
12. There was a total of four County Prosecutors. Norman Heine, who went on to become a Superior Court Judge, was the Prosecutor and was assisted by James G. Aiken, S.M. Gretzkowski, Jr., and Anthony M. Bezich. Only Prosecutor Heine and Aiken were fulltime employees.
13. There was no Public Defender. Every member of the Bar received pro bono assignments to defend criminal defendants. Total ignorance of constitutional and criminal law did not get one excused.

14. There was no County Courthouse or Hall of Justice. All Courts were located at Camden City Hall on the third, fourth or fifth floors. Smoking was permitted almost everywhere including, depending upon the Judges, in many courtrooms. It was not unusual to find ashtrays at counsel table.

15. The County Jail was on the 6th floor of City Hall except for a women's section which was located in an old Camden Catholic school building across the street from where McDonald's is now situated on Federal Street. Security consisted of a lock on the front door which was opened by a guard when you knocked. The ladies lived upstairs and would walk down and greet you in a sort of sitting room.

In the fullness of time, I will add flesh to the barebones noted above. I will weave tales that, hopefully, will both fascinate and appall. I will tell stories that will bring a tear to the eye, a smile to the lips, and, in some cases, a chill to the bone.

Fellow geezers who happen upon this column are solicited and encouraged to contact the Suspect with their own unique memories of times passed. Please feel free to respond by telephone, email, fax or even in person.

SOULS FOR SALE: A majority of the United States Supreme Court, in deciding *Citizens United v. Federal Election Commission*, decided that corporations have the same First Amendment rights as natural individuals including the right to spend unlimited money on behalf of political candidates.

Technically, under the law, both a natural individual and a corporate or other business entity are "persons," subject to certain of the rights and privileges of persons as well as their obligations.

Continued on next page

NEW!

2010 New Jersey Employment Law

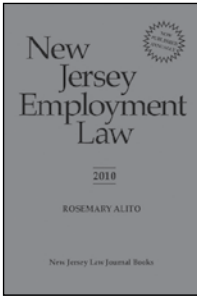

by Rosemary Alito

The New Jersey Law Journal is pleased to announce the December 31, 2009 release of a new edition of *New Jersey Employment Law*, by Rosemary Alito. Now issued as an annual paperback, *2010 New Jersey Employment Law* has been completely rewritten, revised and updated. This new annual paperback gives readers current information in the easiest possible format. No more complicated stand-alone updates! Cross referenced and heavily indexed, Alito's book continues to be the authority in this area of practice.

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The Usual Suspects

Continued from page 16

Thus, in considering First Amendment rights, five members of the Supreme Court (you know who) refused to distinguish between the rights of the natural individual and those of an artificial entity designed primarily to protect investors from personal liability.

In the area of self-incrimination, the Supreme Court reached a different conclusion in deciding that the privilege against self-incrimination was only designed to protect against abuses to the individual's person as well as personal dignity. *Murphy v. Waterfront Commission of New York Harbor*, 378 U.S. 52, 55 (1964). Earlier, in *United States v. White*, 322 U.S. 694 (1944), the high Court held that the Fifth Amendment was only available to "natural persons."

The ambiguity of the United States Supreme Court, or at least the majority thereof, as to First and Fifth Amendment rights would seem to now leave the entire United States Constitution in play. For example, if a natural person is not required, why can't a corporation run for public office? Microsoft was born or "formed" in the United States and is more than four years old. It is, legally speaking, a "person." Why not a President Microsoft? Why not a Vice President United Auto Workers?

Of course, this is all hypothetical. What is not hypothetical is that millions and millions and millions of dollars will be spent

by corporations and unions in the upcoming off-year elections. Some of the corporate contributions can even be anonymous as the Supreme Court decision permits corporations to donate money to non-profit groups that place advocacy advertisements. Corporations and unions will be permitted to donate anonymously to non-profit civil leagues and trade associations which groups can then use the money to finance political advertisements. The non-profits are not required to reveal their donors. There is nothing in the decision that would prevent an American corporation whose Board of Directors consists of over 50% of non-citizens from backing specific causes and political candidates.

Fortunately, our politicians and government officials are far too honest and moral to mortgage their souls to big corporations or unions in return for their multimillion dollar backing. Experience has taught us that our politicians always put the best interests of the country and its citizens above their personal ambitions and greed.

