



## Cocktails & Conversation Bench/Bar Cocktail Party Members Only

If you're looking for an early springtime, mid-week opportunity to relax with colleagues from the bench and bar while enjoying a two hour open bar and mouth-watering party fare, then Cocktails & Conversation fits the bill!

Scheduled for 6-8 pm, Wednesday, May 4th at Café Aldo Lamberti on Route 70 East in Cherry Hill, this "Members Only" event replaces the traditional Bench/Bar Luncheon, and provides a terrific opportunity to mix and mingle with colleagues and Camden County judges of the Superior, US District, Bankruptcy and Workers' Compensation Courts, in a relaxed atmosphere.

"After 11 years of the Bench/Bar Luncheon, we felt it was time for a change to a more relaxed and informal event," said CCBA President Linda Eynon. "The luncheon format did not allow for the level of conversation and socialization that we believe this new event will offer to our members and the judiciary," she added.

Tickets are only \$55 (\$50 for lawyers admitted less than 5 years), with advance reservations required. Refer to the Cocktails & Conversation Bench-Bar Cocktail Party insert in this month's Barrister for additional information and to make your reservation(s). This is a member only event and early registration is encouraged.

## Don't Delay, Renew Today!

Dues notices for the 2011-12 membership year should have arrived in your mail and are payable by June 1. Paying promptly ensures that your Association continues to serve you and the community with its many important programs and services. Please note that this year's dues structure remains the same as last year. In fact, CCBA dues have remained unchanged since the late 1990's.

As a CCBA member you receive numerous benefits, which more than justify the cost of dues:

- A wide array of affordable, convenient and informative CLE seminars, all offering New Jersey and Pennsylvania CLE credits. As a CCBA member, you receive a 30% tuition discount, which makes each credit almost \$11 less per credit than ICLE seminars. Additionally, our seminars are conveniently located which saves you both valuable time and the high cost of gasoline!

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## Iverson to Speak at Installation Dinner

Former Philadelphia 76er favorite and NBA great Allen Iverson will join hundreds of Association members at the installation of Louis R. Lessig, Esq., as Association President. Although Iverson left the country to play professional basketball in Istanbul, he maintained his residence in the Philadelphia region and returned here after medical issues prevented him from staying with his new team. Having enjoyed local representation

*Continued on Page 6*

## Thank You!

Recently, The Barrister published a Notice to the Bar calling for private attorneys to assist South Jersey Legal Services, Inc. (SJLS) with its backlog of expungement cases. SJLS would like to thank Christine Campbell, Esquire of Williams Coker Berezofsky, Joel Korin, Esquire of Ballard Spahr LLP, M. Michael Maley, Esquire of Maley & Associates, Michael D. Miller, Esquire, E. Allen Nickerson, Esquire, Matthew V. Portella, Esquire of Portella & Bjorklund, LLC and Robert R. Simons, Esquire for accepting expungement cases for pro bono representation.

*Michelle T. Williams, Esq.  
Director of Pro Bono Services  
SOUTH JERSEY LEGAL SERVICES, INC.*

Join us for . . .

## Cocktails & Conversation



## Bench-Bar Cocktail Party

Wednesday, May 4th  
Cafe Aldo Lamberti

# The Docket

## Tuesday, April 5th

*Young Lawyer Committee Meeting*  
Noon  
Bar Headquarters, Cherry Hill

## Friday, April 8th

*Camden County... Tastefully Yours!*  
6:00 – 10:00 pm  
The Grand Ballroom, Collingswood

## Wednesday, April 13th

*CDR Committee Meeting*  
4:30 pm  
Bar Headquarters, Cherry Hill

## Tuesday, April 19th

*The Impact of Recent Developments in  
Class Action Law on the Interests  
of Plaintiffs & Defendants –  
New Jersey & Beyond*  
Noon  
Bar Headquarters, Cherry Hill

## Wednesday, April 20th

*Association Board of Trustees Meeting*  
4:00 pm  
Bar Headquarters, Cherry Hill  
*Substance Abuse: Ethical, Practical &  
Legal Issues for Lawyers, Clients & Families*  
4:00 – 6:15 pm  
Tavistock Country Club, Haddonfield

## Thursday, April 21st

*NJ Criminal Trial Preparation*  
4:00 – 7:15 pm  
Tavistock Country Club, Haddonfield

## Friday, April 22nd

*Social Security Committee Meeting*  
Noon  
Bar Headquarters, Cherry Hill

## Tentative Agenda for April 20 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. All meetings are open to the membership. Anyone interested in attending should notify and confirm their attendance by calling Bar Headquarters at 856.482.0620.

- I. Call to Order
- II. Minutes from Previous Board Meeting
- III. Treasurer's Report
- IV. President's Report
- V. Executive Director's Report
- VI. Membership Committee Report
- VII. Young Lawyer Committee Report
- VIII. Standing Committee Reports
- IX. Foundation Update
- X. NJSBA Update
- XI. New Business (if any)
- XII. Old Business
- XIII. Adjourn

## Nominations Sought for CC Bar Foundation Board of Trustees

### *Lawyers Strengthening our Community*

The legal profession is committed to helping others and to further that ambition the Camden County Bar Foundation (CCBF) was created in 1986 as the Association's charitable partner. Through a wide range of annual community service programs and projects, the Foundation provides joy, comfort and hope to members of our community who most need and deserve it, while fostering a greater understanding of the legal system.

If you enjoy making smiles happen, letting others know that there are people who care about them, and helping deserving law students find the financial resources necessary to complete their education, then you should consider taking a leadership position as a Bar Foundation Trustee.

We're looking for members who want to make a difference, who have creative and new ideas to expand and improve existing programs while developing new ones, who find satisfaction in helping others and who are interested in taking a leadership position.

If this is YOU, then please submit a letter of interest and resume to Bar Headquarters by Friday, May 6. You CAN make a difference!

## The Barrister

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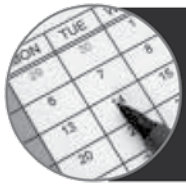
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## 2011 Camden County Bar MCLE Planner

### **Tuesday, April 5th – Tavistock CC**

#### **Birth & Death of a Law Practice & Updates on Privilege, Confidentiality & Conflicts\***

**New Jersey Credit:** This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for **2.4** hours of total CLE credit. Of these, **2.4** qualify as hours of credit for ethics/professionalism. *The actual credits earned may be less if the course time is less than 120 minutes.*

**Pennsylvania Credit:** Seminar INCLUDES 2.0 hours of ETHICS credits from the Pennsylvania CLE Board.

### **Wednesday, April 13th – Tavistock CC**

#### **Everything You Always Wanted to Know about Medicare Set-Asides & More!**

**New Jersey Credit:** This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for **2.4** hours of total CLE credit. *The actual credits earned may be less if the course time is less than 120 minutes.*

**Pennsylvania Credit:** Seminar INCLUDES **2.0** hours of SUBSTANTIVE credit from the Pennsylvania CLE Board.

### **Tuesday, April 19th – Bar Headquarters**

#### **The Impact of Recent Developments in Class Action Law on the Interests of Plaintiffs & Defendants — *New Jersey and Beyond* (Lunch & Learn Program – Open to All)**

**New Jersey Credit:** This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for **1.2** hours of total CLE credit. Of these, **0** qualify as hours of credit for ethics/professionalism, and **1.2** qualify as hours of credit toward certification in civil trial law, criminal trial law, workers compensation law and/or matrimonial law. *The actual credits earned may be less if the course time is less than 60 minutes.*

**Pennsylvania Credit:** Seminar tuition INCLUDES **1.0** hour of SUBSTANTIVE credit from the Pennsylvania CLE Board.

### **Wednesday, April 20th – Tavistock CC**

#### **Substance Abuse: *Ethical, Practical & Legal Issues for Lawyers, Clients & Families\****

**New Jersey Credit:** This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for **2.4** hours of total CLE credit. Of these, **1.0** qualifies as hours of credit for ethics/professionalism. *The actual credits earned may be less if the course time is less than 120 minutes.*

**Pennsylvania Credit:** Seminar INCLUDES 1.0 hour of ETHICS & 1.0 hour of SUBSTANTIVE credit from the Pennsylvania CLE Board.

### **Thursday, April 21st – Tavistock CC**

#### **New Jersey Criminal Trial Preparation – CLE on Tap! for Newly Admitted Lawyers**

The Camden County Bar Association is YOUR one stop shop for those fifteen “Bridges the Gap” CLE credits required of newly

admitted lawyers. The “CLE on Tap” program is an easy, affordable and enjoyable way to complete your requirements.

**New Jersey Credit:** This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for **3.9** hours of total CLE credit. Of these, **0** qualify as hours of credit for ethics/professionalism. *The actual credits earned may be less if the course time is less than 195 minutes.*

**Pennsylvania Credit:** Seminar INCLUDES **3.0** hours of SUBSTANTIVE credit from the Pennsylvania CLE Board.

### **MAY**

- 5 Employment Law Update
- 12 2011 Estate & Income Tax Updates
- 17 Residential Real Estate – In Changing & Challenging Times
- 24 Ethical Concerns When Bankruptcy is Involved\*
- 26 NJ Municipal Court – CLE on Tap for Newly Admitted Lawyers

### **JUNE**

- 14 Workers' Compensation

\* Includes Ethic credit(s)

## Advertise in the 2011 Dinner Dance Program Book

### *Support the Bar Foundation's Community Service Programs*

This year's Annual Dinner Dance will take place on Saturday, June 11th at Camden's Adventure Aquarium. Pay tribute to the Association's incoming President, Louis R. Lessig, and the incoming Officers and Trustees of the Association and Foundation by placing an ad in the 2011 commemorative program book.

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

Trustees: Gregory P. DeMichele; Eric G. Fikry; Louis G. Guzzo; Justin T. Loughry and Michael V. Madden. Young Lawyer Trustee: William F. Cook.

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 parties and picnics for disadvantaged kids, scholarship awards for deserving high school and law school students and scholarships for disabled students attending the Larc School.

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. Ads must be received at Bar Headquarters no later than **WEDNESDAY, MAY 25th**.

