



Adopt-A-Family volunteers take a minute to warm up from the cold December weather after unloading cars, trucks, and SUVs laden with the donations from Bar members, firms and friends to ensure a Merry Christmas for 101 Camden families. See inside for a complete listing of those who participated in this year's very successful program.

Foundation Seeks Silent Auction & Prize Items

Get into the good taste of "Camden County...*Tastefully Yours!*" and support your Bar Foundation by making a tax-deductible donation of an item or service for the Foundation's Silent Auction on Friday, April 8th at the Collingswood Grand Ballroom. Auction proceeds will allow the Foundation to continue its community service programs, and support from Bar members and businesses is key to our success.

Weekend/Vacation getaways . . . sporting event tickets . . . sports or political memorabilia, are great items. If you can't offer an item, maybe the folks you do business with can! Jewelry . . . fine apparel . . . gift cards from upscale restaurants . . . and other specialty items or services donated by local merchants can make a huge difference in our success!

Please support your Bar Foundation by calling Bar Headquarters at 856.482.0620 to arrange your donation, and by spreading the word to your favorite merchants.

Law School Scholarship Applications Due February 28

Each year the Bar Foundation awards a number of scholarship awards to deserving law school students. Scholarship applications are accepted from September 1st through February 28th of each year. Applications must be received at Bar Headquarters no later than the February 28th deadline date to be considered. Recipients will be notified in April.

Applications may be downloaded from our website www.camdencountybar.org, or by calling Bar Headquarters at 856.482.0620.

Hold This DATE . . .

Friday, April 8th



A delightful evening of food, spirits and fun! Featuring the area's finest restaurants and eateries, an upscale wine tasting and a silent auction in support of the charitable and community service programs of the Camden County Bar Foundation.

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The Docket

Tuesday, February 1st

Young Lawyer Committee Meeting
Noon
Bar Headquarters, Cherry Hill

Wednesday, February 2nd

DWI/Refusal Roundup – Part 2 Seminar
4 – 6:15 pm
Tavistock Country Club, Haddonfield

Wednesday, February 9th

*Labor & Employment Law
Committee Luncheon*
“Ethical Issues in Employment Cases”
CLE Program
Noon
Tavistock Country Club, Haddonfield

Expungement Law in New Jersey Seminar
4 - 6:15 pm
Rutgers School of Law (Room 103),
Camden

Thursday, February 10th

*NJ Basic Estate Administration
(CLE on Tap)*
4 - 7:15 pm
Tavistock Country Club, Haddonfield

Tuesday, February 15th

*Commercial Debtor/Creditor Committee
Luncheon*
“Understanding & Managing
Cancellation-of-Debt Income”
Noon
Ponzio’s – Route 70 East, Cherry Hill

*Interplay Between Family Law and Trust &
Estate Practitioners Seminar*
4 – 6:15 pm
Tavistock Country Club, Haddonfield

Thursday, February 24th

*Substance Abuse: Ethical, Practical
& Legal Issues for Lawyers, Clients &
Families Seminar*
4 – 6:15 pm
The Mansion, Voorhees

Friday, February 25th

Young Lawyer Joint Bowling Party
5:30 – 8:30 pm
Pinsetter Bar & Bowl, Pennsauken

Tuesday, March 1st

Young Lawyer Committee Meeting
Noon
Bar Headquarters, Cherry Hill

Welcome to the Blogosphere!

The Association is pleased to welcome you to the new CCBA blog! The blog allows us to bring you up to date information quickly and concisely, and gives you the opportunity to respond and comment.

Additionally, blog posts go directly to our new Facebook, LinkedIn and Twitter pages so others can see the exciting things that are happening at the CCBA. Visit the blog regularly to find out the latest about CLE programs, notices to the bar, changes in the law that affect you and your clients, Association networking events and much more!

We hope you will take advantage of this opportunity and check in often. This is a great way to market the CCBA as well as your own practice! We also invite you to become a CCBA Fan on our new Facebook page, follow us on Twitter and connect with us on LinkedIn, all designed to help you expand your personal and professional network and your practice!

To access the blog from our website, www.camdencountybar.org, click on the “blog” link on the right-hand side of the menu bar and you’re on your way!



Tentative Agenda for February 16 Trustees Meeting

A tentative agenda for this month’s regular Board of Trustees meeting follows. The meeting will begin at 4 pm, 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 January 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

The Barrister

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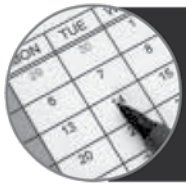
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2011 Camden County Bar MCLE Planner

Wednesday, February 2, Tavistock CC

DWI/Refusal – Part Two (2.4 NJ credits)

In September we brought you every facet of Alcotest Discovery . . . now get ready for a rapid fire roundup of every other hot topic in DWI & Refusal law in this special joint bar seminar. You will learn every important new development in DWI & Refusal, from beginning to end, in this cutting edge follow-up to the September seminar. Included in the presentation will be: ➤ Operation, Stop, Refusal and Blood, Lab & Crawford Issues ➤ Drug DWI & Alcotest Issues ➤ Defense Experts & Speedy Trial ➤ Municipal Appeals, PCR's & Laurick Applications, and MUCH MORE!

Wednesday, February 9, Tavistock CC

Ethical Issues in Employment Cases* (1 NJ Ethics credit)

Labor & Employment Law Committee Luncheon Meeting Presentation. Open to all.

Wednesday, February 9, Rutgers School of Law-Camden, Room 103

Expungement Law in New Jersey (2.4 NJ credits)

Program Topics Include: What is an Expungement & what it is not? Recent amendments & what they mean for you. When should you file for an Expungement? How do you file?

This program is being co-sponsored by the Pro Bono Committee, Rutgers School of Law-Camden Federal Prisoner Reentry Project & the Camden County Prosecutor's Office.

Thursday, February 10, Tavistock CC

CLE on Tap – NJ Basic Estate Administration (3.9 NJ credits for Newly Admitted Lawyers)

Bridge the Gap with CLE on Tap for newly admitted lawyers provides an easy, affordable and enjoyable way for **newly admitted lawyers** to complete the NJ MCLE basic course requirement. This is the first program in a series of 8 to be offered in the coming months. Each seminar is followed by a happy hour.

Tuesday, February 15, Tavistock CC

Interplay Between Family Law and Trust & Estate Practitioners (2.4 NJ credits)

More and more there is an interplay of the issues addressed by the family law lawyer and the trust and estate lawyer. Often, settlement of the family law case will impose obligations on the family or the estate plan will hinder settlement. This program will be of equal value to the family lawyer and the estate planning lawyer . . . it will address how the estate will fare in later divorce and how the divorce will change the estate plan.

Thursday, February 24, The Mansion, Voorhees

Substance Abuse: Ethical, Practical & Legal Issues for Lawyers, Clients & Families (2.4 NJ credits)*

Topics include: The Ins & Outs of Drug Court; The New Jersey Lawyers Assistance Program (NJLAP); Ethical Considerations; and Help for Individuals & Families.

MARCH

- 22 Prepare for the Worst! *The practical side of Buy-Sell Agreements**
- 24 CLE on Tap for Newly Admitted Lawyers: NJ Basic Estate Planning

APRIL

- 5 Ethics*
- 13 Medicare Set-Asides
- 21 CLE on Tap for Newly Admitted Lawyers: NJ Criminal Trial Preparation

MAY

- 5 Employment Law Update
- 17 Real Estate
- 24 Bankruptcy Ethics
- 26 CLE on Tap for Newly Admitted Lawyers: NJ Municipal Court
- TBD Joint Probate & Trust and Taxation
- TBD Workers' Compensation

* Includes Ethic credit(s)



2011 Group Admission

Supreme Court of the United States

Monday, June 20, 2011

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Refer to insert for details.

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

SJ Paralegals**New Jersey Certified Paralegal Program****Third east coast paralegal group to offer certification**

South Jersey Paralegal Association (SJPA) is pleased to announce that it is offering a voluntary certification program to those individuals who choose to become a New Jersey Certified Paralegal (NJCP). This program will provide paralegal employees and employers with a benchmark to determine qualified individuals who are competent to provide legal services under the supervision of an attorney.

As the role of the paralegal has changed dramatically over the years, so has the need for the paralegal profession to develop standards. In addition to formal education, today's successful paralegal needs specialized skills, participation in continuing legal education, and a means to connect with and exchange pertinent information with other paralegals and members of the legal community. As attorneys confront challenges in their daily practices to provide quality legal services to their clients, they will now be afforded a means of measuring a paralegal's competency in providing quality legal services to their clients, peripherally reducing the possibility of ethical violations, unauthorized practice of law violations and malpractice claims

In order to obtain the NJCP credential, certain educational and experience criteria are required. Following submission of a verified application and supporting documents, payment of a processing fee, and review and approval by the Committee, a certificate will be issued to the applicant indicating certification by SJPA and permitting the applicant to use the credential "NJCP" (New Jersey Certified Paralegal). The certification plan documents and application are available for viewing and downloading on the SJPA website SJPAparalegals.org.