EERIE: Dateline: Camden. Has anyone else noticed that dashing Assistant Prosecutor Irish Chris St. John is the spitting image of far-right Fox News superstar Irish Sean Hannity? It is downright disconcerting. Of course, Chris is no where near as far to the right as Sean and is much better looking.

Threats, curses, maledictions and assorted evil spells should be sent to our e-mail address of mike@mwpinsky.com. The identity of lunatics, crazies and village idiots will be zealously protected.



The Thomas S. Forkin Family Law American Inn of Court is proud to announce that it received a Community Service Award from the Camden Comprehensive Center for Fathers (CCCCF) and Genesis Economic Self-Sufficiency Program, Inc. on March 25, at their first annual Fund-Raiser celebrating "Strong Fathers, Strong Families." The celebration was held at the Camden County Boathouse. The **Hon. Marie E. Lihotz, J.A.D.**, President of the Forkin Inn and **Bruce P. Matez, Esq.**, Chair of the Pro Bono Project, both of whom were instrumental in the inception of the Inn's pro bono project, accepted the award on behalf of the Inn, along with other members of the Inn's Executive Committee and attorneys participating in the project.

Archer & Greiner, P.C., in Haddonfield, is pleased to announce that one of its partners, **Robert T. Egan**, has been appointed to the Medford Township Recreation Advisory Board. A Medford resident since 1987, Mr. Egan has long been active in youth sports in the township in several on- and off-field capacities.

Capehart Scatchard is pleased to announce that **Yasmeen S. Khaleel, Esq.** has been elevated to Shareholder, effective March 1, 2010. Ms. Khaleel concentrates her practice in the areas of estate planning, estate and trust administration, business succession planning, transactional and tax planning.

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Matrimonial Law attorneys **Robert Adinolfi, Esq.** and **Ronald Lieberman, Esq.** of Adinolfi & Goldstein, PA in Haddonfield, have successfully completed the requirements for certification in matrimonial law as set forth by the Supreme Court of New Jersey's Board on Attorney Certification.

Mr. Adinolfi has devoted his career to family law and its related practice areas and has extensive experience in all aspects of family law including marital dissolution, appeals, civil unions, prenuptial agreements and tax issues. He has served as lead counsel on significant cases establishing legal precedents in the New Jersey courts, including the Aronow engagement ring case in 1987.

Mr. Lieberman concentrates his practice in matrimonial and family law – divorce, equitable distribution, tax matters, prenuptial agreements, child custody, alimony and domestic violence. Mr. Lieberman also sits on the CCBA Board of Trustees.

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Open Enrollment Begins for 2010-2011 Lawyer Referral Service Panel

Enrollment is now open for the Association's popular Lawyer Referral Service (LRS) for the coming year. Panel membership is open to any lawyer who meets the necessary qualifications. The new LRS Panel will begin on June 1, and will continue through May 31, 2011. *Members serving on the current panel must re-enroll for the new LRS year.*

Each year, the LRS makes more than 5,000 referrals for callers with legal problems who are able to afford a private attorney to LRS Panel members, many of them fee generating cases. You can be a part of this growing venture that helps expand your client base through

pre-qualified referrals for the cost of a good dinner at one of the area's fine restaurants. This is the only Lawyer Referral Service sponsored and operated by the Camden County Bar Association, and provides a terrific community service for individuals requiring legal services.

The annual registration fee remains only \$75 for those admitted to the New Jersey Bar for up to five years or \$150 for those admitted six years or more, and \$250 for attorneys who are not CCBA members. Please note that LRS panel members are subject to a fee sharing arrangement whereby attorneys are required to remit 10% of fees in excess of \$500 for all matters received from the LRS back to the

Association. The fee applies to any referral received from the LRS and is payable when the participating attorney receives payment for services rendered.

A completed application, together with the appropriate enrollment fee and required original certificate of malpractice insurance coverage, must be returned to the Bar Association before any referrals can be made.

Applications may be downloaded from the Association's website, camdencountybar.org, or by calling Denise Whybark at Bar Headquarters at 856.482.0620. Questions about the LRS? Contact Denise by phone or via e-mail at dkw@camdencountybar.org.