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**\*New York Law Journal/Legal Intelligencer Polls, 2010; Harvey Research Study, 2010**

## NJSBA Trustee Update

# Belonging



By Arnold Fishman

Even as a young lawyer, I belonged to the organized bar. As the NJSBA Trustee for Camden County, I am also a Trustee of the CCBA Board. At the CCBA monthly meeting, we have the pleasure of voting to admit between a half dozen and a dozen new members. Then on an annual basis we

cull our membership list to eliminate those who have failed to pay their dues during the preceding year. Each Board member is given a list of names to call to try to convince the person to pay up and avoid being stricken from our rolls. This week I made my obligatory, but dreaded calls. The conversation (should I actually get the person I am calling on the phone) goes something like this: "Hi I'm ... CCBA membership ... unpaid dues? Telling people that they are about to be dropped from membership, "hain't purdy." Far too many responses were that "my firm has decided not to join." I reflected on that answer. Your firm was never a member. You are a member of the organized bar. It is your profession; you choose whether you want to work to improve it, and the seriously important service it performs, or leave it to others.

But, as a young lawyer, I did not join for that reason. I knew that belonging to the most important of our professional organizations was good for me. It was in my interest, not on an altruistic basis, but in a very selfish and personal way. I will not turn this article away from its central theme and burden you with an attempt to particularize the

benefits of membership in your county and state bar associations. The list is endless. Over and above things like discounts and socials, those organizations work for the betterment of the law and the profession we have all chosen. Member or not, you reap the benefits. You ate the food. You may have no influence on decisions made by your firm, but you have to decide whether you are going to split the check or take a pass.

But that isn't why I joined either. I believe that the practice of law is an art form. If you have never had the pleasure of watching a highly skilled lawyer perform, you haven't been paying attention, or you are totally insensitive to what you are supposed to be doing. I dare say that everyone has experienced that flash of brilliance when the planets align and something very complicated you have nursed along, agonized over and worried to death, works out just right. What a great feeling! If you don't know what I am talking about, think of the poetry in motion of a wide receiver catching a sixty-yard pass in full stride. For any of you who still don't get it, you have my deepest sympathy. Just as amalgamation into the team is necessary for that wide receiver, I am satisfied that supporting the organized bar is required for you to be your best. Aside from advancing our client's legal position, being in community with others who are committed to the betterment of the law is our charge as officers in the judicial branch of government. You, your profession, and society are better for the experience and the service you have performed. That's why I joined the bar. I didn't know that then, but I know it now.



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## Don't Delay, Renew Today!

Continued from Page 1

- Discounted tuition and special offers on the many CLE programs available online through the *Camden County Online Learning Center*.
- Our monthly publication, *The Barrister* provides updates on changes affecting you, your clients and practice, as well as substantive articles written by fellow Camden County practitioners, law practice management tips, and notices to the bar.
- Committees that offer opportunities to network with peers while shaping the future of your Association.
- Professional and social activities designed to enhance your law practice
- An online Member-to-Member Referral service
- Discounts on many legal products and services; group insurance plans; and much more.

Now, more than ever, your membership in the CCBA provides the value-added benefits you need in today's economic climate.

Beyond the many tangible benefits of membership, you will also continue to enjoy the intangible benefits of supporting the CCBA. The Association has worked diligently since 1881 to improve the practice of law and Bench-Bar relations in Camden County, and to foster collegiality among its members. You, your profession, and society are better for the experience and the service you have performed.

Your CCBA membership supports these goals and benefits the entire community. Renew your membership, or join today, and support our mission to ensure that the Camden County legal community remains the finest in New Jersey.

**LEGAL LINE TO CRIMINAL COURT LAW**

# Camden County Pretrial Services: An Alternative to Pretrial Incarceration

By Margeau J. Ney,  
Office of the Public Defender

In 2010, in response to the persistent overcrowding of its inmate population, the Camden County Correctional Facility began Camden County Pretrial Services. The Pretrial Services program is an alternative to incarceration for criminal defendants whose cases are pending indictment. Specifically, it is a program that allows certain eligible pre-indictment defendants the ability to be released from the jail and supervised at home through the use of an electronic ankle bracelet. Because the Pretrial Services program can be of great benefit to certain defendants, it would be useful for criminal defense attorneys in Camden County to familiarize themselves with the specifics of the program.

The Pretrial Services program's investigators screen defendants who are eligible for the program and have not posted bail within 72 hours of their incarceration. In order to be screened for Pretrial Services, defendants must meet certain criteria: the defendant must be held in the Camden County Correctional Facility with a bail of \$35,000 or less and he or she must have charges within the jurisdiction of the Camden County Superior Court. Defendants charged

with murder, arson, kidnapping, sexual assault, weapon charges involving firearms, or any charge meeting the criteria for bail restrictions and with a presumption against a 10% bail under N.J.S.A. 2A:162-12(c) are ineligible for Pretrial Services. In addition, defendants being held on a violation of probation for "technical violations" or pending acceptance into drug court can be screened for Pretrial Services. Pretrial Services is able to make accommodations for limited English-speaking or non-English speaking defendants.

In the event that a defendant is not automatically screened for Pretrial Services, the program accepts referrals to consider a defendant for the program. Such referrals can come from the court, prosecutor's office, or the defendant's attorney. Once a defendant is deemed eligible based on the primary criteria, a case by case interview and investigation are conducted by Pretrial Services. That investigation involves an in-person interview with the defendant by a Pretrial Services investigator, a complete review of the defendant's criminal history, verification of certain information, and completion of a "risk assessment."

The face-to-face interview conducted with

the defendant involves the Pretrial Services investigator gathering personal information from the defendant, including the defendant's residence, family situation, and employment. The interview does not involve questions about the defendant's pending criminal case, and the defendant can decline to answer questions posed by the investigator.

Following the interview with the defendant, a Pretrial Services investigator will attempt to verify personal information obtained from the defendant, such as the defendant's residence, employment, and family status. The investigator may also contact a minimum of three references given by the defendant during his or her interview, one of whom should reside with the defendant.

In order to complete a record of the defendant's criminal history, the Pretrial Services investigator considers not only pending charges, but also outstanding warrants, the defendant's history, if any, of failures to appear in court, the defendant's previous criminal convictions, if any, and the defendant's history of criminal justice community supervision (i.e. PTI, probation, parole, or drug court). A defendant's criminal history is compiled from the National Crime Information Center (NCIC), State Bureau of Investigation (SBI), and from the Promis/Gavel New Jersey Superior Court database. Information may also be obtained from the defendant's driving abstract, which is obtained from the Motor Vehicle Commission (MVC). The results of searches from these sources are compared with and discrepancies clarified by the records of the Bail Unit of the Superior Court and the defendant.

Finally, a "risk assessment" is conducted, where different factors about the defendant are put in a report documenting the issues a defendant may have if released in the Pretrial Services program. When the risk assessment report is completed, if the Pretrial Services coordinator recommends a defendant for the program, the prosecutor's office is given the opportunity to either approve or object to the recommendation. If the prosecutor's office objects, the defendant's attorney is given the opportunity to offer comments on the defendant's application and/or express support for the defendant's participation in

## Iverson to Speak at Installation Dinner

*Continued from Page 1*

for much of his basketball career, when an international labor issue arose, "AI" turned to President-Elect Lou Lessig for advice. This relationship developed into a friendship that, once his schedule allowed, prompted AI to accept an invitation to attend this year's installation to be held June 11th at Camden's Adventure Aquarium.

"We are thrilled to have a future basketball Hall of Fame member join us to celebrate Lou's big night," remarked Executive Director, Larry Pelletier. "Allen promises to share stories of his playing days in college and at the professional level." Iverson also donated an autographed basketball which will be auctioned off to benefit the Camden County Bar Foundation. "The Foundation is grateful for this gift," noted Foundation President, Joe McCormick. "While it would have been particularly appropriate if the ball

had been autographed by AI, we are sure there will be spirited bidding, particularly among fans of Besiktas ColaTurka's leading scorer, Cevher Ozer."

"I am honored that Allen will be joining us on a Saturday, since he prefers Fridays." Lou Lessig remarked. "I have always admired how someone so small in stature could achieve so much." The idea of having a celebrity guest is not new, as those who attended Judge Eric Spevak's installation will recall. "I doubt AI will be able to impersonate Frank Sinatra like Joe Piscopo," observed current Association President, Linda Eynon, "except, perhaps, for his ability to score." Wait a second, that quote is inaccurate, as are all others contained in this bogus report. Don't believe a word of this foolish account! But the dinner dance will be great fun, so please be sure to sign up!!

*(April Fools!)*

*Continued on Page 12*

SPINNING MY WHEELS

# Just in Case You Were Unclear on This Point



By: Andrew Kushner

When I attended the car show last month I remarked on a number of cars and included among them was Hyundai's new *Equus*, which is the Korean company's take on the high end Japanese and German icons. With pricing in the mid \$60,000 range, the car is still a bargain when measured against that competition although it may take some doing for the average Mercedes or Lexus buyer to shell out that kind of money without the pedigree in return. Less problematic from that point of view are the Koreans' more mainstream offerings, in this case, Hyundai's sister company: KIA.

Until recently, KIA has, to my lights, existed as an "also ran" to its more visible sibling but in the past few years the offerings from KIA have drawn even with and surpassed Hyundai. The automotive press has been all abuzz over the new Hyundai Sonata, the class leader in the mid size sedan market. That praise is not misplaced

as the car is both attractive, well built (and in the US, I might add) and very reasonably priced. KIA has its own version of the midsize model, the Optima. I happened to be running the old Saabmobile through the local car wash last week to get the accumulated salt and muck removed and the new Optima was just ahead of me in line. As I watched it move out of the assembly line car wash I found myself staring at it and was asked by another customer if that was my car. He then went on to opine what a good looking car it was as he headed off to his now sparkling Mercedes.

So it was that, with an hour to spare and a deadline looming for this month's column, I stopped in at the Cherry Hill KIA dealer and was able to wangle some time in an Optima. The EX model I was given was generously equipped with leather, navigation, panoramic glass roof (front and rear), Sirius radio, dual heated seats and a host of standard equipment for the MSRP of just over \$27,000. Granted, the base model can be had for about \$4,000 less and that version still has the basic goodness and much standard equipment.

One can also order the 275hp turbo model with even more stuff which would push the price into the low \$30,000 range.

While appearance may be only skin deep and it is the most subjective factor in the decision process, this car, by anyone's judgment, is a standout. It is rakish without using gimmicks that seek to set it apart from the mainstream. Actually the Sonata comes to mind with its flowing "character lines" that accentuate the cars upward flow but they can be disconcerting to some. The Optima needs no such design tricks. It embodies classic design cues and recalls the new five series BMW as a similar example, and I am not speaking of the hideous Chris Bangle designed five series that was thankfully retired this model year.