Paralegals approved for NJCP certification must be members of SJPA, follow the National Federation of Paralegal Association's Code of Ethics, and renew their certification status every two years. The renewal process consists of completing at least twelve hours of continuing legal education with at least two of the twelve hours covering ethics.

The ultimate purpose of this self-regulation program is to improve the quality of legal services in New Jersey. Certification of qualifications and commitment to high professional and ethical standards by paralegals will lead to appropriate recognition of the substantial and essential contribution paralegals make to the provision of legal services in New Jersey.

SJPA becomes the third east coast paralegal group offering self regulated, voluntary certification programs. The Delaware Paralegal Association instituted the Delaware Certified Paralegal (DCP) program in May 2005. The Keystone Alliance of Paralegal Associations, composed of eight paralegal associations throughout Pennsylvania, introduced the Pennsylvania Certified Paralegal (Pa.CP) program in May 2008.

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

Foundation Update**Share the Love**

By Joseph A. McCormick, Jr.

Well, it's Valentine's Day this month and everyone who knows me knows that I am someone who is always showing his emotions and wearing his heart on his sleeve. (I'm trying here!) What better way to show it than to continue to help out the Bar Foundation with its charitable works in the community.

As I have advised you in my earlier columns, the Foundation has another way that you can continue to help and have a great night out at the same time. On April 8th we will present the inaugural "Camden County...*Tastefully Yours!*" at the Collingswood Grand Ballroom. Superb local restaurants will be on hand serving signature dishes. Fine wine will be served and a silent auction will be held with many excellent items. This is going to be an opportunity to sample the offerings from many fine establishments in the area. The ticket prices are affordable and it just might be a great place to take your friends for a fun night out. The restaurants will be donating their offerings so that the proceeds can be used to further the charitable goals of the Foundation. Who knows-you might discover a new favorite restaurant. So please save the date and use the insert to reserve your place early.

The Bar Foundation has been involved in our community since 1968 and provides scholarships and help for the under privileged in Camden County. The "Foundation" is there. Won't you help us build upon it? Let's help make a difference.

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LEGAL LINE TO CRIMINAL COURT LAW

A Clean Slate

By Howard C. Gilfert, Assistant Camden Count Prosecutor

The ramifications of a conviction extend well beyond the immediate and apparent risk of incarceration. A criminal (indictable) conviction may bar a citizen from voting, serving on a jury and obtaining a permit to purchase a firearm. Disorderly persons convictions involving domestic violence also disqualify a citizen from obtaining a permit to purchase a firearm. N.J.S.A. 2C:58-3c(1). Employers are likely to pass over job applicants with criminal records.

New Jersey recognizes that there are circumstances where criminal records should be erased from a person's past to remove or ameliorate such disabilities. The State therefore permits a citizen to obtain expungement of a conviction in some instances. The State also permits, with certain exceptions, the immediate expungement of arrest records upon disposition of the case where the arrest did not result in a conviction. N.J.S.A. 2C:52-6.

N.J.S.A. 2C:52-1 *et. seq.* sets forth the circumstances where expungement is available and the process for seeking expungement. As for the process, a petition for expungement may be filed in the Superior Court in any county in which the petitioner had contact with the criminal justice system, even if the conviction sought to be expunged is not from that county. The petition must be verified and shall include specified information regarding the petitioner and his criminal record. N.J.S.A. 2C:52-7. The petition must represent that none of the bars to expungement in N.J.S.A. 2C:52-8 exist. The petition and accompanying documents must be served on a host of entities with an interest in the matter and/or possession of records sought to be expunged. N.J.S.A. 2C:52-10.

In the event an expungement is granted, just about everything pertaining to the criminal case is expunged. N.J.S.A. 2C:52-1b specifies that: "expunged records shall include complaints, warrants, arrests, commitments, processing records, fingerprints, photographs, index cards, 'rap sheets' and judicial records." N.J.S.A. 2C:52-1a makes it clear that expungement includes the records of most all entities within the criminal justice system, including the courts, detention and correctional facilities, law enforcement and criminal justice agencies.

Unless otherwise provided by law, all proceedings related to the expunged conviction are deemed not to have occurred. N.J.S.A. 2C:57-27. The beneficiary of the expungement may therefore lawfully answer any question relating to the expunged matter accordingly, such as on an employment application. Exceptions to this general rule exist. For instance, where the petitioner seeks expungement of a subsequent conviction, he must disclose the prior expungement. N.J.S.A. 2C:52-8b. Similarly, an expungement as a result of the beneficiary's successful completion of a diversionary program or supervisory treatment program must be disclosed to a judge considering the beneficiary for such a program in a subsequent case. N.J.S.A. 2C:52-27b. Also, the fact of expungement and information contained in such records must be revealed if the beneficiary seeks employment with the judiciary, law enforcement or corrections. N.J.S.A. 2C:52-27c.

Expunged records may, however, be disclosed by the holders of those records to certain entities under limited circumstances. For instance, such records may be disclosed to the Violent Crimes Compensation Board (VCCB) where relevant to a claim filed with the VCCB. N.J.S.A. 2C:52-18. The fact a prior conviction was expunged may be disclosed to the court considering a subsequent expungement petition. N.J.S.A. 2C:52-17. Expunged convictions

may be used in setting bail, preparing presentence reports and sentencing. N.J.S.A. 2C:52-21. The Department of Corrections may consider expunged convictions in making classification and facility assignment decisions. N.J.S.A. 2C:52-23. The Parole Board may consider expunged convictions in deciding whether to grant parole on a subsequent conviction. N.J.S.A. 2C:52-22.

In general, expungement is available for convictions of less serious indictable offenses, disorderly persons offenses and municipal ordinance violations. N.J.S.A. 2C:52-2b. Convictions of many serious crimes are not subject to expungement. Nor do the expungement statutes apply to motor vehicle arrests and convictions under Title 39. N.J.S.A. 2C:52-28.

Among the convictions that cannot be expunged is any form of homicide except for a conviction of death by auto under N.J.S.A. 2C:11-5. Also not subject to expungement are convictions for Kidnapping, Luring or Enticing a Child, Aggravated Sexual Assault and Sexual Assault, Aggravated Criminal Sexual Contact, Criminal Sexual Contact if the victim is a minor, Criminal Restraint and False Imprisonment where the victim is a minor and the perpetrator is not the child's parent, Robbery, Aggravated Arson, Arson and Related Offenses under N.J.S.A. 2C:17-1, Endangering the Welfare of a Child under N.J.S.A. 2C:24-4a if the conduct is sexual, Endangering the Welfare of a Child under N.J.S.A. 24-4b(4) by creating child pornography, Perjury and False Swearing and conspiracy or attempt to commit any of these crimes. A conviction of any crime by a person holding a public office, public position or public employment that touches on that public office, position or employment may not be expunged. N.J.S.A. 2C:52-2b.

Convictions for the sale, distribution or possession with the intent to sell CDS cannot be expunged except for convictions involving 25 grams or less of marijuana or 5 grams or less of hashish or, where the Court finds expungement to be consistent with the public interest, for other CDS offenses of the 3rd and 4th degree. N.J.S.A. 2C:52-2c.

For those indictable convictions that may be expunged, the statute has been restrictive. An individual with one indictable conviction may have the conviction expunged if he has incurred two or fewer disorderly persons (DP) or petty disorderly persons (PDP) convictions and at least 10 years has elapsed since the later of the indictable conviction, payment of any fines, satisfactory completion of probation or parole or release from incarceration. N.J.S.A. 2C:52-2a. The court considering the petition for expungement shall consider the nature and circumstances of any subsequent DP or PDP convictions and may deny expungement based on them. *Id.*

Since the March 14, 2010 amendments to Chapter 52, the Court may grant earlier expungement of an eligible indictable conviction on a discretionary basis where the other conditions have been met, but: 1) the 10 year time period has been satisfied except for the payment of fines and the court finds substantial compliance with a payment plan or a compelling reason affecting the ability to pay, or 2) at least 5 years has elapsed since the completion of all aspects of the sentence and the petitioner has no subsequent convictions. N.J.S.A. 2C:52-1a(1), (2).

Youthful drug offenders, defined as being 21 years of age or younger at the time of their conviction, may have possessory offenses under N.J.S.A. 2C:35-1 *et. seq.* and 2C:36-1 *et. seq.* and 4th degree offenses for the sale, distribution or possession with the intent to distribute marijuana or hashish expunged as soon as one year after the

NJSBA Trustee Update

Self-restraint



By Arnold Fishman

What are laws, if not restraints on conduct? When people started living in close proximity, it became necessary for their actions to be both benign and predictable. Thus, rules were required.

