



2009 Devine Award Recipients



(l-r) Past CCBA President Harvey M. Mitnick, Devine Award Committee Chair Louis R. Moffa, Jr., and retired Superior Court Judge M. Allan Vogelston. Thank you gentlemen for your service to the bar and the Camden County legal community.

Success Story from the Children's SSI Project CCBA Joint Program Making a Difference



Nikirah was a shy and funny 10 year old girl. She cared about others. Her mom describes Nikirah as a child who wanted to help poor children and kids whose parents were mean to them. Her mom describes a call she received from a little boy's mother explaining how Nikirah sat by a boy on a daycare bus who was being teased even though Nikirah herself was often teased because of the tumors on her body. "Nikirah would take up for others before she would take up for herself" recalls her mom.

The Children's Supplemental Security Income (SSI) Project is a collaborative effort among South Jersey Legal Services, Inc. (SJLS), Rutgers School of Law – Camden, the **Camden County Bar**

Continued on page 19

Nominations sought for Judge Gerry Award

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

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

Build a Strong Practice in 2010: The Marketing Imperative

There has never been a more critical time to strategically focus on how to build your practice than now. Business is down, competition is fierce, and clients are struggling to stay afloat.

Attend the Law Practice Management Committee meeting, 4 p.m., Wednesday March 24, Bar Headquarters, to learn:

- Why it is essential to develop and implement a SMART marketing plan, and how to do it.
- How to leverage your existing client base to generate new work
- How to maximize your limited marketing resources.

This meeting is open to all Association members, but seating is limited to 25. Reserve your place by contacting Kathy at Bar Headquarters: 856.482.0620 or kmc@camdencountybar.org.

In Memoriam

The Association was saddened to learn of the passing of two of our colleagues in November.

Douglas James Yocum, Esquire, 45 on February 4.

Alvin R. Schomer, Esquire, on February 8.

The Association extends its sincere sympathies and condolences to the families, friends and colleagues of Douglas and Alvin. They will be missed.

Inside

Calendar	2
At A Glance	3
NJ State Bar Trustee Report	5
The Usual Suspects	8
Young Lawyer Corner	9
Legal Line to Criminal Law	10
President's Perspective	12
Wine & Food	14

The Docket

Tuesday, March 16th

Real Property Tax Appeal Seminar
4:00 – 6:15 p.m.
The Mansion, Voorhees

Wednesday, March 17th

Association Board of Trustees Meeting
4:00 – 5:00 p.m.
Bar Headquarters

Thursday, March 18th

DWI Review Seminar
4:00 – 6:15 p.m.
The Mansion, Voorhees

Friday, March 19th

March Madness Party
Noon - ???
The Tap Room, Haddon Township

Wine Tasting & Silent Auction
6:00 – 10:00 p.m.
The Mansion, Voorhees

Monday, March 22

*Awards & Scholarships Committee
Chairs Mtg.*
4:30 p.m.
Bar Headquarters

Tuesday, March 23rd

Anticipating Class Actions
Noon
Bar Headquarters

Wednesday, March 24th

*Everything You Need to Know About
Fiduciary Accountings – Part 2*
Noon
Bar Headquarters

*Law Practice Management
Committee Meeting*
4:00 – 5:00 p.m.
Bar Headquarters

Thursday, March 25th

Mortgage Foreclosure Seminar
4:00 – 6:15 p.m.
The Mansion, Voorhees

Friday, March 26th

Social Security Committee Meeting
Noon
Bar Headquarters

Monday, March 29th

Family Law Committee Meeting Luncheon
Noon
The Pub – Pennsauken

Tuesday, April 6th

Young Lawyer Committee Meeting
Noon
Bar Headquarters

Tentative agenda for March 19 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.