The interior is a paradigm of great design and ergonomic simplicity. Despite the wealth of features, I was able to intuit the dashboard buttons and switches without a problem. The navigation screen is large and easily handled through the touch screen. Good quality, soft touch materials abound and about the only

*Continued on Page 16*



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**From The Barrister Archives**



**The ghost of Christmas Parties past**



**Mario, is that you?**

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Refer to the CLE on Tap flyer in this months Barrister for details.

**Buy four — Pay for three!**



**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 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. Gerry Award recipients exemplify the spirit and humanitarianism of Judge Gerry 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: Hon. John B. Mariano, J.S.C. (ret.), c/o Executive Director, Camden County Bar Association, 1040 N. Kings Highway, Suite 201, Cherry Hill, NJ 08034, no later than May 27, 2011. Nominations may also be emailed to: [lbp@camdencountybar.org](mailto:lbp@camdencountybar.org).





## Dinner For A Cause

By Michael V. Madden

*"The mission of the Cathedral Kitchen is to provide essential life services that support the health and well being of those in our community and, in doing so, to affirm each person's humanity and dignity while guiding them towards self sufficiency."*

Young Lawyer Corner

On May 17, 2011, members of our Young Lawyer Committee will assist in dinner service at the Cathedral Kitchen in Camden and commence what we hope will be another longstanding relationship with an organization dedicated to those in our community in need of a helping hand and a hot meal. As many of you know, the Cathedral Kitchen has been serving meals to the poor and hungry of Camden since 1976. What began as a simple offering of soup and sandwiches to people in need has grown into the largest emergency food provider in the city. In 2009, the Cathedral Kitchen provided over 106,000 meals!

A few months ago, I was fortunate enough to volunteer at the Kitchen and experience dinner service firsthand. My wingman was Trevor Cooney, from Archer & Greiner. As we walked into the Kitchen, I was immediately impressed by the organization and enthusiasm of its staff and volunteers. We quickly assisted in setting tables and received our assigned positions. Dinner service started promptly at 4:00, and once the doors opened, anyone who entered was provided a meal.

As you can imagine, the people who eat at the Kitchen

are among Camden's poorest residents: the homeless, the jobless, those with disabilities or addiction problems and the working poor. They range in age from infants to the elderly; but whatever their age, everyone in need is welcomed! Throughout dinner, I was amazed at the service provided by the Kitchen and its wonderful volunteers. The staff prepares meals fresh each day and each night approximately 15 to 18 volunteers assist in serving the meal.

It truly was an awesome experience to not only work alongside such incredible people but to also interact and converse with our neighbors in need. Everyone I spoke with was grateful for the Kitchen and the services it provides. It was clear that each person who walked through those doors left that night a little happier and a bit heavier than when they arrived. A home cooked meal goes a long way, which was clearly evident at the Cathedral Kitchen.

It is my hope that the YLC will be able to assist the Kitchen and provide volunteers for dinner service on a regular basis. We are all fortunate to practice law in such a strong and diverse county. As attorneys, it is our obligation to assist those in need. What better way to do so then to take two hours of your day to volunteer. The Kitchen serves an average of 300 guests each day, six days a week. Commodities such as plastic forks, Ziploc baggies, napkins, and paper towels are a constant necessity and donations of these items are greatly appreciated. Please join me and the YLC in this new endeavor. Help us continue to make a difference in our community.

*Information for this article was provided by the staff of the Cathedral Kitchen and obtained from its website – [www.cathedralkitchen.org](http://www.cathedralkitchen.org).*

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DONNELLY RITIGSTEIN LLC is pleased to announce that the **Honorable James E. Rafferty, PJGE (Retired)** has become of counsel to the firm. He will head its Arbitration Mediation and Trial Strategy practice in Camden, Burlington and Gloucester Counties. Judge Rafferty was:

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## From a CCBA Partner in Progress

# Different Values for Different Purposes

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



Value is a worthless term by itself because it can mean so many different things. A value found for one purpose can be entirely different from the value for another. Understanding exactly what type of value you are looking for can make the information you obtain from the valuation much more useful. Here's a look at some of the many kinds of value:

**Value: A useless word by itself.**

**Book value:** Not a standard of value at all. Book value is an accounting term for the total net assets minus total liabilities on the balance sheet. Intangible assets are usually excluded from book value.

**Fair market value:** Fair market value is defined as, "The price at which the property would change hands between a willing buyer and a willing seller when the former is not under any compulsion to buy and the latter is not under any compulsion to sell, both parties having reasonable knowledge of relevant facts." This definition and the standards for fair market value were set by the Internal Revenue Service in Revenue Ruling 59-60. The definition suggests that fair market value cannot result from purely subjective factors such as sentimental value. It also cannot result from a forced sale, or one resulting from an unusual or rigged market. It is used for federal and state tax matters, including gift, estate, income and inheritance taxes.

**Fair value:** Statutory standard of value usually used in court cases involving dissenting shareholders' litigation. Court precedent in

most states has not equated fair value with fair market value, but the courts have reached little other consensus on its meaning. In real estate appraisals, on the other hand, fair value is often used synonymously with fair market value.

**Liquidation value:** Liquidation value is the value derived from the piecemeal sale of assets. The sale can be orderly or forced, which can affect the value. Liquidation value is typically at the low end of the value spectrum.

**Intrinsic value:** Subjective value of an entity to an owner/buyer. Intrinsic value may exclude current market influences. It also may include consideration of such things as the company's assets, and its likely future earnings, dividends and growth rate.

**Investment value:** Value to a particular buyer or investor considering his or her specific personal circumstances, knowledge of the transaction and potential synergies. This value can be higher or lower than the company's fair market value.

**Enterprise value:** Value of 100% of the shareholders' equity on a control basis.

**Invested capital value:** Fair market value of 100% of the equity plus the market value of long-term debt.

**Minority value:** Value reflecting an ownership position of less than 50%.

**Control value:** Additional value inherent in a legally controlling interest, reflecting the power of control over the business.

Continued on Page 17

## Abo and Company, LLC

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Partner Marty Abo recently gave an ICLE seminar entitled "*The Financial Side of a Law Practice—What They Forgot To Tell You in Law School.*" The session prepared attendee attorneys for the business of law. They knew how to practice law but wanted to learn how to make money doing it. Whether you are a sole practitioner, in a boutique firm, thinking about leaving a firm to start your own, just beginning in the legal profession or have been running your own firm for years, the handouts authored by Marty are available to members of the Camden County Bar by requesting at [www.aboandcompany.com](http://www.aboandcompany.com). The seminar was full of essential, easy to understand information designed to help you become successful.

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- Have a company or individual you'd like us to meet with;
- Would like any of the many articles and handouts of particular interest to lawyers and law firms published by Abo and Company.

To learn more or to receive any of the above, please contact by phone, fax or e-mail:

Martin H. Abo, CPA/ABV/CVA/CFF ([marty@aboandcompany.com](mailto:marty@aboandcompany.com))

Patrick Sharkey, CPA/MST/CSEP ([pat@aboandcompany.com](mailto:pat@aboandcompany.com))

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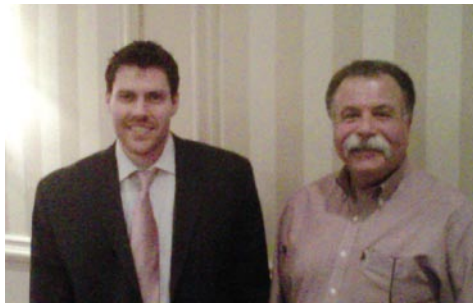
The CLE seminar **Interplay Between Family Law & Estate Practitioners** was recently presented jointly by the Family Law and Probate & Trust Committees, at Tavistock Country Club. Panelists included (from left): **Carl Ahrens Price, Esq.**, Price & Price; Co-moderator **Glenn A. Henkel, Esq.**, Kulzer & DiPadova; **Anthony R. LaRatta, Esq.**, Archer & Greiner; **Christopher S. Young, Esq.**, Archer & Greiner; Co-moderator **Michael A. Weinberg, Esq.**, Archer & Greiner; and **Richard M. Schlaifer, Esq.**, Earp Cohn.



**The 18th Annual Bankruptcy Conference** sponsored by the Commercial Debtor/Creditor Committee, originally postponed due to weather, was held in February at Tavistock Country Club. Participants from left: Moderator Nona L. Ostrove, Esq., Law Offices of **Nona L. Ostrove**; **Isobel Balboa**, Chapter 13 Trustee; **John P. Leon, Esq.**, Subranni & Zaubers; and **The Honorable Rosemary Gambardella, USBJ**, U.S. Bankruptcy Court, Camden.



**Expungement Law in New Jersey**, co-sponsored by the CCBA Pro Bono Committee, Rutgers School of Law-Camden Federal Prisoner Reentry Project & the Camden County Prosecutor's Office was the topic of the day at a CLE seminar held recently at Rutgers School of Law-Camden. Seminar presenters, from the Camden County Prosecutor's Office were (from left) **Robert K. Uyehara, Esq.**; **Roseanne Skalkowski**, Paralegal; seminar moderator, **Todd A. Berger, Esq.**, Managing Attorney Rutgers School of Law-Camden Federal Prisoner Reentry Project; **Cheryl Hendler Cohen, Esq.**; and **Vera Brahn**, Paralegal.



**Chris Bratton**, Rothamel Bratton, and **Andy Kushner**, Andrew B. Kushner, LLC presented the CLE program **New Jersey Basic Estate Administration** at Tavistock. The program was the first in the Association's **CLE on Tap!** program providing the additional mandatory MCLE credits for newly admitted attorneys. The CLE on Tap program also offers Pennsylvania CLE and can be used as a refresher for more experienced attorneys.



The Association's Labor & Employment Law Committee February Luncheon at Tavistock featured **Ethical Issues in Employment Cases**. The program provided 1.0 Ethics credit for both New Jersey and Pennsylvania. Program speakers included **Deborah L. Mains, Esq.**, Costello & Mains; **Dena B. Calo, Esq.**, Genova, Burns & Vanoia; **Joel B. Rosen, Esq.**, Montgomery, McCracken, Walker & Rhoads. The program was moderated by **Janice G. Dubler, Esq.**, Montgomery, McCracken, Walker & Rhoads.