Contract law permits people to agree on mutual conduct (e.g. I will make it; you will buy it.) and the consequences of a breach. Tort law imposes liability for failure to meet agreed upon standards of conduct. For a violation of criminal law, one can forfeit the right to live amongst us and sadly, in extreme cases, the right to live at all. International law regulates nations. Ideally, if people and nations practiced self-restraint, we wouldn't need laws at all.

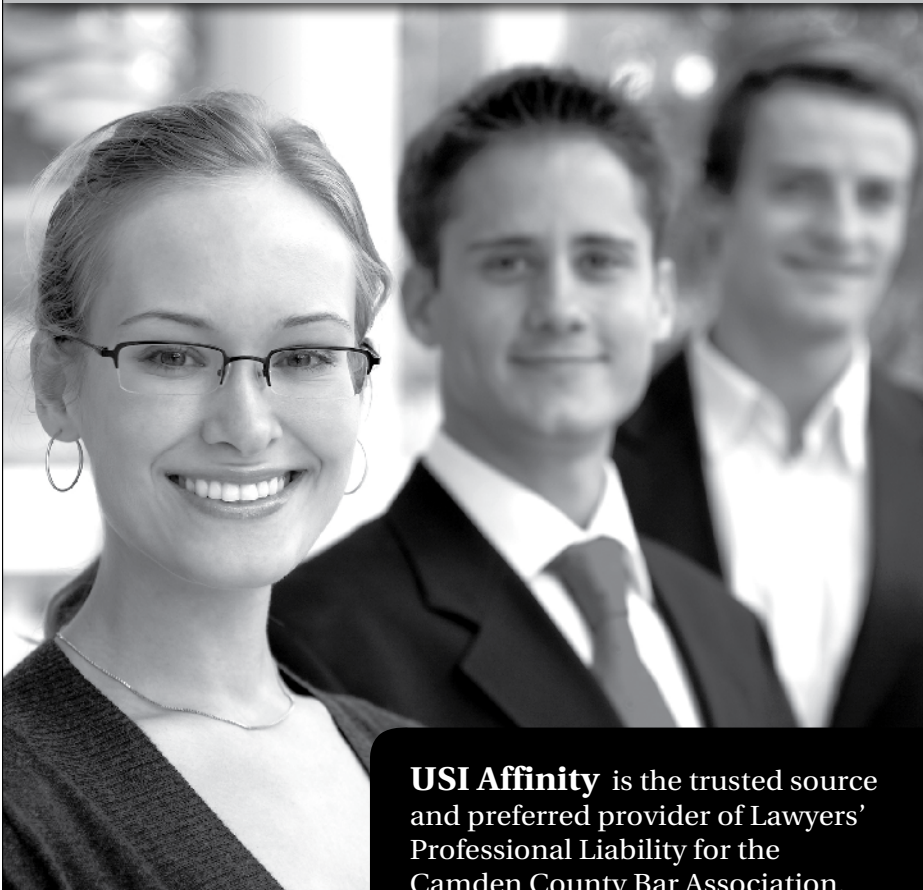
When potential clients call for an appointment, my secretary tells them to bring their tickets and any other papers they have with them. When they come in for their initial interview, it is not unusual for them to have ten or twenty letters written by other lawyers soliciting their business. I take them and with great ceremony add them to the mountain of trash produced by this "paperless society." (But that's another story.) Some years ago, the victims of mass torts were protected from direct solicitation by attorneys through a Rule of Professional Conduct that imposed a moratorium for a period of thirty days. The NJSBA Municipal Court Section recommended and the Board agreed to ask the Supreme Court to extend that respite period across the board, including traffic tickets and other matters returnable in the Municipal Courts.

The Court declined to do so. Opting only to require that the word "advertisement" appear on the envelope of any such letter. This presumably would permit the recipient to trash it without opening it. This measure has failed to slow the torrent created by this steady stream of unsolicited, unwanted, misleading and intrusive letters. Just as nature abhors a vacuum, the Legislature cannot pass up an opportunity to inject itself into the regulation of the practice of law by beating up on lawyers – a group exceeded only by drunk drivers (and perhaps politicians) in the public's disfavor. There is a bill in the hopper that would criminalize direct solicitation of persons based upon public records within the first thirty days. It would be a third degree crime punishable by imprisonment for up to five years and a fine not to exceed fifteen thousand dollars. (Chinese proverb: Don't ever use a hatchet to remove the fly from your friend's forehead.) As objectionable as the letter writers are, these penalties seem greatly disproportionate to the conduct being regulated.

The CCBA Board adopted a Resolution (posted at www.camdencountybar.org) opposing this legislation, as did the NJSBA. The NJSBA President formed an ad hoc committee and appointed me as its co-chair. We have met with the leadership of the New Jersey Association for Justice - the new name of ATLA – NJ, which sponsored the bill. Thus far, we have been successful in preventing its becoming

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Continued on Page 9

From a CCBA Partner in Progress

A Simple Term Often Used...and Often Misused



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

What Is Book Value?

The term book value is used in business quite frequently, but many people, and even their attorneys, lack a clear understanding of exactly what book value is and what it represents.

Book value is the difference between assets (what is owned) and liabilities (what is owed). It appears on a company's balance sheet under shareholders' equity or a similar section.

Book value has many uses:

- In agreements to determine the amount of a shareholder's buy-in or buy-out,
- By investors or lenders,
- As part of the analysis of whether a company has a positive or negative worth, and
- In determining the financial health of a company.

Note that book value is not the same as a company's market value. It is not what the company would be sold for. It is simply an amount that results from subtracting accounting assets from accounting liabilities as shown on the balance sheet.

What Book Value Doesn't Include

Depending on the accounting method used by the company in question, the book value shown may not even be an accurate

representation of true book value. For instance, the book value for a company that reports on the cash basis will not include accounts receivable or accounts payable. Similarly, an election to value inventory on the last-in, first-out method as opposed to the first-in, first-out method will artificially reduce book value. Intangible assets, unless actually purchased, are generally not included in book value, and liabilities are generally recorded at face value. The longer a company has held its assets, the less likely it is that the book value will bear a strong resemblance to their economic value.

A Starting Point for Economic Value

Book value will be closest to market value for a company whose total assets are largely current and tangible or for a company with a large number of fixed assets that have recently been acquired. For other companies, book value serves as a good starting point for determining other types of value, including fair market value. It is information that most companies have readily available, which can then be adjusted appropriately to determine the company's economic value.

Not particularly unique to Abo and Company, we typically comment about Book Value in our valuation reports with a sample paragraph such as:

The book value method is an accounting based value that is calculated by subtracting the book value of total liabilities from the book value of total assets. This method takes as fact that the underlying assets, merely as actually recorded on the

Continued on Page 10

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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. The seminar was full of essential, easy to understand information designed to help you become successful.

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- Need help with estate or trust tax returns;
- Would like us to confidentially assess your own personal tax situation or run multiple scenario tax projections for you;
- 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:

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Going the Extra Mile to Help Those in Need

Adopt-A-Family Sponsors Shared the Spirit of the Season—AGAIN!

The holiday spirit was alive and well in Camden County if the basement of St. Joseph's Pro-Cathedral School in Camden was any indication. On Wednesday, December 23rd, members of the Bar, their family members, and student volunteers descended upon the school to bring the joy and happiness of the season to 101 needy Camden families for the 19th Annual Adopt-a-Family project.

This was the sixth year of the Bar's partnership with St. Joseph's, and it appears to be a good match. St. Joseph's identified the families needing assistance, irregardless of creed, and forwarded the family information to the Bar. From there, it was a matter of finding Bar

members and firms to adopt those families. Though the recipient families will never know the donors responsible for brightening their holidays with gifts and food baskets, we do, and are proud to offer our thanks and appreciation to those listed below who generously participated in this tremendous act of charity.

Thanks also to those volunteers who delivered gifts and food directly to the homes of those families who did not have transportation available.

Special Kudos and thanks to project co-chairs Marci Hill Jordan and Michael Ward for their tireless efforts to ensure another success!

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NJSBA Trustee Update

Continued from Page 7

law. We are struggling with the issues of free speech under the federal and state constitutions, which branch of government regulates the practice of law under the state constitution – the Court or the legislature, and the draconian criminal penalties proposed. Both groups agree that it would have been well for the Court to impose the moratorium by a Rule of Professional Conduct as both we, and the Court's own committee on the Rules of Professional Conduct, had proposed. Absent that, the legislature seems poised to act.