Marketing Matters

Continued from page 15

No Comment, Ma'am

Another icebreaker technique to consider in addition to asking thought-provoking open-ended questions which lead to more and deeper exchange is effectively using comments. There are four basic types of comments that usually produce more information to discuss.

- **Expanding:** "Tell me more; it sounds as if you had a great time."
- **Self-revealing:** "I know what you mean. I was in a similar situation last year."
- **Comparing:** "That sounds similar to..."
- **Clarifying:** "What exactly did he do?"

Try these out at your next networking event and see how much easier making conversation can become.

Inquiring Minds Must Know

Not sure how to start a conversation? Think of your conversation-starter as a friendly, informal interview. "So, what brings you here this evening?" is fine. Keep your focus on your conversation partner and additional questions should come to mind. "Are you originally from here?" If the answer is no, you just found a whole new line of questioning and learning possibilities.

Even if you begin with "what do you do?" you can actually spend considerable time learning about your acquaintance's work background, life story, favorite interests

outside of work, favorite places to travel, and so on. If a conversational spark develops, you need to be paying attention so you can follow it wherever it leads.

Asking questions about a person and his/her interests is a great way to learn new things and to build rapport. If you don't know a thing about fly fishing, don't be afraid to ask 'stupid' questions of the sportsman standing next to you at the cocktail bar. Most people are usually more than happy to share.

Asking questions of new acquaintances is an effective way to get to know them. "I'm afraid I don't know a thing about [your profession] — can you tell me how it works?" is a great all-purpose question when you are out of your depth.

Be open to raising non-business topics as well. Have fun with it. Look for signs or clues to what may interest your speaking partner. For example, notice what he or she is wearing. If a woman is wearing an attractive pin, comment, "oh what a lovely pin you have on." This may open the door for this woman to describe how she won the jewelry piece in a raffle for her favorite charity. If you continue asking interesting, open-ended questions, by the end of the evening, you could learn that her husband is the senior counsel for a large company in your area and the charity event is their top community support activity.

The point here is, one can not predict how doors will open and business opportunities will develop if you are not practicing the art of effective networking.

Advertise in the 2010 Dinner Dance Program Book

Continued from cover

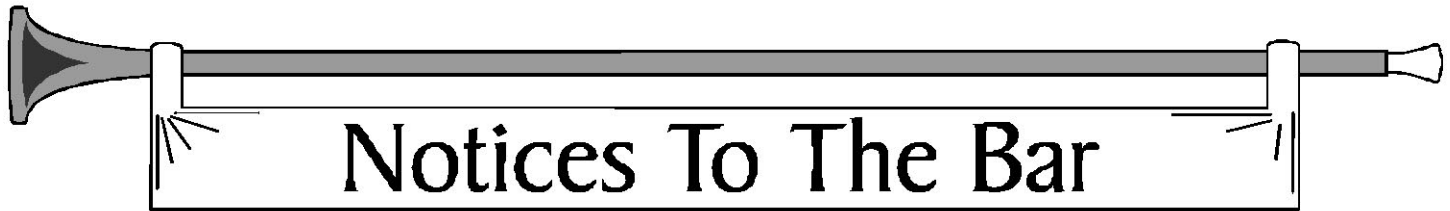
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Proceeds from the Dinner Dance and Adbook support the Bar Foundation's many community service programs and projects that improve the quality of life for local residents, such as the Backpack Patrol to provide basic school supplies for Camden elementary school students, parties and picnics for disadvantaged kids, and to provide scholarship awards to deserving high school and college students.

Reserve a display ad for your firm or place your own personal display ad. To be included in this year's book, use the Adbook Flier in this month's inserts. To be included, your ad must be received by Bar Headquarters no later than WEDNESDAY, MAY 5.

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Notices To The Bar

Bankruptcy Practitioners Needed

South Jersey Legal Services, Inc. (SJLS) serves the legal needs of the poor and indigent in Atlantic, Burlington, Camden, Cape May, Cumberland, Gloucester and Salem counties and provides free legal services in some civil cases to clients whose income and assets are within established limits. The need for pro bono volunteers has increased due to the current state of the economy and the drastic funding cuts to legal services organizations around the country. Specifically, we currently have a great need for bankruptcy practitioners to take cases on a pro bono basis for individuals seeking Chapter 7 bankruptcy assistance.