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**LEGAL LINE TO CRIMINAL COURT LAW****Camden County Pretrial Services:  
An Alternative to Pretrial Incarceration***Continued from Page 6*

the Pretrial Services program. Ultimately, a judge in the Superior Court makes the final determination as to whether the defendant should be accepted in the Pretrial Services program, and orders participation in the program as a condition of bail.

In the event that a defendant is not deemed acceptable for the Pretrial Services program at first glance, Pretrial Services also conducts ongoing reviews of detained defendants, called "second looks." In the event that a defendant's circumstances change, or his or her bail is lowered, an application for Pretrial Services may be successful at a later time.

While participating in Pretrial Services, a defendant is monitored in a number of ways, from the electronic monitoring device placed on the defendant's ankle to court date notification services, which are designed to ensure a defendant's appearance in court. The Pretrial Services officers also monitor and ensure compliance with a defendant's bail conditions. There are three levels of supervision to which a defendant may be subjected: minimum, medium, or maximum. Depending on a defendant's supervision level, there are different requirements for a defendant to make contact with his or her officer.

While a defendant is supervised by Pretrial Services, he or she must remain compliant with the program's conditions. Violations of the program's conditions are categorized as either minor or major. Minor violations may include failure to appear for an in-person or telephone contact with the Pretrial Services officer, uncooperative behavior, or failing to remain drug free. These minor violations will usually result in Pretrial Services attempting to bring the defendant into compliance before pursuing any further action. In the event that a defendant commits a major violation of the conditions of Pretrial Services, however, he or she may be terminated from the program. A major violation includes a failure to appear for court, absconding from supervision, a new criminal arrest, or failure to follow other conditions of the program. A defendant's failure to remain drug-free could be considered either a minor or major violation, depending on a defendant's individual circumstances.

For more information about Camden County Pretrial Services, you may contact Captain Carla Taylor, the Pretrial Services Coordinator, at (856) 756-2260 or by email at [taylorc@camdencounty.com](mailto:taylorc@camdencounty.com).

**Back In The Day***By Hon. Richard S. Hyland (ret.)*

Some politicians when running against an incumbent ask the voters whether they are better off now than when their opponent was first elected. I pose the same question here about the practice of law now and as it was about 50 years ago.

On a typical day I would drive to our office in Camden City, and when there had been a heavy rain, detour around Admiral Wilson Blvd. which was made impassable by flooding (no change here).

Our office was in the Wilson Bldg. on Broadway, prime space which housed many lawyers. Most of the Bar membership was also in the city with only a few scattered in the suburbs. It was deemed essential to be close to the courthouses and the eight title companies there.

My first stop would be on the ground floor at Max's luncheonette for coffee (served in a china cup with no WaWa paper cartons). I would then get on the elevator after saying "good morning" to the operator who knew to whisk me to the 9th floor. In the meantime, my secretary placed the mail she opened (no faxes or Fed Ex) on my desk, together with the telephone messages received when I was out (no voicemail). After hanging up my suit coat (no "casual" days) I settled in with a cigarette and reviewed the mail. (no more smoking)

Every attorney had their own secretary who was expected to take shorthand and perform some of the tasks now done by paralegals—an unknown occupation at the time. Copies of letters were made with carbon paper which was a mess if erasures were required. The earliest copy machines made "wet copies" which were hung up like laundry to dry.

In writing a brief needing more extensive authorities beyond the limits of our library, I could walk to the County Bar Library in City Hall (no Westlaw, etc.). I could also walk to several good restaurants for lunch and would go to Max's when pressed for time. It was there while sitting at the counter in November 1963 that I saw Walter Cronkite announce the death of President Kennedy on a small black and white TV.

Depositions were often held in offices located in the Parkade, also prime space believe it or not! The last task of the day would be recording my time. This was a new procedure since studies showed attorneys usually underestimated their time in preparing a "reasonable" bill pursuant to RPC1.5. However it was only one of many factors and now has become the exclusive factor in most bills.

So what do you think? No cell phones, computers, targeted billable hours, advertising (other than a business card), lawyer jokes; and more civility, collegiality and more respect from the public.

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## PRESIDENT'S PERSPECTIVE

by Linda W. Eynon

### Changes

Spring is finally here; the days are longer, sunnier and warmer, our taxes are due, and the first wave of CLE reporting (Group 2) must be filed with the annual attorney registration! Like the change in season, and the change in time, so too is the Bar Association making some changes.

First up is our change in the winter/spring Foundation event. This year, Foundation President Joe McCormick decided to develop a tasting event. So on April 8th we will have the first ever *Camden County . . . Tastefully Yours*. This event combines a taste of South Jersey area restaurants and specialty shops (bakeries and caterers) with our annual Wine Tasting and Silent Auction. This promises to be a fun evening with lots of good food and wine, with some great items and trips for bid. There is also an iPad and iPod Touch for raffle. Please contact Bar headquarters for event and raffle tickets. I hope to see everyone there.

Next we have the change to the annual Bench Bar luncheon. The Judges and the Board of Trustees all agreed that the luncheon concept had run its course. And while it had been a great run, it was time for something different. We envisioned an event that would allow the members and the Judges to socialize in a more informal and relaxed setting, similar to the success of the Meet the Judges and Law Clerks

event. So the first *Cocktails and Conversation, Bench-Bar Cocktail Party* will be held Wednesday, May 4th at Aldo Lamberti's from 6 to 8 pm. They have put together a great menu for us. So come on out and try our new Bench-Bar event and then please let us know if you like the change.

Finally the Bar Association staff is undergoing a change, and we must, reluctantly, say goodbye to Kathy Caira, Coordinator of Member Services and Barrister Advertising. Kathy's husband Mark has opened his own law practice and Kathy will be the office manager/secretary/bookkeeper (in other words, run the firm!). She has been a great asset to the Bar Association, taking on many challenges and helping things to run smoothly. Kathy will truly be missed; although she has graciously agreed to help us out until we can find a replacement. So do not be surprised to see Kathy at events, and of course since Mark is a member, she has not really left the Bar Association family. On behalf of the Board and the Bar Association, I want to thank Kathy for all her hard work and dedication. Of course our congratulations and best wishes to Mark Caira as he starts on this new adventure in his legal career.

Enjoy the wonderful Spring weather!

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# WINE & FOOD



By Jim Hamilton

As has been clear from my complimentary remarks in previous columns, I long have been impressed with the diversity and quality of the wine producers represented and distributed in our state by Michael Skurnik Wines. Several times each year, I am privileged to attend wine tastings held by the Skurnik brothers, affording me the opportunity to taste hundreds of wines, many of which are poured by the producers themselves. Tastings such as these allow me to identify value-priced wines to recommend in this column with the hope that you then will be able to find them to buy and enjoy.

While most of these columns are dedicated to reviewing wines meriting your consideration, Harmon Skurnik was gracious enough to answer some questions I thought might provide you with better insight into the important role wine distributors have in an ever changing world of wine. Harmon and his brother Michael are the dynamic duo responsible for the success of Michael Skurnik Wines.

**Q** *Your company has built an enviable portfolio of quality producers that is both diverse and yet has considerable depth in many wine regions. How did you assemble such a roster of talented wine producers?*

**A** No master plan, really. Our portfolio has grown steadily and organically over the past 23 years. It began with just six small family-run wineries back in 1987 (from California), and, one winery at a time, the portfolio has grown to over 400 producers today. How did we do it? I think the answer to that is really very basic; it boils down to tasting. Michael and I taste every wine from any producer who wants to work with us, and only if we are impressed with the wine's quality, its value, and finally, the philosophy of its owner and/or winemaker, will we invite them to join us in our quest to "save the world from bad wine!"

**Q** *You have enjoyed long term relationships with two dynamic importers, Terry Theise and Marc De Grazia. What role has that played in your company's success?*

**A** Both have played an enormous role. In 1990, when I first met Iano de Grazia at a wine dinner, we didn't yet sell ANY Italian wine. He and brother Marco were impressed with what we were about (and that we were also a team of "brothers"), and basically took us under their wing, travelling with us to Italy and teaching us everything they knew about Italian wine. What better "teacher" than experiencing Italian culture, food, and late night philosophical discussions over many glasses of incredible vino? And ever since, we have been super-passionate about Italy, its culture, and its great wines! In the early

days, having Marc de Grazia's portfolio certainly helped put us on the map as a serious Italian wine importer and today, we remain one of the leading importers of Italian wine, both from de Grazia and via our own direct relationships. As for Terry Theise, he is more than just an importing business partner of ours—he's like family—and he and his wines have been an essential part of who we are, ever since we started working with him in 1993. Back then, we not only became the leading importer of high quality artisanal German wine producers in the US (the portfolio has now famously expanded into small Austrian wines and "Grower Champagnes" as well), but we aligned ourselves with someone of great passion and principles, clearly enunciated for all to see through his vast writings over the years. If you are interested in learning more about Terry's philosophy about wine, I highly recommend his new book, "Reading Between The Wines" which has become a national best seller and can be easily found on Amazon.com.

**Q** *Like most teams, you have experienced roster turnover. For example, Ben Hammerschlag replaced Dan Phillips as a primary source for Australian wines. How*

*competitive is the marketplace among distributors seeking well-connected importers?*

**A** "Roster turnover," as you call it, is a necessary evil in this business. I am fairly sure we have less turnover than most importers, but the truth of the matter is that things in the wine business (and life!) are not static—it's an ever changing world and you gotta adapt. Winemakers come and go, generational changes occur, wineries get sold, etc. and quality is not always a given. We taste a producer's wines each and every vintage—and if the quality slips, and it becomes a trend, we will show the producer the door. That's not a comfortable thing to do, but we feel strongly that our most important asset (and practically our only asset!) is our reputation. Any time an individual consumer turns a bottle around and sees our name on it, we feel it is our job to deliver a wine drinking experience that's as positive and pleasurable as possible! Generally speaking, producers and importers seek us out because they know of this reputation. We will taste their wines and if we think the quality is high, and especially if they offer real value, and/or complements our portfolio, we'll likely jump on it.