Self-restraint

The CCBA Code of Professionalism provides inter alia, "I will be mindful of my obligation to enhance the image of the legal profession in all my professional actions. I will be so guided in ... the methods and contents of any advertising I pursue." We lawyers can exercise the discipline necessary to prevent this intrusion into our profession. We can show the self-restraint required to cease this practice that demeans us in the eyes of those who would be our clients.

From a CCBA Partner in Progress

A Simple Term Often Usedand Often Misused

Continued from Page 8

books of the company, are the driving factor in the valuation of the company and that the fair market value is approximated by the book value. The book value methodology has been rejected for determining the value of the subject Company because our review indicates that the fair market value of the underlying assets is different than the book value of these assets.

Similarly, to enhance and sustain the quality of business valuations for the benefit of the professions, it is our understanding the following business appraisal societies and organizations have adopted formal definitions of "Net Book Value":

- American Institute of Certified Public Accountants
- American Society of Appraisers
- National Association of Certified Valuation Analysts
- The Institute of Business Appraisers

Net Book Value—with respect to a business enterprise, the difference between total assets (net of accumulated depreciation, depletion, and amortization) and total liabilities as they appear on the balance sheet (synonymous with Shareholder's Equity). With respect to a specific asset, the capitalized cost less accumulated amortization or depreciation as it appears on the books of account of the business enterprise

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ABA Legal Opportunity Scholarship Funds Available

The 2011-2012 application for the *ABA Legal Opportunity Scholarship* is now available for download from the Association's website www.camdencountybar.org or by calling Bar Headquarters at 856.482.0620. This Scholarship Fund is intended to encourage racial and ethnic minority students to apply to law school and to provide financial assistance to scholarship recipients.

The Scholarship Fund will award \$5,000 of financial assistance annually to each scholarship recipient attending an ABA-accredited law school. Twenty awards will be made to entering first-year students and may be renewable for two additional years, resulting in financial assistance totaling \$15,000 during each student's time in law school.

Recipients will be selected based on their qualifications for the scholarship, not on the law school they plan to attend. Therefore, law students applying to any and all ABA-accredited law schools may benefit from these scholarships.

The goal of the ABA Legal Opportunity Scholarship Fund is to encourage and enable students who would not otherwise have the financial ability to attend law school. It is intended that these scholarship funds will supplement any grants or scholarship funds already awarded to or under consideration for the recipients.

Completed scholarship applications must be RECEIVED on or before March 1, 2011. Faxed or incomplete applications will not be accepted.

If you are aware of a prospective law student who could benefit from this program, please encourage them to apply.

Back in the Day

By Hon. Richard S. Hyland (ret.)

When the mandatory CLE program was announced, I was relieved to find that I was exempt because of my 50 years of admission at the Bar. During those years, I found CLE courses to be quite beneficial and took more than enough to satisfy my Certified Civil Trial Attorney requirement. However, since my practice is now limited to acting as an arbitrator and mediator in civil cases, the proposed courses have little practical application.

I understand that there is some grumbling by newly admitted attorneys about MCLE, so I thought I could lend some perspective from the days of my 1960 admission, hence the title "Back in the Day."

Not only did law graduates have to pass the Bar exam circa 1960, but we were required to serve a 9 month clerkship before being able to fully practice. I served most of that time in the summers between semesters at Penn Law School with my brother's firm in Camden. The compensation was modest and some clerks

were paid nothing at all, even those who were married and wanted to start a family. For many, it was akin to involuntary servitude.

Our biggest client was a bank which granted mortgages to home buyers and wanted a representative at the closing. That was me. I attended several closings a week and learned the "ins and outs" of the residential real estate practice. There were only a few documents to be signed, as opposed to the government-generated blizzard of paper nowadays.

In addition to passing the Bar, attorneys later needed to pass the "Counselors" exam if they wanted to handle appeals. Fortunately, this additional hurdle was subsequently eliminated.

Looming over us also was the prospect of the military draft. We had received deferments all through college and law school, but graduation ended that. We were looking at two years of active duty in the U.S. Army which would have postponed our careers. Some of us joined various National Guard and Reserve units in the area and were able to avoid combat because the Korean Conflict had ended and Vietnam had not

heated up yet. We served 6 months of active duty and 5 1/2 years in the active Reserve.

Of course, female graduates had different hurdles to overcome. Conventional wisdom deemed that they could only practice transactional law with an emphasis on domestic relations. Those aspiring to be trial lawyers were not readily hired. Even though our Association didn't discriminate as far as membership, the leadership did not permit them to attend the annual June outing at Woodcrest C.C. on the grounds that their presence would inhibit the conduct of some of our more rowdy guys. The policy was changed in the mid-sixties after vehement protests and a tempestuous meeting when one of our officers kept referring to the problem with the "girls."

Most, if not all of the clerks, were able to land positions with local law firms and have enjoyed a good living and professional success, unlike the sad employment situation facing younger attorneys today.

Please send any comments or corrections to: rhylandatlaw@aol.com.



PRESIDENT'S PERSPECTIVE

by Linda W. Eynon

Winter Ponderings

As I write this article for our February Barrister, on a dreary snowy/icy/rainy cold day in mid January (yes that awful day), and reflect back on the events of the past few weeks, from horrific tragedy to the ridiculous and everything in between, I am struck by the thought that sometimes the world seems just a bit off its axis. But ultimately, my message is about civility.

I begin with a bit of the ridiculous. Because of something related to a change in axis or the moon's gravitational pull, the Minnesota Planetarium Society has determined that our zodiac signs have moved out a month and a new sign should be added, Ophuchicus, the snake holder. For those who truly rely on mysterious-sounding locations of stars and the zodiac signs to determine personality and outcome in life, this has been quite a shock. However, there are just as many who say our signs have not changed. The good news, either way, I'm still a Leo (as if that wasn't obvious).

Now, for the in between. On the legal front, there is the story of two sisters, serving life sentences for armed robbery in Alabama, who were freed on the condition that one donate a kidney to the other. At first blush, something seemed off with this story. After further research, this was most likely a just outcome for a \$15 robbery.

Then we have the New Jersey Supreme Court Justice who wrote in published opinions that he was abstaining from voting in any opinions where a lower-court judge temporarily assigned to the higher court participated. This was followed by a published statement in which the Justice stated he would abstain only when the temporarily assigned judge's vote affects the outcome of the case. Needless to say this has caused a virtual firestorm in all three branches of government and the legal community; and has prompted more debate over court vacancies. The rhetoric on these issues is fierce. Justice Rivera-Soto has the right to disagree with Chief Justice Rabner's decision, though I do not believe it should have been done in such a public, disrespectful way. However, his decision to abstain essentially amounts to saying I am not going to work. Just think how our country would run, if we refused to do our work when we did not agree with our boss. Regardless of your opinion in this matter, these events have put our Supreme Court, rightfully held in high esteem throughout the country, in an unfortunate, sorry spotlight that is otherwise undeserved.

Finally, we have the horrific tragedy that occurred in Arizona last month, when a lone gunman opened fire at a Congresswoman's constituency meeting, killing six people,

including a nine year old girl and a federal judge, and injuring thirteen other people. Like all of you, I was saddened by the senseless, unnecessary loss of life and the miraculous path to recovery of Congresswoman Giffords, while trying to make sense of why a twenty-two year old man would be compelled to allegedly do this act. The tragedy in Arizona has spotlighted the heated and divisive debates, both political and otherwise, that have been occurring in our country; indeed, as noted above, it has in our own state. They have been loud and sharply polarizing. To paraphrase President Obama, "it's important for us to pause for a moment and make sure that we are talking with each other" **with civility**, and "not in a way that wounds."

I will leave you with this last thought. January 20th marked the 50th anniversary of President John F. Kennedy's inauguration. In his speech, he stated "Let us begin anew...remember on both sides that civility is not a sign of weakness, and sincerity is always subject to proof. Let us never negotiate out of fear. But let us never fear to negotiate." President Kennedy's words of fifty years ago still ring true and have value for our country today. We can remain firm in our convictions without the loud, divisive rhetoric. We can be civil to each other.

LEGAL LINE TO CRIMINAL COURT LAW

A Clean Slate

Continued from Page 6

later of conviction, termination of probation or parole or release from incarceration if additional conditions are met. N.J.S.A. 2C:52-5.

Municipal Court convictions may also be expunged. DP and PDP offenses may be expunged after 5 years have elapsed since the later of the conviction, payment of fines, satisfactory completion of probation or release from incarceration. A municipal ordinance conviction may be expunged as soon as two years after the later of the conviction, payment of any fine, satisfactory completion of probation or release from incarceration. A petitioner seeking expungement of a DP, PDP or municipal ordinance conviction cannot have any indictable convictions and no more than 2 other DP or PDP convictions. N.J.S.A. 2C:52-4.