We refer bankruptcy cases in two ways (1) through our joint program with the bankruptcy bench/bar and Rutgers Law School – Camden (the Pro Bono Bankruptcy Project) where attorneys work with law students to help our clients file for Chapter 7 and (2) through individual referrals directly through SJLS, outside of the Bankruptcy Project. To give you an idea of the need, applicants are currently waiting approximately five months to get assigned an attorney. SJLS works with the clients prior to making any referral to get much of the necessary document gathering done before the file is referred.

Benefits of taking a case for pro bono representation include the following: malpractice insurance provided by SJLS for the duration of the case; confidence that your time and efforts go to a deserving, low-income client; time towards satisfaction of your annual Madden requirement; the knowledge that you have made a difference in the life of a Camden county resident.

If you or your firm would like to volunteer, please contact Michelle T. Williams, Esquire, Director of Pro Bono Services at SJLS, at (856) 964-2010 ext. 6229 or mtwilliams@lsnj.org. Please keep in mind that taking even one case would be of great assistance to us and to our clients.

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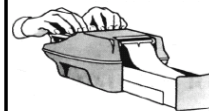
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What Happens if You Die or Become Disabled?

Continued from page 7

In contingency fee cases, it is critical that an inventory be made of all these cases, particularly to see whether there are any upcoming statutes of limitation which are set to expire. A separate statute file or spreadsheet showing statute of limitations should be maintained so that a replacement attorney can easily see if there are any upcoming problems and whether cases have to be referred out or placed into suit immediately. An inventory as to the status of each claim should be maintained, particularly for those cases which may be on the trial list. Each client should have a client ledger card (on computer program) where costs expended on each case can be ascertained.

III. Extended leave. When discussing how you wish to have your practice managed with someone who has agreed to administer your cases and your clients, you should develop a plan of action and provide that to the substitute attorney. If you are choosing another solo attorney to manage your practice, keep in mind that the substitute attorney may only be able to do so on a temporary basis. He or she may not be able to absorb your entire practice into an already existing one. Authority should be granted to the substituted attorney to make decisions as to whether or not to refer out cases to other firms, to retain and work on cases and to make other decisions that effect these cases. You can provide the substitute attorney with a list of possible attorneys to whom you want your cases referred if the disability turns into an extended period of time.

Paying for all these services is also important. How will you pay the attorney who comes in and manages the practice for period of time? An arrangement can

be made to pay over a certain portion of the receivables to the substitute attorney to manage the practice or contingency fee cases could be divided depending on the extent of the work that has to be performed by the substitute attorney. The way to insure that this is done smoothly and to make sure that it can be effective is to create a Power of Attorney to allow the new attorney to effectively run the entire practice.

Remember that you cannot have a relative such as a wife or husband come in to run a law practice if that relative is not an attorney. Someone who is a member of the bar must be empowered to sign the attorney trust account. A carefully drafted Power of Attorney that gives the substitute attorney the right to run the firm, deal with clients and operate the attorney trust account is necessary.

In the event that you never return to the practice or that death occurs, the provisions of your Will should provide for the Executor to retain the services of an attorney to wind up the affairs of the firm. It would be wise if the person designated to run the firm and administer cases during disability is the same person designated in your Will for the Executor to utilize in winding up the affairs of the firm.

IV. Deal with the staff. An extended disability may result in some of your staff having to be let go. Your plan should include reviews of your current staff and details as to which of these staff would be essential employees which should be paid out of any cash flow generated by the substituted attorney and which employees could be temporarily or permanently eliminated. While these are very hard decisions to make, you must give all the assistance that you can to your temporary substitute. Even in death, it may be necessary to keep on a key employee of the firm so that the affairs of the firm can be finalized.

You should also have a prepared statement, in addition to a letter which should be sent to your clients, that the staff can give to clients so that they do not become alarmed and leave your practice in the event of a short term disability. If the staff clearly tells your clients that you have planned for this emergency, that you have made arrangements for someone to monitor the practice and their cases, most of your clients can be retained. If the clients sense that there is no plan and that their case is simply drifting along, they will leave your firm for someone who can protect them.