**Q** *It has been well chronicled that after the economic meltdown, consumers did not necessarily forsake wine drinking, but rather turned more to value priced wines. The financial downturn undoubtedly impacted the New York metropolitan area particularly hard. Did your company have to make adjustments in sourcing wines your retail customers would be able to sell?*

**A** Without a doubt. We were really fortunate during the past few years, because our portfolio was already so well balanced—with value wines at ALL price points—and it allowed us to adapt to the changing market conditions much better than most. Smaller importers, who sell only high-priced collectible wines, like Burgundy for example, really struggled to survive (and some haven't). But even during the darkest days, when it seemed all anyone wanted to



Law Practice Management

# Rainmaking at its Best: Focusing on Clients First



By Kimberly Alford Rice

Lawyers still struggle with cultivating and strengthening their relationships with clients and contacts. I hear over and over again that the lawyers don't want to appear "pushy" or "aggressive" in introducing the client/contact to the services they provide or that their firm provides. My advice to them is usually a variation on the same theme: it's not about you!

Too often, lawyers focus too much on what they do and not enough on what the client/contact may be interested in: their industry, their business performance, and their problems, opportunities, and the constant changes they confront.

If attorneys would reflect on how they desire to be treated by their service providers, the level of service they expect and the responsiveness they require, providing that same level of service to their clients would not be too difficult (think the Golden Rule).

Have you evaluated how "client focused" you are? Do you make a concerted effort to be attentive to your client's needs first and keep conversations about the client, not you? Below are a few tips to keep in mind:

- Listen more, talk less.
- Ask thoughtful, open-ended questions to learn more.
- Avoid promoting your experience and that of your firm (it's the cost of admission to even get this far).

- Find out your clients'/contacts' pain points and address how you may be of service in these areas or offer qualified referrals.
- Under promise and over deliver with work product.
- Exceed expectations every time.

Never before has it been so critical for lawyers to listen and understand their clients and their needs. In case you've been hiding under a rock somewhere, clients are why we all have a practice and income. To truly take demonstrative steps to forge a deeper relationship with your clients, you may want to follow the approach Harry Mills, author of *The Rainmaker's Toolkit*, recommends as the **EAR recovery formula**:

**1. Empathize.**

Demonstrate you understand the client's problem and his/her needs. Learn what caused them to say, "That's it, I've had enough!"

Next, drill down to the heart of the anger festering inside them. Ask about the problems they've experienced with your firm previously.

**2. Ask.**

After you've listened to your client's problems and concerns, ask what you can do to save the business relationship. This would be a great time to be direct and candid.

You may ask, "What can we do to make right the trouble we've put you through and keep you as a client?"

**3. Respond.**

This is your time to shine. Respond in a way that demonstrates that you understand the severity of your client's complaints and that you are committed to righting the course. Low-cost or grandiose offers will only send clients running for the door – take your time.

Use this system to help you identify which clients are about to defect and potentially how you can save the relationship. Lend an ear, ask the right questions, and then respond with a tailored solution.

In this fierce legal services environment, the client is in the drivers' seat. To advance strong relationships, lawyers are well advised to adjust their mindset and best practices to be more "client centric" than ever before. You can't afford not to be. Often, this shift requires learning and practicing new disciplines and behaviors, and that's ok as long as the result is still the same: clients are happy with your relationship and it becomes long-term.

*Kimberly Alford Rice is Principal of KLA Marketing Associates (www.klamarketing.net), a business development advisory firm focusing on legal services. As a law marketing authority, Kimberly helps law firms and lawyers develop practical business development and marketing strategies which lead directly to new clients and increased revenues. Additionally, Kimberly provides career management services to lawyers in transition. She may be reached at 609.458.0415 or via email at kimberly@klamarketing.net.*

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## SPINNING MY WHEELS

## Just In Case You Were Unclear On This Point

Continued from Page 7

place they are not evident is the center stack where hard, satin faced plastic is the norm. I made the same comment about this type of plastic when reviewing the Buick Regal some months ago but I now understand that this material is needed to accept the constant tactile assault by driver and passenger. The leather wrapped steering wheel is properly thick and tilts, although it does not telescope. The seats in the EX model were covered in a very soft leather that was perforated in the seat and seat back areas.

I eased the car into almost rush hour traffic on Route 70 east and the inline four's 200 hp engine was restrained in tone but very much up to the task. That section of Route 70 is old and surfaced with now patched concrete. It is not the smoothest surface for travel. The Optima was well up to the challenge and the mono tube rear shocks and front struts provided a good mix of damping for these types of roads. The steering was nicely weighted and, as I tried to elicit on some back roads during my test drive, reasonably responsive to quick input no doubt due in part to the 17" 55 series tires. I was taken by the quietness of the ride punctuated only by appropriate engine sounds at full throttle which did not seem at all strained. The interior was cossetting in a way that is usually reserved to much more expensive cars.

As my all too short test drive came to an end I spent some time in the driver's seat going over the switch gear and again playing with the navigation unit. It was interesting that the restaurant "points of interest" not only presented the usual list of names and distances but

each entry had its own nationality flag to advise you of the type of cuisine. I did not check to see what national flag would be used for French-Asian fusion cuisine.

As I left the dealership I was given the usual marketing brochure for the car but also was provided with a "competitive summary" fold out card which compared the Optima, in detail, to its major competitors, the Toyota Camry, Ford Fusion, Nissan Altima and, as evidence of KIA's *chutzpah*, the Hyundai Sonata. That marketing piece alone should give potential buyers a clear and easy method of comparison without having to search the websites and perform their own comparison. It was both well done and enlightening.

Almost thirty five years ago I got the message that the Japanese had arrived when I test drove and purchased my first Japanese car, at Datsun 280Z. I saw that the quality not only exceeded American built cars but was the equal to the European competition. Just in case you were unclear on this point: The Koreans are equal to the Japanese and European (and perhaps now American also) competition. If you are in the market for a reasonably priced midsize car, don't miss the Optima.

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## VERDICTS IN THE COURT

### Superior Court of New Jersey

VERDICT: No Cause (2/1/11)  
 Case Type: Auto  
 Judge: Robert G. Millenky, J.S.C.  
 Plaintiff's Atty: David York, Esq.  
 Defendant's Atty: Tanja Riotto-Seybold, Esq.  
 L-3549-08 Jury

VERDICT: No Cause (2/2/11)  
 Case Type: Personal Injury  
 Judge: Deborah Silverman Katz, J.S.C.  
 Plaintiff's Atty(s): Mark Frost, Esq.  
 & Ryan Lockman, Esq.  
 Defendant's Atty: Yvette Cooper, Esq.  
 L-3146-09 Jury

VERDICT: No Cause (2/3/11)  
 Case Type: Auto  
 Judge: John A. Fratto, J.S.C.  
 Plaintiff's Atty: James Taylor, Esq.  
 Defendant's Atty(s): Darin Higgs, Esq.  
 & Matthew Mitchell, Esq.  
 L-3480-08 Jury

VERDICT: No Cause (2/9/11)  
 Case Type: Auto  
 Judge: John A. Fratto, J.S.C.  
 Plaintiff's Atty: Michael Mignogna, Esq.  
 Defendant's Atty: Robert Kaplan, Esq.  
 L-4373-07 Jury

VERDICT: Liability Verdict: 45% Plaintiff;  
 55% Defendant  
 Damage Verdict: \$70,625  
 adjusted to \$38,843.75 (2/15/11)

Case Type: Auto Negligence  
 Judge: Louis R. Meloni, J.S.C.  
 Plaintiff's Atty: John Borbi, Esq.  
 Defendant's Atty: Louis Jackson, Esq.  
 L-3621-08 Jury

VERDICT: Settled (2/15/11)  
 Case Type: Personal Injury  
 Judge: F.J. Fernandez-Vina, PJ.Cv  
 Plaintiff's Atty: Michael Donahue, Esq.  
 Defendant's Atty: Karen Savage, Esq.  
 L-1065-08 Jury

VERDICT: No Cause (2/16/11)  
 Case Type: Personal Injury  
 Judge: Deborah Silverman Katz, J.S.C.  
 Plaintiff's Atty: Bruce Zamost, Esq.  
 Defendant's Atty: Jacqueline McDonald, Esq.  
 L-4084-08 Jury

VERDICT: Liability Verdict: 35% Plaintiff;  
 65% Defendant  
 Damage Verdict: 0 (2/17/11)

Case Type: Auto Negligence  
 Judge: Frederick J. Schuck, J.S.C.  
 Plaintiff's Atty: Adam Snyder, Esq.  
 Defendant's Atty: Maria Ramos-Wright, Esq.  
 L-3676-08 Jury

VERDICT: Damage Verdict: \$35,000  
 Defendant (2/17/11)  
 Case Type: Auto Negligence  
 Judge: Michael J. Kassel, J.S.C.  
 Plaintiff's Atty: Michael Foster, Esq.  
 Defendant's Atty: Lawrence Berger, Esq.  
 L-2609-09 Jury

VERDICT: No Cause (2/23/11)  
 Case Type: Auto Negligence  
 Judge: Deborah Silverman Katz, J.S.C.  
 Plaintiff's Atty: Stephen P. Chatburn, Esq.  
 Defendant's Atty: Thomas Murphy, Esq.  
 L-6255-08 Jury

VERDICT: No Cause (2/24/11)  
 Case Type: Auto Negligence  
 Judge: F.J. Fernandez-Vina, PJ.Cv  
 Plaintiff's Atty: Marc Greenfield, Esq.  
 Defendant's Atty: William Hanifen, Esq.  
 L-2968-08 Jury

## Working Together . . . Lawyer Referral, Law Firms & Lawyers

### *Open Enrollment Begins for 2011-2012 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, 2012. **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](http://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](mailto:dkw@camdencountybar.org).

## From a CCBA Partner in Progress Different Values for Different Purposes

*Continued from Page 10*

**Marketable value:** Value of an equity assuming a pre-established market in which that equity can be exchanged.

**Private company value:** Opposite of marketable value. Private company value represents a decreased value due to the limitations in the equity's marketability.

### Choosing the Wrong Value May Be Costly

It's important to know what base type of value (i.e., minority, marketable) you're starting with before any discounts or premiums are applied. Relying on the wrong type of value may be quite an expensive mistake. Understanding the differences between standards of value can help you interpret their relative worth in your situation.