Lastly, juvenile adjudications may also be expunged. Petitions for juvenile expungements are subject to the same rules as if the offense was committed by an adult. N.J.S.A. 2C:52-4.1a. A juvenile's entire record of delinquency may be expunged as soon as the later of 5 years after discharge from legal custody or supervision or entry of any other court order not involving custody or supervision. Additional conditions are: 1) no subsequent convictions or adjudications of delinquency during the 5 years preceding the petition, 2) no pending criminal or juvenile action, 3) no adjudication of delinquency for an offense that is not eligible for expungement, 4) no prior expungement of an adult conviction, and 5) no prior dismissal of adult criminal charges as part of a supervisory treatment or diversionary program. N.J.S.A. 2C:52-4.1b.



Planning Committee members of the Young Lawyer Committee's (YLC) Lobster Bake fundraiser and Bar Foundation President Joe McCormick recently visited the Larc School in Bellmawr to present a \$5,000 donation to support the school's scholarship program.

The Larc School is a non-profit special education school serving students with a wide range of moderate to severe disabilities. Larc offers programs for students ages 3 to 21, with services provided at no cost to families. The donation represents proceeds from the Young Lawyer Committee's Lobster Bake on September 11, 2010.

(l-r) Rachel Licausi, Joe McCormick, Larc School Executive Director Susan Weiner, Michael V. Madden, Adam Gersh & Bill Cook.

WINE & FOOD



By Jim Hamilton

In a month when sweethearts celebrate those endearing qualities that make them so sweet, it seems appropriate to talk about another type of sweetness – desserts. I leave to you to address any conflict that may arise between a New Year's resolution aimed at health and fitness and a sweet tooth working to pry open a mouth that clenches up at the meal's end with an already weakening resolve. Since more than a few people receive kisses on Valentine's Day, I will offer a short and sweet overview of dessert wines to pair with chocolate, from which some of more famous kisses are fashioned.

At the outset, allow me to observe that many people base their impression of dessert wines on a bad experience with a wine that at best was a poor excuse for a dessert wine, and that first impressions can be difficult to overcome. Further, I must admit that I am particularly fond of "stickies," a term of affection for dessert wines somewhat akin to a pet name for one's significant other. Indeed, a wine group to which Linda and I have belonged for two decades is called "The Twenty Percent Club," based on the notion that a wine with 20% residual sugar (quite sweet) is a goal to which dessert wine producers (and their fans) should aspire.

Undoubtedly, many dessert wines can be, and are, desserts in themselves, nakedly satisfying one's sweet tooth in a fashion that Godiva (the Lady, not the chocolate) would appreciate. However, since Valentine's Day celebrates couples, let us focus our attention on wines that can complement chocolate desserts. In doing so, I will be mindful that while many of the finest dessert wines cost princely sums, most people, particularly those harboring skepticism about the wines' virtues, will want to minimize the risk of disappointment through price considerations.

Since not all chocolate desserts are created equal - some will be dense as a white dwarf star and others ethereal and delicate - a few prospects will be offered. The quintessential dessert wine to marry with chocolate is Banyuls, a red wine made from all or mostly Grenache grapes. Banyuls is a small town in France located along the Mediterranean Sea in the southern reaches of the country near its border with Spain. Very often Grenache grapes, even in non-dessert wines, impart a cocoa impression, so it is not surprising that when fashioned into a dessert wine, a Grenache-based wine can make a lovely match with a chocolate dessert. Since most Banyuls are not heavy, viscous wines, they are versatile choices as well. Banyuls, and its neighbor, Maury, offer wines that are gently fortified, but usually not to the extent as perhaps the best known dessert wine, Port. We don't see a lot of Banyuls, or Maury, in our area, but some names to look for are, for Banyuls, *Domaine de Mas Blanc* and *Chapoutier*, and *Domaine Mas Amiel* from Maury.

While Port wine (i.e. wine from the Douro Valley of Portugal) particularly vintage Port, is a classic end-of-the-meal choice

(especially when you gather cigar smokers or offer Stilton cheese and walnuts), vintage Port (top wines from "declared" years) can be expensive and require decades of aging before it truly is ready to open. Port can work well with chocolate, however, so we may want to seek out a more affordable alternative to vintage Port. One is to buy late bottled vintage Ports (or "LBV" in the parlance of the trade). Without delving too deeply, for our purposes, a primary difference between an

LBV and vintage Port is how they are aged. LBVs typically will be aged in barrel for 4 to 6 years (compared with 2 years for a vintage Port). The quality of the grapes often will be less than those used in vintage ports (either due to selection or vintage conditions), but the price will be much more affordable than the same producer's vintage Port, and the wine will be ready to drink without further bottle aging. The premier producers of vintage Port also make LBVs, so look for such producers as Graham's, Taylor Fladgate, Fonseca, Dow's, Croft, Quinta do Noval, Niepoort, Cockburn and Warre. These wines usually will be bigger than Banyuls, a consideration when matching wine to dessert.



Yet another alternative to search out and try with your favorite chocolate recipe are dessert wines from Spain. Among my favorites are *Olivares Dulce*, a wine made from very old vine Monastrell (red) grapes. It offers a medium weight and nice texture. A choice that may also work is Sherry, but one made from Pedro Ximenez grapes. These wines can be very sweet and viscous, to the point some will pour it over vanilla ice cream. However, there is a raisin and chocolate quality that enable these wines to work with certain chocolate dishes. Among the better producers of PX Sherry are Alvear, Lustau and Gonzalez Byass.

Before leaving our cocoa beans behind, there is another dessert wine option you may want to consider. In Italy's Veneto region famous for its Amarone wines, many producers also make a dessert wine, Recioto della Valpolicella. The process involves allowing the grapes to dry out on trays to concentrate the sugars before pressing and making the juice into wine. Like many dessert wines, the process for making them requires losing a lot of the juice to evaporation and extra time, labor and attention, all of which will increase the cost of the end product. But if you can find a bottle (whether 375 ml. or 500 ml.) at a price you can justify, the wine can pay dividends, particularly if made by a producer such as Allegrini or Bussola, or, likely more affordable, Sant'Alda, Speri, Le Ragose or Alighieri.

What if your chocolate dessert is light, say a mousse? You may not want to risk overpowering it with a fortified wine or something so bold as *Dulce* or a Recioto. One possible choice may be to turn to a light bodied, low alcohol wine like a Brachetto d'Acqui. Brachetto is a grape fashioned into a sweet, sparkling red wine in Italy's Piedmont region. Like the better known Piedmont white wine, Moscato d'Asti, its alcohol level is in the 5% to 6% range, and it will be slightly fizzy ("frizzante" as it is called), with a profile that is mostly berries and spice. Three producers you may find at your favorite wine store are Banfi's Rosa Regale, Marengo and in the bargain price category, Asalia.

Since space does not allow, we will have to reserve for another column discussion of dessert wines to pair with desserts *other than* chocolate. Until then, keep an open mind and try a few stickies to finish your meal.

Law Practice Management

Business Development Coaching: Its Time has Come. Are you Ready?

Part 1 of 2

By Kimberly Alford Rice



Over the past few years, firms have begun to recognize the importance and value of investing in their talent to empower their lawyers to learn distinctly how to effectively attract and win new clients. The skill set involved in this career-long exercise is not found in most law school curriculum nor inside law firms. What follows is a case for lawyers to consider when weighing their career goals and their current skill set for developing their own client base.

If you are swimming in profitable clients and lucrative work with no end in sight, this article is not for you. If new clients flock to you wherever you go, no need to read any further. However, if this does not describe you, read on.

With reports pouring out almost daily on how the economy continues to hammer the legal services sector, lawyers are scratching their heads wondering what they should do that they are not or what else they can do to build and expand their book of business.

They often think by delivering a good work product to their clients and entertaining them occasionally that the work will continue to flow their way. The reality is, however, that clients' legal budgets have been slashed, there is a diminished demand for legal services in some areas, and lawyers are not always effective in expanding work with existing clients and attracting new work.

Given these tough truisms, professional business development skills training and coaching can be a viable solution to educate and support attorneys in bringing cohesion to

their business development efforts, assisting them in practicing more productive behaviors which result in expanded relationships with existing clients, and attracting new clients. Often, effective coaching can be the "boots on the ground" of growing a practice.

According to David Freeman, CEO of the David Freeman Consulting Group and Terri Mottershead, Principal at Mottershead Consulting, "More firms are realizing that training requires ongoing follow up to yield desired results. Personal coaching and accountability systems can provide the kind of implementation support needed to turn new skills into new habits and behaviors. Firms are also recognizing the need to focus their limited resources on top performers who can make the biggest impacts."