V. A note on recovering and getting back into the office. While we all want to get back into the office as soon as possible, if you have planned appropriately, have faith in that plan. Resist the temptation to rush back in too early or try to take on too much while you are recovering. Trust in the fact that you have made the arrangements and that the arrangements are in place to work effectively. Because you have made these arrangements, you can then recover with peace of mind.

Obviously you will worry about what is happening back at the office, but that worry will not help your recovery. Whatever it was that took you away from the office has to be dealt with so that you can function effectively as an attorney.

VI. What happens if you don't plan. Failure to plan for these situations can result in the appointment of someone who you are unfamiliar with or whom you may not agree with in running your practice. Under Rule 1:20-19(a)(1) in the case of death or disability of a lawyer, the Assignment Judge in the vicinage in which the attorney maintained a practice, may appoint an attorney-trustee. That attorney would be entitled to fees and to run the practice during your absence. While an attorney-trustee has a fiduciary duty to you and your practice, if the Assignment Judge has appointed such a person, they will

Continued on page 23

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THURSDAY, APRIL 22, 2010

8:00 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall President's Address & Welcome NJAJ Membership Meeting & Elections How to Spot a Third Party Claim in an Auto Accident Case C. Gibson Vance, Esq. - Montgomery, AL
9:00 am - 10:00 am	Psychology of Jury Selection Amy Singer, Ph.D., Trial Consultants, Inc. - Gainesville, FL Coffee Break - Exhibit Hall
10:00 am - 10:45 am	Jury Selection: Blending New & Proven Techniques Ira H. Leefeld, Esq. - Miami, FL
10:45 am - 11:00 am	The Importance of Listening So You Don't Have to Swim Against the Tsunami David R. Bossart, J.D. - Fargo, ND
11:00 am - 11:30 am	Edward H. Lazarus - Chevy Chase, MD Luncheon - Exhibit Hall
11:30 am - 12:00 pm	Bias Busting with Psych Texting: Constructing the Nexus to the Juror's Life Experience Hassan Fancy, Fancy Barristers, P.C. - Mississauga, Ontario
12:00 pm - 1:00 pm	The Year in Torts in New Jersey / The Top Ten Moderator: Kenneth G. Andres, Jr., Esq. - Haddonfield, NJ New Jersey State Senator Nicholas P. Scutari - Chair of the Senate Judiciary Committee
1:00 pm - 1:45 pm	Thomas M. Comer, Esq. - Freehold, NJ Michael G. Donahue, III, Esq. - Princeton, NJ Michael A. Galpern, Esq. - Cherry Hill, NJ Tommie Ann Gibney, Esq. - Haddonfield, NJ Joseph C. Grassi, Esq. - Wildwood, NJ
1:45 pm - 2:30 pm	Coffee Break - Exhibit Hall The Year in Torts in New Jersey / The Top Ten Moderator: Kenneth G. Andres, Jr., Esq. - Haddonfield, NJ Eric G. Kahn, Esq. - Springfield, NJ Scott G. Leonard, Esq. - Morristown, NJ Francisco J. Rodriguez, Esq. - Englewood Cliffs, NJ Daniel E. Rosner, Esq. - Vineland, NJ Garry R. Salomon, Esq. - Teaneck, NJ
2:30 pm - 2:45 pm	Topic to be Determined David A. Wenner, M.S.W., J.D. - Phoenix, AZ
2:45 pm - 4:00 pm	What Focus Groups Really Think of Your Evidence Carrie Frank, J.D., M.S.S.W. - Boulder, CO Wine and Cheese Reception - Exhibit Hall 2nd Annual Texas Hold'em Tournament New Lawyers Section Party
4:00 pm - 4:30 pm	FRIDAY, APRIL 23, 2010 Continental Breakfast & Registration - Exhibit Hall "Top Ten in America" - Moderator: Thomas J. Vesper, Esq.
4:30 pm - 5:00 pm	The Role of Forensic Epidemiology in Personal Injury Litigation Michael D. Freeman, Ph.D., M.P.H., D.C. - Salem, OR
5:00 pm - 6:30 pm	How Radiologists Misrepresent the Truth Dorothy C. Sims, Esq. & Dr. Oregon Hunter - Ocala, FL
6:30 pm - 8:00 pm	The No Excuses Truth to Understanding Juries: He's Just Not That into You Richard S. Binko, Esq. - Cheektowaga, NY
8:00 pm - 10:00 pm	"In the Beginning Was the Word..." James F. Wilkerson, Esq. - Uniondale, NY Mock Trials: Mock to Use Them & How Much to Rely on Them Stewart Elsenberg, Esq. - Philadelphia, PA
7:30 am - 9:00 am	Jurors Are People, Too Kevin R. Marciano, Esq. - Media, PA
9:00 am - 9:20 am	Social Networking: Reap the Benefits, Avoid the Hazards Robert K. Jenner, Esq. - Baltimore, MD
9:20 am - 9:40 am	Coffee Break - Exhibit Hall There's No Place Like Home: Getting to Know Your Client Shakuntla L. Ghayya, Esq. - Wilmington, DE
9:40 am - 9:55 am	Who's Watching Whom? It's All About Presentation Judith A. Hull, Esq. - London, ON
9:55 am - 10:10 am	Focus Groups: The Key to Great Demonstrative Evidence Carrie Frank, J.D., M.S.S.W. - Boulder, CO
10:10 am - 10:25 am	Juror Note Taking James Beasley, Jr., Esq. - Philadelphia, PA
10:25 am - 10:45 am	Luncheon - Exhibit Hall Skywalker Becomes Vader: A Former Trial Lawyer's View from the Bench Hon. Marcus Z. Shar - Baltimore, MD
10:45 am - 11:00 am	Coffee Break PANEL DISCUSSION - (Legal Nurse Consultants): Effective Strategies for Presenting Damages Med League Support Services - Patricia Iyer, RN
11:00 am - 11:15 am	Use of Medical Records JCC Medical Legal Consulting - Jennifer Graney, RN, BSN, CLNC
11:15 am - 11:35 am	Pain & Suffering: Making the Invisible Visible Mindy Cohen & Associates - Mindy Cohen RN, MSN, LNCC
11:35 am - 11:55 am	Connecting to the Jury in Medical Malpractice Actions Second Opinion - Howard Weiss
11:55 am - 12:15 pm	LNCC Testimony in an Auto Accident Case Medi-Law Solutions - Jane Barone, BS, RN, LNCC
12:15 pm - 12:35 pm	Medical Cost Projections & Life Care Planning Alliance Medical Legal Consulting - Varsha A. Desai, BSN, RN, CLNC, CNLCP
12:35 pm - 1:30 pm	Exposing Dishonest DME's Dorothy C. Sims, Esq. & Dr. Oregon Hunter - Ocala, FL
1:30 pm - 2:30 pm	
2:30 pm - 2:45 pm	
2:45 pm - 3:15 pm	