*The above article was retrieved from the "E-mail alerts" disseminated to clients and friends of CCBA Partner in Progress, Abo and Company, LLC, Certified Public Accountants - Litigation & Forensic Consultants. With offices in Mount Laurel, NJ and Morrisville, PA you can check them out at [www.aboandcompany.com](http://www.aboandcompany.com) or by calling 856-222-4723 for their newsletters or updates.*

## Wine & Food

Continued from Page 14

drink was Malbec from Argentina and inexpensive liters of Gruner Veltliner from Austria, luckily we already had a great stable of value wines like these to offer them!

**Q** You have added The Pinot Project to complement your Purple Mountain and Rock River wines, labels your company created. How involved are Skurnik employees in the actual grape sourcing or winemaking decisions for these wines? Clearly, they are designed to provide affordable, quality wine made from often expensive grape varieties.

**A** Well, one of the silver linings of an economic recession is that when wineries are temporarily unable to sell their high priced wines, in order to survive and/or make it to the next vintage, they are willing to sell their wines (already in barrel or in bottle) at a steep discount, to trusted friends in the business like us. This is the prime motivation for creating value labels like The Pinot Project. Just a few short years ago, it was almost impossible to find high quality Pinot Noir from California for under \$20 a bottle—and we’ve obviously hit a nerve with The Pinot Project, at a MSRP of under \$15, because we can’t keep the stuff in stock! We are sourcing wine for The Pinot Project by buying finished wine from multiple (good) producers, and blending them together along with a talented winemaker friend of ours. But in other cases, like our new brand of Cabernet from Napa Valley called Three Rocks, it’s sourced from already finished wine from a single high quality winery we work with, at a much reduced price. The bottom line is brands like these represent great value for consumers which is why they are selling so well.

**Q** Much like a baseball scout, it must be gratifying when you find that next great talent. You represent a number of supremely talented winemakers who have gained cult or near cult standing. Some of them may have been inherited because they were making wine for producers you already represented, but how do you go about searching for talent to add to your roster?

**A** I love baseball analogies—I’ve always been a huge fan! Yes, it’s gratifying when you land the up and coming new superstar to add to the portfolio... our customers continually look to us to bring them exciting new things. How do we find them? Like I said earlier, at this point in our career, they mostly come to us, which is nice! If we like what we taste, we will usually follow it up with a visit to the winery to make sure we are impressed with their operation. Of course in the early days, we didn’t have the option of wineries seeking us out, so we had to pound the pavement and “sell” them on the idea of our company!

**Q** Consolidation in the wine distribution industry seemed to pick up quite a bit of steam during the past decade. How do smaller or more regional distribution companies compete? I know you have producers, including many from France, you represent country-wide. Is there a plan to grow into a more national company?

**A** Honestly, we’ve never really had a plan for anything in this business! We follow our palate and good things have followed! But to answer your question, we don’t have any desire to become a large national company. We call ourselves a “big small company” and we will likely stay that way. We are a family business (with the second generation making their presence felt now!) and I can honestly say that the way we run our business now, is not that different from what we did as a small start-up: Taste and select great wine, hire great people to tell the story, and offer great customer service. It’s really no secret. It’s just “Business 101” applied to wine i.e. provide a good product at a good price, give good service, and thank the customer for their business. That’s how we compete!

**Q** We are seeing increasing attention being paid to wine producers from areas such as Israel, Greece, Bulgaria, Slovenia and to table wines from Portugal. Are there wine regions one might call non-traditional in which you have a particular interest in mining for talent to represent? Do you see any of these or other “lesser” regions emerging as a future wine force?

**A** Funny you should mention Israel, since I just came back from a trip there and we’re bringing in some Israeli wine now for the first time! Years ago, we were not all that impressed with the wine quality from Israel so we never got involved importing them. However, this was an eye-opening trip, as quality has increased tremendously, and we chose a winery called Tzora Vineyards to begin our Israeli wine “portfolio”—and the wines are really excellent! As for other “emerging” regions, we haven’t gotten too obscure yet, but we do have some wonderful value wines from South Africa, Hungary, and even New Mexico. We’re definitely interested in developing a Greek wine portfolio at some point and not only because I love to travel to Greece! The bottom line is we are always looking for great wines, wherever they may come from, so if Bulgaria turns out to be the next Napa Valley, we’ll surely be there soon!

I sincerely thank Harmon for taking the time to share his thoughts about such a vital, but often overlooked, part of the process by which producers whose wines we enjoy consuming find their way onto the shelves of local wine merchants.

**Be sure to check this month’s inserts**

# Did You Know?

— If we can't find you, we can't send you *The Barrister*, important notices and updates, either by snail mail or electronically, when you **move or change firms** and don't let us know? Please contact Bar Headquarters (856.482.0620) when your contact information changes so we can keep our membership database up to date.

— The CCBA offers **FREE advertising** on our website for members who are looking to fill a position or who are looking for a position? Go to [www.camdencountybar.org](http://www.camdencountybar.org) to see what positions are available, or to see who is looking for a position. Email your posting to [info@camdencountybar.org](mailto:info@camdencountybar.org) or fax it to 856.482.0637.

— You could be missing out on valuable referrals from other CCBA members? To help you build your practice and increase your referrals, the CCBA hosts an online **Member-to-Member Referral Service** on our website. It's quick and easy to get your name listed to receive referrals or to search for a member to refer a case. Just logon to the Members side of the website, [camdencountybar.org](http://camdencountybar.org), click on the "members" drop down menu and select "Member Referral Service" and follow the instructions.

— The CCBA has a number of benefits to save you money and make the practice of law easier? From exclusive CCBA discounts from our **Partners in Progress** to savings on clothing at Jos. A. Bank and Brooks Brothers to Hertz rental cars, we can save you money. Check out our website for ALL of the benefits that add value to your CCBA membership.

— The CCBA can provide a place for depositions, mediations and small meetings? Our Bar Headquarters conference rooms are conveniently located, Wi-Fi equipped, reasonably priced and offer plenty of free parking, seating for 5-30, with refreshments for an additional charge.

Let us help with your meeting space needs. Contact us for availability and rental rates at **856.482.0620** or email your request to [info@camdencountybar.org](mailto:info@camdencountybar.org).

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**Bette E. Uhrmacher** was a Judge of the Superior Court of New Jersey for more than 15 years, serving in all three divisions. Seven of those years were served in the Civil Division where she recently managed the medical malpractice calendar. Judge Uhrmacher has handled a broad spectrum of civil cases as well as handling some probate and general equity matters. For four years, Judge Uhrmacher was Presiding Judge of the Criminal Division.

Prior to joining the bench, Judge Uhrmacher served as the Chief of the Civil Division of the U.S. Attorney's Office for the District of New Jersey. Additionally, she was Attorney-in-Charge of the Trenton U.S. Attorney's Office, and appointed to a Senior Litigation Counsel position. She also served as an Assistant U.S. Attorney for the District of New Jersey.

Throughout her career, Judge Uhrmacher has been active in Teaching and Continuing Legal Education programs. Currently, she serves as Chair, Haydn Proctor Inn of Court, Monmouth County and will be teaching a Trial Advocacy course in the Fall.

Judge Uhrmacher has received consistently high ratings from attorneys appearing before her in each of the New Jersey Law Journal surveys of the Judiciary.

Judge Uhrmacher received a JD from the University of Texas at Austin and a BS from Simmons College, Boston, Massachusetts.

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**Richard S. Mroz**, whose career includes Cabinet-level positions in New Jersey state government, has joined Archer & Greiner, P.C., as Of Counsel to the law firm. He will be based in Archer & Greiner's Haddonfield headquarters.

Capehart Scatchard associate, **Laurel B. Peltzman, Esq.**, spoke at a recent Lorman Education Services employment law seminar in Edison, discussing the recently enacted legislation in New Jersey allowing the use of medical marijuana. Ms. Peltzman focused her talk on the impact of the law on employers.

Capehart Scatchard shareholder, **Yasmeen S. Khaleel, Esq.**, recently participated in a panel discussion at the Evergreens in Moorestown. In her presentation, Ms. Khaleel gave seven suggestions for proper end of life planning. Among the seven suggestions, Ms. Khaleel offered tips on financial spring cleaning and making binding final arrangements.

Legal marketing expert **Kimberly Alford Rice** recently joined the board of directors of the Legal Marketing association's Metro Philadelphia Chapter.

Attorneys from Archer & Greiner, P.C., will participate as speakers at educational seminars at the 62nd Annual Atlantic Builders Convention (ABC) in Atlantic City, scheduled for April 6-8. The Chair of Archer & Greiner's Land Use, Environmental Permitting and Compliance Group, **Robert W. Bucknam, Esq.** will be a panelist for the seminar "Legal Trends II Environmental Law;" and The Chair of Archer & Greiner's Real Estate Department, **Gary L. Green, Esq.**, will be among several expert panelists for the program "Financial Strategies for Tough Times."

**Christopher R. Gibson, Esq.**, President of the law firm Archer & Greiner, P.C., has been elected to the Board of Trustees of Underwood-Memorial Hospital in Woodbury, N.J. Mr. Gibson, was elected by a unanimous Board vote to a three-year term. Mr. Gibson is based in Archer & Greiner's Haddonfield headquarters and serves as Chair of the firm's Litigation Department as well as its Environmental and Eminent Domain practice groups. He represents major government agencies and serves as local and regional counsel to national corporations.