What is Coaching, Anyway?

Many have heard the buzz about the value of partnering with a professional coach but there is still a limited understanding of the collaborative nature of working with a coach and how it can bring greater strategic focus to a lawyer's practice. The professional coach is focused solely on helping her lawyer clients assess their practice, evaluate client expansion, new business and cross-selling opportunities, and objectively direct them to develop a targeted plan on how to realize their business goals. This does not happen overnight but through taking steady, measured steps and developing a marketing mindset by becoming sensitized to business opportunities. It is often in those "measured steps" (aka execution) that most plans falter. A professional coach helps her clients to follow through on stated action steps.

Rainmaking lawyers are often too busy or their personalities too formidable to actually ask for help or support. Yet, they could grow their book substantially if they took the time to evaluate succinctly where existing opportunities lie. A coach can help with that.

Likewise, a professional coach works hard to understand a lawyer's goals and target clients (and guides the attorney to develop concrete practice goals) and helps her to be more strategic in her approach and business development efforts. A coach can offer support and motivation to help attain targeted goals, help instill discipline to an otherwise hectic schedule and introduce a level of accountability where there is little.

A successful coaching program can help:

- Clarify client development goals
- Create goal-focused action plans
- Develop leadership and business development skills
- Promote relationship-focused activities
- Build stronger communication, networking, and presentation skills

In the second installment of this article, I will outline what you can reasonably expect from a coaching relationship and how to evaluate whether a professional coach may be a good fit for you and your practice development goals.

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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"Success seems to be connected with action. Successful people keep moving. They make mistakes but they don't quit."

- Conrad Hilton



By Michael V. Madden

In the time I've served as Trustee, I've learned that the success of the YLC hinges on our members and their ability to see a job through. Our Young Lawyer team remains united in the goal of making a positive impact on our community and having a great time doing it. In the past six months, the YLC presented the inaugural Lobster Bake benefiting the Larc School, which provided a five thousand dollar scholarship for Larc's disabled students. Members of the YLC also organized the Halloween Party at the Anna Sample House in Camden, assisted with the Children's Holiday Party at the Coastline and the Adopt-A-Family drop off. With the assistance of leadership in the Association and the Foundation, the YLC continues to increase its impact on community projects.

In the next six months, the YLC will continue assisting the Foundation and Association with projects such as the Easter Party at the Anna Sample House and the Children's Picnic, while also adding new projects such as serving dinner at the Cathedral Kitchen in Camden and increasing our scholarship fund to benefit Larc. YLC's continuing legal education "On Tap" Series, created by incoming trustee, Bill Cook, is yet another excellent work in progress. This seminar series specifically caters to the newest members of our Bar to ensure they meet their CLE requirements. In a typical YLC twist, our "On Tap" Series will incorporate a Happy Hour following each seminar, which begins this month with Estate Administration. Quite simply, there's no other seminar like it! In addition to community projects and CLEs, the YLC also sponsored the upcoming joint bowling happy hour with the Burlington County YLC, a Friday night out at Casona in Collingswood and two Phillies outings this spring and fall.

Working with our YLC members continues to be an awesome experience. From new members to our usual suspects, the monthly meetings remain widely entertaining, enthusiastic and informative. What impresses me the most about our crew is their uncanny ability to try and try again. Over the course of my involvement with the YLC, we have made a variety of mistakes whether they involve planning our happy hours or organizing our CLEs. However, despite the mistakes, our group never wavers and its success continues. It's the creative thinking that each member brings to the table that ensures the success of our endeavors.

As Babe Ruth once said, "Don't let the fear of striking out hold you back." With new charitable projects, CLEs and social events, the YLC continues swinging for the fences for the betterment of our Association and our community. I look forward to seeing you all at our next meeting!

For the Over 50 Crowd

Technology Leaving You Behind?

Author Unknown

When I bought my Blackberry I thought about the 30-year business I ran with 1800 employees, all without a cell phone that plays music, takes videos, pictures and communicates with Facebook and Twitter. I signed up under duress for Twitter and Facebook, so my seven kids, their spouses, 13 grandkids and 2 great grandkids could communicate with me in the modern way. I figured I could handle something as simple as Twitter with only 140 characters of space.

That was before one of my grandkids hooked me up for Tweeter, Tweetree, Twhirl, Twitterfon, Tweetie and Twittererific Tweetdeck, Twitpix and something that sends every message to my cell phone and every other program within the texting world.

My phone was beeping every three minutes with the details of everything except the bowel movements of the entire next generation. I am not ready to live like this. I keep my cell phone in the garage in my golf bag.

The kids bought me a GPS for my last birthday because they say I get lost every now and then going over to the grocery store or library. I keep that in a box under my tool bench with the Blue tooth [it's red] phone I am supposed to use when I drive. I wore it once and was standing in line at Barnes and Noble talking to my wife and everyone in the nearest 50 yards was glaring at me. I had to take my hearing aid out to use it, and I got a little loud.

I mean the GPS looked pretty smart on my dash board, but the lady inside that gadget was the most annoying, rudest person I had run into in a long time. Every 10 minutes, she would sarcastically say, "Re-calc-u-lating." You would think that she could be nicer. It was like she could barely tolerate me. She would let go with a deep sigh and then tell me to make a U-turn at the next light. Then if I made a right turn instead, well, it was not a good relationship.

When I get really lost now, I call my wife and tell her the name of the cross streets and while she is starting to develop the same tone as Gypsy, the GPS lady, at least she loves me.

To be perfectly frank, I am still trying to learn how to use the cordless phones in our house. We have had them for 4 years, but I still haven't figured out how I can lose three phones all at once and have run around digging under chair cushions and checking bathrooms and the dirty laundry baskets when the phone rings.

The world is just getting too complex for me. They even mess me up every time I go to the grocery store. You would think they could settle on something themselves but this sudden "Paper or Plastic?" every time I check out just knocks me for a loop. I bought some of those cloth reusable bags to avoid looking confused, but I never remember to take them in with me.

Now I toss it back to them. When they ask me, "Paper or Plastic?" I just say, "Doesn't matter to me. I am bi-sacksual." Then it's their turn to stare at me with a blank look. I was recently asked if I tweet. I answered, No, but I do toot a lot."

P.S. Us senior citizens don't need anymore gadgets. The TV remote and the garage door remote are about all we can handle.

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source for MCLE.**

VERDICTS IN THE COURT

Superior Court of New Jersey

VERDICT: No Cause* (11/4/10)
Case Type: Slip & Fall
Judge: Robert G. Millenky, J.S.C.
Plaintiff's Atty: Marc Vitale, Esq.
Defendant's Atty: Jean Chetney, Esq.
 L-2834-01 Jury
 *Judgment favor of Defendant upon motion to court at end of Plaintiff case

VERDICT: No Cause (11/16/10)
Case Type: Auto Negligence
Judge: Robert G. Millenky, J.S.C.
Plaintiff's Atty: Michael Ellery, Esq.
Defendant's Atty: Kristyn Angermeier, Esq.
 L-4798-10 Jury

VERDICT: No Cause (12/1/10)
Case Type: Auto Negligence
Judge: John A. Fratto, J.S.C.
Plaintiff's Atty: Jason Sunkett, Esq.
Defendant's Atty: Raymond F. Danielewicz, Esq.
 L-1472-09 Jury

VERDICT: Damage Verdict: \$30,000 (12/1/10)
Case Type: Auto Negligence
Judge: Stephen M. Holden, J.S.C.
Plaintiff's Atty: Dan Snyder, Esq.
Defendant's Atty: Thomas Murphy, Esq.
 L-1796-08 Jury

VERDICT: Liability Verdict: 100% Defendant (12/7/10)
Case Type: Contract
Judge: Stephen M. Holden, J.S.C.
Plaintiff's Atty: Kathleen Wall, Esq.
Defendant's Atty: Anthony Scordo, Esq.
 L-3715-08 Bench

VERDICT: Liability Verdict: 50% Plaintiff; 50% Defendant - Damage Verdict: \$6,250 Defendant (12/7/10)
Case Type: Personal Injury
Judge: Michael J. Kassel, J.S.C.
Plaintiff's Atty: Louis Hasner, Esq.
Defendant's Atty: Harold Thomasson, Esq.
 L-301-09 Jury

VERDICT: Damage Verdict: \$187,000 (12/13/10)
Case Type: Book Account
Judge: Louis R. Meloni, J.S.C.
Plaintiff's Atty: Allen Elish, Esq.
Defendant's Atty: Linwood Jones, Esq.
 L-4427-09 Jury (Bench directed verdict at close of Defendant's case)

VERDICT: Damage Verdict: \$75,000 (12/15/10)
Case Type: Auto Negligence
Judge: Michael J. Kassel, J.S.C.
Plaintiff's Atty: Pasquale Colavito, Esq.
Defendant's Atty: Raymond Danielewicz, Esq.
 L-3314-09 Jury

VERDICT: No Cause (12/15/10)
Case Type: Personal Injury
Judge: Louis R. Meloni, J.S.C.
Plaintiff's Atty: Harvey Mitnick, Esq.
Defendant's Atty: Thomas Murphy, Esq.
 L-4250-08 Jury

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New Jersey Law Journal

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Michael Iannucci, Esq. of Blank Rome LLP has been appointed to serve a two-year term as Chair of the Young Leadership Committee of Lourdes Health System. He previously served a two-year term as Vice Chair. In his role as Chair, Mr. Iannucci will work to raise awareness of the hospital's services through networking, volunteering and fundraising events.