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Rubin M. Sinins, Esq., Newark, NJ
Gregg A. Wisotsky, Esq., Parsippany, NJ

THURSDAY, APRIL 22, 2010

8:00 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall President's Address & Welcome NJAJ Membership Meeting & Elections Cross Examining Expert Witnesses Robert Casale, Esq. - Branford, CT
9:00 am - 9:30 am	Coffee Break - Exhibit Hall Disclosure of Brady Favorable Information: What You Need to Know About New Developments Jack Zimmerman, Esq. - Houston, TX
9:30 am - 10:45 am	The Silent Witness: Using Forensic Evidence To Determine the Manner and Cause of Death Cyril H. Wecht, MD, JD - Pittsburgh, PA
10:45 am - 11:00 am	Luncheon - Exhibit Hall Professional Dilemmas Justice Barry T. Albin, Supreme Court of New Jersey
11:00 am - 11:45 am	Persuasive Communication for Criminal Trial Attorneys Eric Oliver - Canton, MI
11:45 am - 12:30 pm	Coffee Break - Exhibit Hall Persuasive Communication for Criminal Trial Attorneys (cont'd) Eric Oliver - Canton, MI
12:30 pm - 1:30 pm	Federal Corruption Cases Henry E. Klingeman, Esq. - Newark, NJ
1:30 pm - 2:15 pm	Wine and Cheese Reception - Exhibit Hall 2nd Annual Texas Hold'em Tournament New Lawyers Section Party
2:15 pm - 3:00 pm	FRIDAY, APRIL 23, 2010 Continental Breakfast & Registration - Exhibit Hall Psychological Evaluations of Sex Offenders Phillip H. Witt, Ph.D., A.B.P.P. - Somerville, NJ
3:00 pm - 3:15 pm	Do's & Don'ts of Cross Examination Rubin M. Sinins, Esq. - Newark, NJ
3:15 pm - 4:15 pm	Coffee Break - Exhibit Hall One Man's Experience in Handling the High Profile Defense Case: The Fort Dix Case Rocco C. Cipparone, Jr., Esq. - Haddon Heights, NJ
4:15 pm - 5:00 pm	Update on Criminal Motions Richard S. Lehrlich, Esq. - Cranford, NJ
5:00 pm - 6:30 pm	Luncheon - Exhibit Hall Criminal Appeals Hon. Harvey Weissbard (ret.) - Newark, NJ
6:30 pm - 7:30 am	Immigration consequences of Criminal Convictions Audrey L. Allen, Esq. - West Conshohocken, PA
7:30 am - 9:00 am	
9:00 am - 9:45 am	
9:45 am - 10:30 am	
10:30 am - 10:45 am	
10:45 am - 11:45 am	
11:45 am - 12:30 pm	
12:30 pm - 1:30 pm	
1:30 pm - 2:15 pm	
2:15 pm - 3:00 pm	