## Welcome New Members

March 2011

### Active (13)

#### **Sarah Ruth Barnwell, Esq.**

641 North 16th Street  
Philadelphia, PA 19130  
610.529.2999

#### **Beth Lincow Cole, Esq.**

Law Office of Beth Lincow Cole  
6000 Sagemore Drive  
Suite 6301  
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856.355.2980  
Fax: 856.355.2981

#### **Philip H. Coyle, Esq.**

Philip H. Coyle, Esq., LLC  
527 Cooper Street  
Camden, NJ 08102  
609.519.5800  
Fax: 856.225.0435

#### **Christin Deacon, Esq.**

U.S. Bankruptcy Court Dist. of NJ  
401 Market St., 2nd Floor  
Camden, NJ 08101  
856.757.5174

#### **Rachel Dichter, Esq.**

The State of NJ - Vicinage XV  
1 North Broad Street  
Woodbury, NJ 08096  
856.985.5063

#### **Sheera Engrissei, Esq.**

277 Uxbridge  
Cherry Hill, NJ 08034  
609.707.6538

#### **Joseph W. Jesiolowski, Esq.**

Pepper Hamilton LLC  
3000 Two Logan Square  
18th & Arch Streets  
Philadelphia, PA 19103  
215.981.4306  
800.524.6509

#### **Normay W. Jones, Esq.**

Law Offices of Normay W. Jones, LLC  
2122 Meetinghouse Rd., Suite 101  
Cinnaminson, NJ 08077  
856.324.6538

#### **Gene Markin, Esq.**

Stark & Stark  
993 Lenox Dr.  
Lawrenceville, NJ  
609.219.7446

#### **Charles P. Montgomery, Esq.**

Earp Cohn, P.C.  
20 Brace Road, 4th Floor  
Cherry Hill, NJ 08034  
856.354.7700

#### **Nicolas B. Pedone, Esq.**

26 Cohasset Lane  
Cherry Hill, NJ 08003  
856.701.2095

#### **John M. Pumphrey, Esq.**

Soloff & Zervanos  
457 Haddonfield Road, Suite 540  
Cherry Hill, NJ 08002  
856.354.1175

#### **Lynda Yamamoto, Esq.**

327 Portsmouth Road  
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609.410.4163

## Expand YOUR Client Base — Join the 2011/2012 Lawyer Referral Panel

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The CCBA Lawyer Referral Service (LRS) is a public service project that benefits both lawyers and the public. Each year the LRS makes more than 6,000 referrals for callers with legal problems who are able to afford a private attorney. All attorney members of the Association are eligible to participate in the LRS. They receive referrals based on the practice areas that they select. Attorneys agree to charge no more than \$30 for the first half-hour consultation. The attorney and the client determine fees for time beyond that first half-hour. If the referral produces a fee of more than \$500, the LRS receives 10 percent of any amount above \$500. In addition, attorneys are required to pay a nominal annual fee to participate in the LRS. This amount is in addition to any annual dues that you are required to pay.

### Why should YOU join the LRS?

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# Camden County Bar Association

## Code of Professionalism

*Adopted November 1993*

*The Camden County Bar Association has an extensive and proud history of service to the public, to our system of justice, and to its members. The lawyers who have the privilege of being accepted as Association members continue a tradition of treating fellow members and the judiciary before whom they practice in a professional and courteous manner. While this professionalism includes demonstrating the utmost of integrity and compliance with the ethical standards mandated by the Rules of Professional Conduct, it goes beyond those fundamental obligations. It represents the higher standard of conduct that makes the profession of law more than a competitive service industry. The legal profession stands at the crossroads of becoming such a large, impersonal and technologically oriented business that some members lose sight of the traditional values and virtues to which lawyers of the past subscribed.*

*At a time when the complexities of the law make practicing our noble art increasingly difficult, the Camden County Bar Association and its membership reaffirm their commitment to the standards of professional courtesy. To advance the standards of professionalism and civility, the Camden County Bar Association has adopted the following Code of Professionalism.*

1. I will provide my client with objective advice and will endeavor to represent my client's lawful interests as expeditiously and economically as possible.
2. I will advise my client against pursuing a course of action that is without merit and against tactics which are intended to delay resolution of a matter, or to harass or drain the financial resources of the opposing party.
3. I will counsel my client that a willingness to initiate or engage in settlement discussions is consistent with zealous and effective representation and that civility and courtesy during the course of client representation are not displays of weakness, but are virtues upon which our system of justice was founded.
4. I will treat opposing counsel, other lawyers and their staffs, parties, witnesses, the courts and members of the court staff with civility and courtesy. Professional courtesy is a necessity entirely compatible with vigorous advocacy and zealous representation.
5. I will never knowingly misstate facts or law, and will consistently act in such a manner that other lawyers and judges can trust in and rely upon my oral or written word.
6. I will agree to reasonable extensions of time or for waiver of procedural formalities when the legitimate interest of my client is not adversely affected.
7. I will endeavor to consult with opposing counsel prior to scheduling depositions, meetings, or rescheduling hearings, and I will cooperate with opposing counsel when scheduling changes are requested. I will be punctual in honoring scheduled appearances and in providing the earliest possible notice of cancellation of appointments, depositions, or hearings to all concerned parties.
8. In the conduct of litigation or negotiation, I will conduct myself with fairness and dignity, refraining from any course of conduct meant to harass the opposing party. I will not engage in excessive or abusive discovery, and will refrain from advancing groundless objections or committing other acts of rudeness or disrespect.
9. I will be considerate in my communications with others, promptly returning telephone calls and responding to correspondence from clients and other lawyers in a timely manner.
10. While I will be a vigorous advocate on behalf of my client, I always will be mindful that I am an officer of the court, and of the obligation to conduct myself with respect for the court and for my adversaries.
11. In civil proceedings, I will voluntarily withdraw claims or defenses if it becomes apparent that they lack merit, and I will stipulate to non-essential facts as to which there is no genuine dispute. I will cooperate with other lawyers towards the goal of having matters resolved in a prompt and fair fashion.
12. I will not quarrel needlessly over matters of form or style, but will concentrate on matters of substance and content.
13. I will strive to remain current in the areas in which I practice. I will familiarize myself with the Rules of Professional Conduct and adhere to these rules in the everyday practice of my profession.
14. I will be mindful of my obligation to enhance the image of the legal profession in all of my professional actions. I will be so guided in my comments about the judiciary, opposing counsel or the members of any other profession, and in the methods and contents of any advertising I may pursue.
15. I recognize that the law is a learned profession. Among its desirable goals are devotion to public service, improvement of the administration of justice, and the contribution of uncompensated time towards the administration of justice on behalf of those persons unable to afford legal assistance.

*As a condition of membership in the Camden County Bar Association, I agree to abide by and conduct the practice of law in a manner consistent with this Code.*

New Jersey Law Journal's

## Spring Into CLE 2011

### Ethical Considerations— From Retention to Termination

By Sherilyn Pastor

### The Expert Witness in Civil Litigation

By Gerald H. Baker

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## PER DIEM & REFERRALS

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### OFFICE SHARING ARRANGEMENT IN VOORHEES

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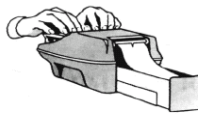
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**PERSONAL INJURY 2011**

**WYSIWYG - NUTS, BOLTS + THE TOOLS TO USE THEM**

Program Co-Chairs:	Kenneth G. Andres, Jr., Esq. Andres & Berger, P.C. Haddonfield, NJ	Daniel E. Rosner, Esq. Rosner Law Offices Vineland, NJ
	Bruce H. Stern, Esq. Stark & Stark Princeton, NJ	Thomas J. Vesper, Esq. Westmoreland, Vesper & Quattrone West Atlantic City, NJ

**THURSDAY, APRIL 14, 2011**

8:00 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall
9:00 am - 9:30 am	President's Address & Welcome: Michael A. Galpern, Esq. - Cherry Hill, NJ NJAJ Membership Meeting & Elections
9:30 am - 10:15 am	Methods to Obtain Damages for the Death of an Elderly Client Gary M. Paul, Esq. - El Segundo, CA
10:15 am - 10:30 am	Coffee Break - Exhibit Hall
10:30 am - 11:15 am	Establishing the Rules in Depositions Paul J. Scoptur, Esq. - Wauwatosa, WI
11:15 am - 12:00 pm	The Role of Relative Risk in Causation Determinations: The World's Most Boring Title for One of the Most Important Concepts in Litigation Michael D. Freeman, Ph.D., MPH, DC - Portland, OR
12:00 pm - 1:00 pm	Luncheon - Exhibit Hall
1:00 pm - 2:00 pm	How to Meaningfully & Persuasively Communicate with Conservative Jurors in Personal Injury & Wrongful Death Cases John F. Romano - Lake Worth, FL
2:00 pm - 2:30 pm	The Year in Torts in New Jersey / The Top Ten Moderator: Kenneth G. Andres, Jr., Esq. - Haddonfield, NJ Speakers: TBD
2:30 pm - 2:45 pm	Coffee Break - Exhibit Hall
2:45 pm - 4:15 pm	The Year in Torts in New Jersey / The Top Ten Moderator: Kenneth G. Andres, Jr., Esq. - Haddonfield, NJ Speakers: TBD
4:15 pm - 5:00 pm	"Rules of the Road" Patrick A. Malone, Esq. - Washington, DC
5:00 pm - 6:30 pm	Wine and Cheese Reception - Exhibit Hall
8:00 pm - 9:30 pm	3 <sup>rd</sup> Annual Texas Hold'em Tournament New Lawyers Section Party

**FRIDAY, APRIL 15, 2011**

6:30 am - 8:30 am	Litigation at Sunrise
7:30 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall
9:00 am - 12:35 pm	"Top Ten in America" Moderator: Thomas J. Vesper, Esq. - West Atlantic City, NJ
9:00 am - 9:15 am	Powerful Mediation Techniques Timothy Conboy, Esq. - Philadelphia, PA
9:15 am - 9:30 am	Crossing the Bridge: New Jersey and Pennsylvania Motor Vehicle Law - Imperfect Together Ronald Kovler, Esq. - Philadelphia, PA
9:30 am - 9:45 am	Reptile & Rules in a Premises Case Nicholas I. Timko, Esq. - New York, NY
9:45 am - 10:00 am	What NJ Lawyers Need to Know About NY Law-Avoiding Early Mistakes Anthony S. Bottar, Esq. - Syracuse, NY
10:00 am - 10:15 am	Making the Most of the Underinsured Motorist Claim— The Anger Factor Jeffrey M. Gentilotti Esq. - Wilmington, DE
10:15 am - 10:25 am	Closing Argument in a Death Case Mary Alice McLarty, Esq. - Dallas, TX
10:25 am - 10:35 am	No Voir Dire? No Problem: The Art of Persuasion in the 21 <sup>st</sup> Century Judith Hull, Esq. - London, ON
10:35 am - 10:55 am	Tips From the Trenches - Openings that Overcome the Problem Case Gary B. Pillersdorf, Esq. - New York, NY
10:55 am - 11:10 am	Coffee Break - Exhibit Hall
11:10 am - 11:30 am	How to Defeat the Coincidence Defense in Medical Negligence Cases Michael D. Freeman, Ph.D., MPH, DC - Portland, OR
11:30 am - 11:45 am	WYSIWYG - Build a Strong Case Out of a Weak Client Patrick Barry, Esq. - Providence, RI
11:45 am - 12:00 pm	Voir Dire - The Good, The Bad and The Ugly Mona Pitman, Esq. - Batesville, MS
12:00 pm - 12:20 pm	Six Key Tips on Enhancing the Strength & Effectiveness of a Two-Lawyer Trial Team Presentation in Jury Trials John F. Romano, Esq. - Lake Worth, FL Eric Romano, Esq. - Lake Worth, FL
12:20 pm - 12:35 pm	Exposing Deceptive Defense Doctors Dorothy Clay Sims, Esq. - Ocala, FL
12:35 pm - 1:30 pm	Luncheon - Exhibit Hall
1:30 pm - 1:45 pm	Ethics of Secret Settlements Patrick A. Malone, Esq. - Washington, DC
1:45 pm - 2:30 pm	Why Jurors Reject Expert Testimony Mark R. Kosieradzki, Esq. - Plymouth, MN
2:30 pm - 2:45 pm	Coffee Break
2:45 pm - 3:15 pm	PANEL DISCUSSION - (Mediators/Arbitrators): • Hon. Marina Corodemus (ret.) - Successfully Using Technology in ADR • Hon. Steven P. Perskie (ret.) - Judicial Perspective on Claims • Hon. Joel Rosen (ret.) - The Mediation: Different Approaches & Ethical Issues • Hon. Marguerite T. Simon (ret.) - Mediation Do's & Don'ts • Hon. Joseph C. Wisalli (ret.) - Getting Prepared for Mediation • Hon. Anthony Sciuto (ret.) - Be Prepared to Resolve Liens During Mediation Proceedings
3:15 pm - 4:00 pm	The ABC's of Crossing the DME Dorothy Clay Sims, Esq. & Oregon Hunter, Jr., MD - Ocala, FL