Capehart Scatchard is pleased to announce that **Sergio I. Scuteri, Esq.** has been elevated to Shareholder. A resident of Marlton, Mr. Scuteri focuses his practice in commercial bankruptcy and general commercial litigation. He represents national and regional lending institutions and other credit issuing entities. He also represents contractors in the filing of mechanics liens and with general construction litigation.

Legal marketing expert **Kimberly Alford Rice** recently assumed the position of Editor-in-Chief of American Lawyer Media (ALM)'s *Marketing the Law Firm*. This publication is a nationally-based monthly print and online periodical which focuses on high level topics to increase a law firm's marketing programs and results.

Personal injury attorney **Patricia M. Giordano** of the personal injury law firm, Feldman Shepherd Wohlgelemer Tanner Weinstock & Dodig, has been appointed to the New Jersey Association for Justice's (NAJ) Board of Governors and will serve as co-chair of the organization's Women Lawyers Caucus. With extensive litigation experience in the Philadelphia region and Southern and Central New Jersey, Giordano counsels and represents individuals in complex litigation, including catastrophic injuries, medical malpractice and pharmaceutical errors.

The law firm of Becker Meisel has announced the addition of **Kenneth D. Roth** as counsel to the firm, practicing in its Cherry Hill office. His areas of practice include real estate, environmental, land use, community association and corporate law. He has represented corporations, municipalities, planning and zoning boards in all aspects of real estate and business transactions, formation of business entities, purchase and sale of commercial, retail, office and apartment developments, medical, dental, commercial and industrial asset sales and purchases.

Time To Think Barrister Ball!

Spring and another exciting season of Lawyer's Softball will be here before we know it.

Teams wishing to join the 2011 Lawyer's Softball League should contact League Commissioner Jeffrey Klinger no later than the **February 15th** deadline at 856.428.5900.

Individual players looking for a team are also welcome to join.

Play Ball!

With great anticipation of the future, and some small regret,



— *Philip Stephen Fuaca* —

announces to the tri-county legal community that after 40 years in the practice of complex and class action litigation, I will no longer be accepting new clients or matters.

I wish to thank my colleagues, adversaries and the judiciary for the enlightening, enriching and sometimes entertaining experiences I enjoyed during that time.

After a short respite, I intend to return to a more impartial approach to the law through research, writing and consulting.

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

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

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

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

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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 NJAJ Membership Meeting & Elections
9:30 am - 10:45 am	Handling Sexual Assault Cases: Prosecution & Defense <i>Robert D. Laurino, Esq., Essex County Prosecutor's Office - Newark, NJ</i> <i>Mark S. Ali, Esq., Essex County Prosecutor's Office - Newark, NJ</i> <i>Meg Rodriguez, Esq., Morris County Prosecutor's Office - Morristown, NJ</i> <i>Donald A. DiGloia, Esq. - Mountainside, NJ</i> <i>Herbert I. Waldman, Esq. - Newark, NJ</i>
10:45 am - 11:00 am	Coffee Break - Exhibit Hall
11:00 am - 11:45 am	Pre-Indictment Strategies for the Defense <i>Henry E. Klingeman, Esq. - Newark, NJ</i> <i>Edwin J. Jacobs, Jr., Esq. - Atlantic City, NJ</i> <i>Michael A. Robbins, Esq. - West Orange, NJ</i>
11:45 am - 12:30 pm	Criminal Appeals <i>Hon. Harvey Weissbard (J.A.D., retired) - Newark, NJ</i> <i>Hon. Jack Sabatino (J.A.D.) - Trenton, NJ</i>
12:30 pm - 1:30 pm	Luncheon - Exhibit Hall
1:30 pm - 2:45 pm	Criminal Law in Cyberspace: Impact of New Technologies on Investigation, Prosecution & Defense <i>Erez Liebermann, A.U.S.A. - Newark, NJ</i> <i>Brian N. Sinclair, Esq., Bergen County Prosecutor's Office - Hackensack, NJ</i> <i>Kenneth R. Sharpe, D.A.G. - Trenton, NJ</i> <i>Joseph C. Grassi, Esq. - Wildwood, NJ</i> <i>Anthony Ambrose, Essex County Prosecutor's Office - Newark, NJ</i>
2:45 pm - 3:00 pm	Coffee Break - Exhibit Hall
3:00 pm - 3:45 pm	Hot Topics & Tips for Criminal Practitioners <i>Robert D. Laurino, Esq., Mark S. Ali, Esq., Meg Rodriguez, Esq., Donald A. DiGloia, Esq., Herbert I. Waldman, Esq., Henry E. Klingeman, Esq., Hon. Harvey Weissbard (J.A.D., retired), Hon. Jack Sabatino (J.A.D.), Edwin J. Jacobs, Jr., Esq., Michael A. Robbins, Esq., Erez Liebermann, Esq., Brian N. Sinclair, Esq., Kenneth R. Sharpe, Esq., Rubin M. Sinins, Esq., Joseph C. Grassi, Esq., & Anthony Ambrose</i>
3:45 pm - 5:30 pm	The Difference Between Ethics & Professionalism <i>Hon. Virginia Long, Justice, NJ Supreme Court - Trenton, NJ</i> <i>Rubin M. Sinins, Esq. - Newark, NJ</i> <i>Kevin G. Walsh, Esq. - Newark, NJ</i>
5:00 pm - 6:30 pm	Wine and Cheese Reception - Exhibit Hall
8:00 pm - ?	3rd Annual Texas Hold'em Tournament

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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 NJAJ Membership Meeting & Elections
9:30 am - 10:15 am	Avoiding the Minefields of Corporate Structure with National Chains <i>Martha Marie Eastman, Esq. - Louisville, KY</i>
10:15 am - 10:45 am	Marshalling Your Evidence for Trial <i>David J. Hoey, Esq. - North Reading, MA</i>
10:45 am - 11:00 am	Coffee Break - Exhibit Hall
11:00 am - 12:15 pm	Former Employees: New Strategies in Locating & Utilizing Formers <i>M. Chad Trammell, Esq. - Texarkana, AR</i>
12:15 pm - 1:15 pm	Luncheon - Exhibit Hall
1:15 pm - 2:15 pm	Arbitration in Nursing Home Cases: Shoot Out at the OK Corral <i>David A. Couch, Esq. - Little Rock, AR</i>
2:15 pm - 3:00 pm	Senior Living Enterprises, Assisted Living & Home Healthcare: New Threats to Senior Safety <i>Jules B. Olsman, Esq. - Berkeley, MI</i>
3:00 pm - 3:15 pm	Coffee Break - Exhibit Hall
3:15 pm - 4:15 pm	The Limits of a Nurse's Authority to Provide Care: When Short Staffing Stretches the Limits of Care Providers <i>Lesley Ann Clement, Esq. - Sacramento, CA</i>
4:15 pm - 5:00 pm	What Are They Hiding? Effective Techniques in Using False Charting to Uncover the Truth? <i>Mark R. Kosieradzki, Esq. - Minneapolis, MN</i>
5:00 pm - 6:30 pm	Wine and Cheese Reception - Exhibit Hall
8:00 pm - ?	3rd Annual Texas Hold'em Tournament

Anatomy of a Trial Technology for Dummies & Techies at Each Stage

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8:00 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall
9:00 am - 9:30 am	President's Address & Welcome NJAJ Membership Meeting & Elections
9:30 am - 10:15 am	Preparing for the Tech Trial During Discovery <i>Robert J. Genis, Esq. - Bronx, NY</i>
10:15 am - 10:45 am	Using Tech During Opening <i>Richard W. Schulte, Esq. - Dayton, OH</i>
10:45 am - 11:00 am	Coffee Break - Exhibit Hall
11:00 am - 12:00 pm	Exhibits on the Fly <i>David Roth, Esq. - New York, NY</i>
12:00 pm - 1:00 pm	Luncheon - Exhibit Hall
1:00 pm - 2:15 pm	State of the Art Expert Witness Direct & Cross <i>Jay A. Urban, Esq. - Milwaukee, WI</i>
2:15 pm - 2:30 pm	Coffee Break - Exhibit Hall
2:30 pm - 3:30 pm	Closing Argument with Bells, Whistles, & PowerPoint <i>Jeffrey A. Manheimer, Esq. - Garden City, NY</i>
3:30 pm - 5:00 pm	Shoestring Budget? No Problem <i>Gary B. Pillersdorf, Esq. - New York, NY</i>
5:00 pm - 6:30 pm	Wine and Cheese Reception - Exhibit Hall
8:00 pm - ?	3rd Annual Texas Hold'em Tournament