WORKERS' COMPENSATION

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Ricky E. Bagolie, Esq., Jersey City, NJ
Steven H. Cohen, Esq., Teaneck, NJ
Davis, Saperstein & Salomon
Jeffrey S. Monaghan, Esq., Princeton, NJ
Pellettieri, Rabstein & Altman
FRIDAY, APRIL 23, 2010
Continental Breakfast & Registration - Exhibit Hall
State of Division
Hon. Peter J. Calderone, Director and Chief Judge of the New Jersey Division of Workers' Compensation - Trenton, NJ
Private Plan Disability Benefits: What You Need to Know & How They Affect a Workers' Compensation Claim
Bonny C. Rafel, Esq. - Livingston, NJ
Coffee Break - Exhibit Hall
Proving an Occupational Pulmonary Claim in Light of Current Case Law
Alan T. Friedman, Esq. - Jersey City, NJ
Dual Jurisdiction Issues - New York, Pennsylvania, New Jersey:
Which State Should Your Client be Filing a Workers' Compensation Claim
William Bendon, Esq. - Holmes, PA
Peter Tipograph, Esq. - New York, NY
Luncheon - Exhibit Hall
Current Issues Affecting Workers' Compensation:
A Judicial Perspective
Hon. Audrey Kernan, Supervising Judge of Compensation - Camden, NJ
Shoulder Anatomy & Proving Permanent Disability
Cary Skolnick, MD - Freehold, NJ
Coffee Break
Discovery Practice in Workers' Compensation:
How Much is Too Much? Combating Abusive Prior Medical History
Requests & Other Improper Discovery
Alan Schwalbe, Esq. - Cherry Hill, NJ

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Thursday - I will primarily attend:

<input type="checkbox"/> Criminal Injury 2010	<input type="checkbox"/> Criminal Law	<input type="checkbox"/> Matrimonial Law	<input type="checkbox"/> Employment Law	<input type="checkbox"/> Women Litigators' Luncheon	<input type="checkbox"/> Debunking Junk Science
<input type="checkbox"/> Nursing Home Litigation	<input type="checkbox"/> Ethics	<input type="checkbox"/> Technology	<input type="checkbox"/> Support Staff Personal Injury Law	<input type="checkbox"/> Alien Jurors	

Friday - I will primarily attend:

<input type="checkbox"/> Personal Injury 2010	<input type="checkbox"/> Criminal Law	<input type="checkbox"/> Matrimonial Law	<input type="checkbox"/> Employment Law	<input type="checkbox"/> Litigation at Sunrise	<input type="checkbox"/> Debunking Junk Science
<input type="checkbox"/> Medical Malpractice	<input type="checkbox"/> Ethics	<input type="checkbox"/> Workers' Compensation	<input type="checkbox"/> Support Staff Matrimonial Law	<input type="checkbox"/> Alien Jurors	

ATTORNEYS: Two days of the program, all food functions & materials.
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What Happens if You Die or Become Disabled?