**MASS TORTS**

Program Co-Chairs:	Michael A. Galpern, Esq. Locks Law Firm Cherry Hill, NJ	Christopher M. Placitella, Esq. Cohen, Placitella & Roth Red Bank, NJ
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**THURSDAY, APRIL 14, 2011**

8:00 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall
9:00 am - 9:30 am	President's Address & Welcome: Michael A. Galpern, Esq. - Cherry Hill, NJ NJAJ Membership Meeting & Elections
9:30 am - 10:15 am	Update on Mass Torts: What's Hot & What's Not Ellen Reikin, Esq. - New York, NY
10:15 am - 10:30 am	Coffee Break - Exhibit Hall
10:30 am - 11:00 am	Consumer Class Actions Lynne M. Kizis, Esq. - Woodbridge, NJ
11:00 am - 11:30 am	DePuy Hip Replacement Cases Michael Cohen, Esq. - Philadelphia, PA
11:30 am - 12:00 pm	Accutane Litigation David R. Buchanan, Esq. - New York, NY
12:00 pm - 12:30 pm	Medical Monitoring Cases in New Jersey James J. Pettit, Esq. - Cherry Hill, NJ
12:30 pm - 1:30 pm	Luncheon - Exhibit Hall
1:30 pm - 2:15 pm	Reptile Themes in Mass Torts Cases Joseph D. Satterley, Esq. - Louisville, KY
2:15 pm - 2:45 pm	Nicastro & Jurisdiction Over Foreign Defendants Jonathan W. Miller, Esq. - Philadelphia, PA
2:45 pm - 3:00 pm	Coffee Break - Exhibit Hall
3:00 pm - 3:30 pm	Trans Vaginal Mesh Adam M. Slater, Esq. - Roseland, NJ Jillian A. S. Roman, Esq. - Philadelphia, PA
3:30 pm - 4:00 pm	Juror Research While Picking the Jury Kent Hughes, TrialSmith - Austin, TX
4:00 pm - 4:30 pm	Constructing Juror Profiles After Selection Mark Calzaretta - Philadelphia, PA
4:30 pm - 5:00 pm	How Mass Torts Cases Protect Present & Future Consumers Hon. Charlie Crist, Former Governor, State of Florida - St. Petersburg, FL
5:00 pm - 6:30 pm	Wine and Cheese Reception - Exhibit Hall
8:00 pm - 9:30 pm	3 <sup>rd</sup> Annual Texas Hold'em Tournament New Lawyers Section Party

**WORKERS' COMPENSATION**

Program Co-Chairs:	Ricky E. Bagolie, Esq. Bagolie-Friedman, LLC Jersey City, NJ	James M. Clancy, Esq. Bafundo, Porter, Borbi & Clancy Marlton, NJ
	Steven H. Cohen, Esq. Davis, Saperstein & Salomon Teaneck, NJ	Jeffrey S. Monaghan, Esq. Pelletieri, Rabstein & Altman Princeton, NJ

**FRIDAY, APRIL 15, 2011**

7:30 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall
9:00 am - 9:30 am	State of Division Hon. Peter J. Calderone, Director & Chief Judge, New Jersey Division of Workers' Compensation - Trenton, NJ
9:30 am - 10:30 am	Tips for Handling a Complex Total Permanent Disability Settlement with the New Jersey Second Injury Fund & Social Security Disability Offset Issues Hon. Michael Mullen, Division of Workers' Compensation - Camden, NJ
10:30 am - 10:45 am	Coffee Break - Exhibit Hall
10:45 am - 11:15 am	Ethical Considerations for the Workers' Compensation Practitioner - The Problem Client Michael J. Dillon, Esq. - Jersey City, NJ
11:15 am - 12:30 pm	Ethical Considerations in Protecting Your Client from Medical Liens & How to Satisfy Medicare, Medicaid & Private Plan Liens James Koblin, Esq. - Passaic, NJ John P. Fedorko, Esq., Council for Socrates, Inc. - Pittsburgh, PA
12:30 pm - 1:30 pm	Luncheon - Exhibit Hall
1:30 pm - 2:30 pm	Presenting a Successful Case & Trial: Preparing and Presenting Your Client for Trial and Proving Objective Medical Disabilities -How It is Conducted -How Do You Establish Permanent Disability Kenneth D. Mackler, Esq. - Atlantic City, NJ
2:30 pm - 3:30 pm	Handling Complex Neck & Back Injuries: What Types of Surgery for What Types of Injuries (When are Non-surgical Treatment Procedures the Better Course of Action) Edward Von Der Schmidt, MD - Princeton, NJ
3:30 pm - 3:45 pm	Coffee Break
3:45 pm - 5:00 pm	2010-2011 Case Law & Legislative Update Ricky E. Bagolie, Esq. - Jersey City, NJ James M. Clancy, Esq. - Marlton, NJ Steven H. Cohen, Esq. - Teaneck, NJ Kenneth D. Mackler, Esq. - Atlantic City, NJ Jeffrey S. Monaghan, Esq. - Princeton, NJ

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<b>Friday - I will primarily attend:</b>	<input type="checkbox"/> Personal Injury	<input type="checkbox"/> Criminal Law	<input type="checkbox"/> Matrimonial Law	<input type="checkbox"/> Employment Law	<input type="checkbox"/> Litigation at Sunrise
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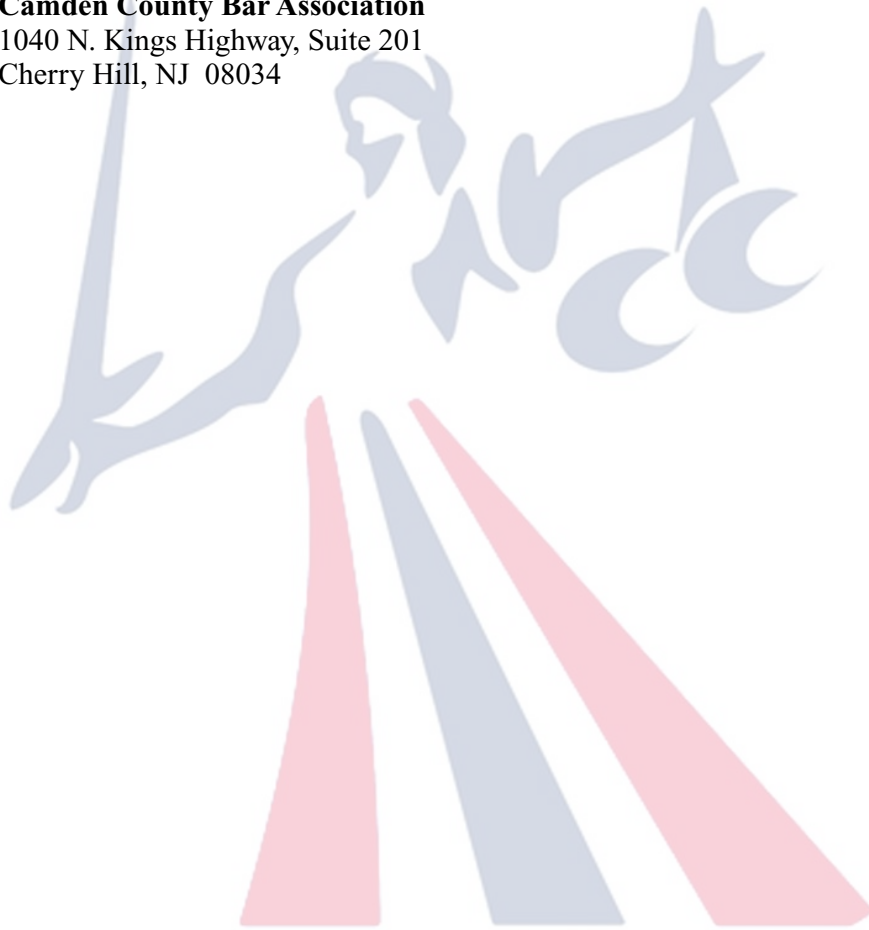
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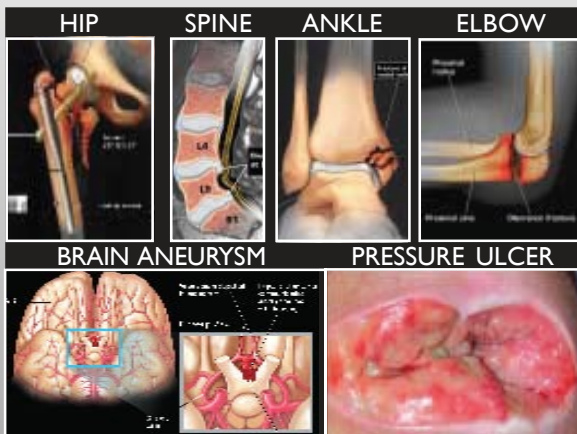


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