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Criminal Law The Mock Trial of a New Jersey Homicide Case

Friday, April 15, 2011

7:30 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall
9:00 am - 9:30 am	Jury Selection <i>Eric Romano, Esq. - West Palm Beach, FL</i>
9:30 am - 10:30 am	Opening Statements <i>Eileen M. O'Connor, A.P. - Newark, NJ (Prosecution)</i> <i>Richard R. Roberts, Esq. - Newark, NJ (Defense)</i>
10:30 am - 10:45 am	Coffee Break - Exhibit Hall
10:45 am - 12:30 pm	Direct & Cross Examination of Prosecution Witnesses <i>Meg Rodriguez, A.P. - Morristown, NJ (Prosecution)</i> <i>Thomas Fennelly, A.P. - Newark, NJ (Prosecution)</i> <i>Miles Feinstein, Esq. - Clifton, NJ (Defense)</i> <i>Robert S. Misco, Esq. - West Orange, NJ (Defense)</i>
12:30 pm - 1:30 pm	Luncheon - Exhibit Hall
1:30 pm - 2:45 pm	Direct & Cross Examination of Defense Witnesses <i>Robert L. Guido, Esq. - Newark, NJ (Prosecution)</i> <i>Christine Shah, A.P. - Camden, NJ (Prosecution)</i> <i>Jonathan L. Gordon, Esq. - West Orange, NJ (Defense)</i> <i>Sebastian M. Bio, Esq. - Orange, NJ (Defense)</i>
2:45 pm - 3:00 pm	Coffee Break
3:00 pm - 4:00 pm	Summations & Concluding Remarks <i>Sally M. Smith, A.P. - Camden, NJ (Prosecution)</i> <i>Joseph A. Ferrante, Esq. - Newark, NJ (Defense)</i>

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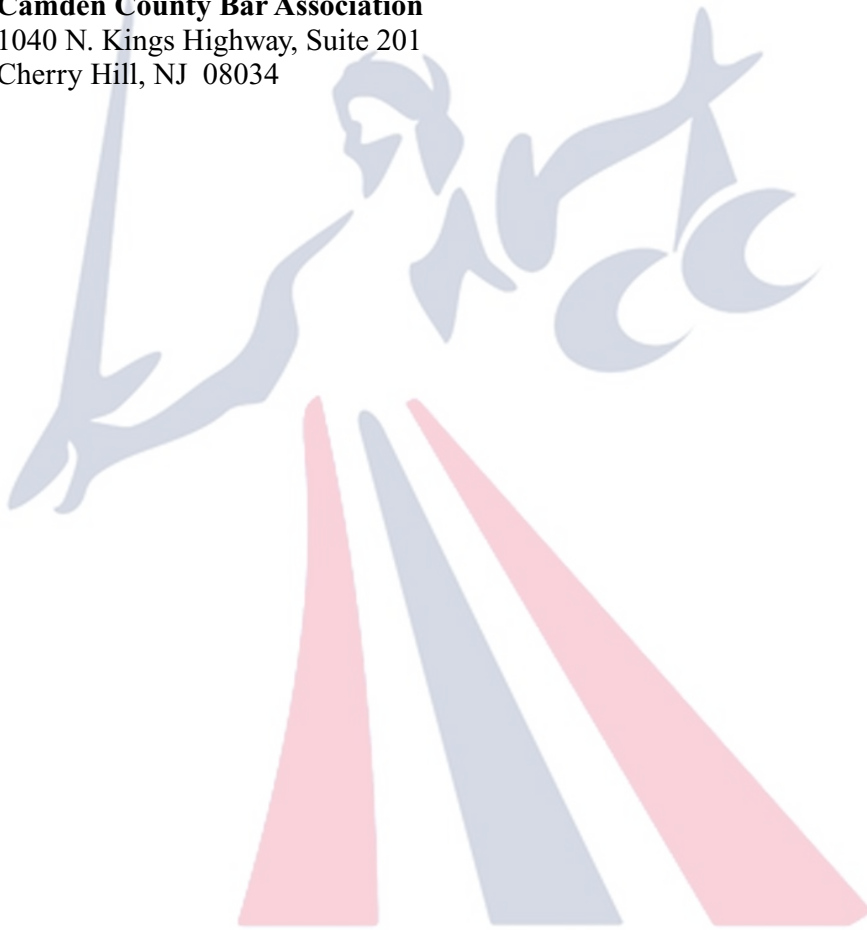
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	<input type="checkbox"/> Nursing Home Litigation	<input type="checkbox"/> Ethics	<input type="checkbox"/> Technology	<input type="checkbox"/> Support Staff Personal Injury Law	<input type="checkbox"/> Mass Torts
Friday - I will primarily attend:	<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
	<input type="checkbox"/> Medical Malpractice	<input type="checkbox"/> Ethics	<input type="checkbox"/> Workers' Compensation	<input type="checkbox"/> Support Staff Matrimonial Law	<input type="checkbox"/> Deposition College
ATTORNEYS: Two days of the program, all food functions & materials.			Member		
FIRM REGISTRATION: Two days of the program, all food functions & materials.			\$450		
Each Additional Member of the Firm			\$425		
PARALEGALS, JUDICIAL LAW CLERKS, LEGAL SECRETARIES:					
FRIDAY ONLY: One-day program, food functions & materials.			\$250		
FULL PROGRAM: Two-day program, food functions & materials.			\$325		
PUBLIC SERVICE ATTORNEYS: (defined as practicing exclusively as an employee of any public entity of the State of New Jersey or the Federal Government). May attend at the special price of \$295, includes seminar program and materials only. Meal functions are an additional price.			\$295		
FULL TIME JUDGES & STUDENT MEMBERS: Registration is complimentary for the seminar program only. Food functions are an additional cost. Pre-registration is required.					
<input type="checkbox"/> Check is enclosed \$ _____	<input type="checkbox"/> Charge my _____	<input type="checkbox"/> Visa	<input type="checkbox"/> Mastercard	<input type="checkbox"/> American Express	<input type="checkbox"/> Discover
Credit Card Holder's Name _____	Credit Card # _____				<input type="checkbox"/> Credit Card on File
Name _____	Firm Name _____				Bar Date _____
Address _____	City, State, Zip _____				E-Mail _____
Phone () _____	Fax () _____				
Make your hotel reservations by calling 1-800-345-7253.					

For more information or to register go to www.nj-justice.org or call 1-800-662-0070

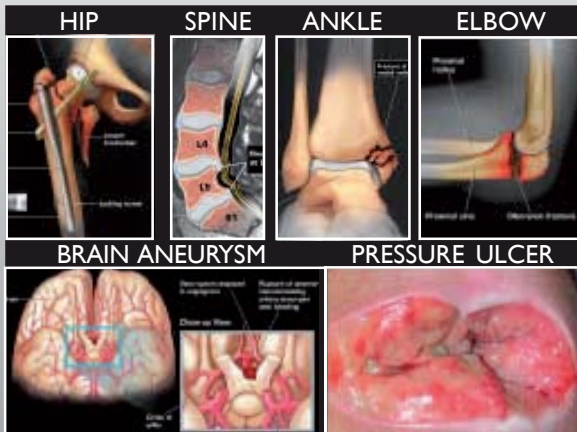
NJAJ GOES DIGITAL...
The seminar course materials will be online for attendees to download on April 8, 2011. Each registrant will receive a CD-ROM containing the course material onsite.

Camden County Bar Association
 1040 N. Kings Highway, Suite 201
 Cherry Hill, NJ 08034



Law Offices of Andrew A. Ballerini

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See other exhibits @ www.ballerinilaw.com



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Richard J. Talbot

Recent case results include:

- ☐ \$700,000 Products Liability
- ☐ Confidential Recovery 5th Week of Trial - Nursing Home - Pressure Ulcers
- ☐ \$300,000 Nursing Home — Pressure Ulcers
- ☐ \$188,000 — Fall, 1/2 hour after ice storm
- ☐ \$170,000 — Fall, Lisfranc foot fracture
- ☐ \$250,000 — Fall, Knee dislocation-450 lb. plaintiff

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