Continued from page 20

have no guidance from you because you have made no plans. You will have no control over the amount of fees that the attorney-trustee charges or what decisions are made in connection with your practice. In sum, if you do return, you may not have a practice.

If you have died, your practice will be dismantled and taken over by other practices as the attorney-trustee sees fit. Again you will have no control over the final disposition of your cases and your files. Your estate will then have to pay the attorney-trustee for all services in connection with the matter, and with the disposition of your practice thus depriving your family of the fruits of your hard work.

Conclusion. It is clear then that while we do not like to think about what could happen if disaster strikes, planning is the only real solution. By planning, you not only retain control over what happens in your absence, but your clients are assured that you have their best interests in mind. Hopefully you will be able to return, resume your practice and have a healthy future.

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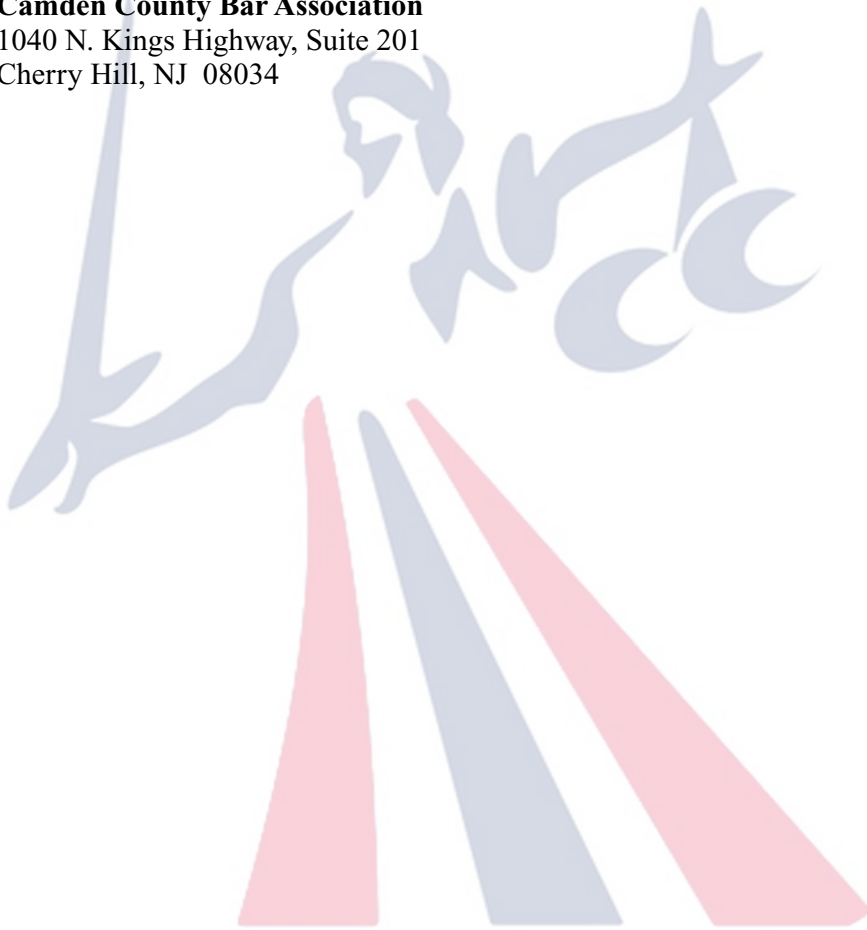
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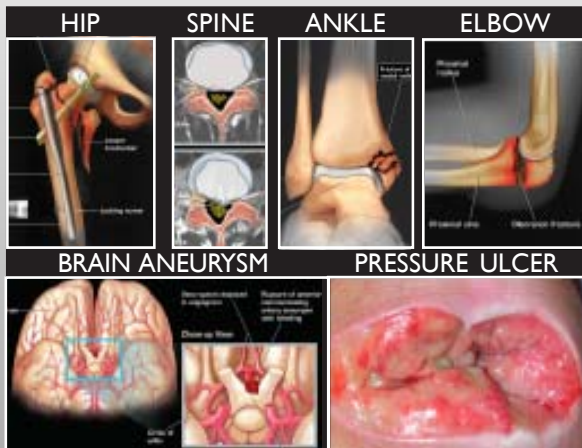


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