Agenda

- 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

Letter To the Editor

Dear Editor:

I find it amusing that Mr. Fishman and some of his brethren in the defense bar have been asking for irrelevant documents in discovery for many, many years and now there is whining about the fact that they are being supplied with too many documents, some considered by them to be irrelevant. And, in any case, now that the Supreme Court, in *Chun*, has indicated some very specific documents as the only documents that the State needs to put into evidence in order to establish the validity of the Alcotest reading, a legitimate case can be made that those documents are the only ones that should be produced.

This is not the same as supplying a phone book to satisfy the request for the name of a witness. Mr. Fishman admits that we are supplying "every conceivable document." We're just trying to be compliant, Arnie. Glad to be of assistance!

Robert A. Gleaner, Esquire
ROBERT A. GLEANER, P.C.
415 S. White Horse Pike
Audubon, NJ 08106

The Barrister

Published monthly, except July and August, by the
Camden County Bar Association

President

Richard A. DeMichele, Jr.
313 White Horse Pike
Haddon Hts., NJ 08035

President-elect

Linda W. Eynon
210 Silvia Street
Trenton, NJ 08628

First Vice President

Louis R. Lessig
360 Haddon Avenue
Westmont, NJ 08108

Second Vice President

Brenda Lee Eutsler
1702 Haddonfield-Berlin Rd.
Cherry Hill, NJ 08033

Treasurer

Gary W. Boguski
199 6th Avenue
Mt. Laurel, NJ 08054

Secretary

Casey Price
35 Kings Highway E, Ste 110
Haddonfield, NJ 08033

Executive Director

Laurence B. Pelletier

Advertising

Kathy Caira
856.482.0620

Board of Trustees

2010
Michelle H. Badolato
Carol A. Cannerelli
Steven J. Polansky
Salvatore J. Siciliano
William Tobolsky

kmc@camdencountybar.org

Periodicals postage paid
at Cherry Hill, NJ
and additional offices
(USPS 712 - 480).

2011

Ira R. Deiches
Eric G. Fikry
Jenifer G. Fowler
Justin T. Loughry
John A. Zohlman, III

Classified Advertising
rates \$30 per column inch.
Display advertising rates
\$18 per column inch.

Annual Subscription
Rate \$40

2012

Ronald G. Lieberman
Ellen M. McDowell
Jerrold N. Poslusny, Jr.
Carl Ahrens Price
John F. Renner

Views and opinions in
editorials and articles are not
to be taken as official expres-
sions of the Association's
policy unless so stated, and
publication of contributed
articles does not necessarily
imply endorsement in any
way of the views.

Young Lawyer Trustee
Adam Gersh

NJ State Bar Trustee
Arnold N. Fishman

Immediate Past President
Joseph A. McCormick, Jr.
(ex-officio)

ABA Delegate
Richard A. DeMichele, Jr.

Editorial Board
Debbie Carlos
Warren W. Faulk
V. Richard Ferreri
William Groble
Peter M. Halden
James D. Hamilton, Jr.
David Jacoby
John J. Levy
John G. McCormick
Cynthia Sharp Meyers
Nancy Morgenstern
Elizabeth Pascal
Casey Price
Richard A. DeMichele, Jr.
(ex-officio)

Editorial Offices
1040 N. Kings Highway,
Suite 201
Cherry Hill, NJ 08034

**Be an active
participant
in YOUR
professional
organization.**

**ATTEND
MEETINGS
AND
FUNCTIONS!**

March CLE Seminars At-A-Glance

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

DWI Update

Thursday March 18, 4-6:15 p.m.

This popular seminar will provide an in-depth analysis of the many issues facing attorneys representing clients charged with DWI. The seminar panelists, The Honorable Robert T. Zane, P.J.M.C., Arnold Fishman, Esquire and John S. Kennedy, Esquire will provide valuable insight from the perspective of the bench, the defense bar and the state.

Several topics the seminar will address: Operation issues; 20 minute observation; Digital discovery; Refusals and Case law update.

Don't go to Court unprepared! If you represent clients charged with DWI this

seminar will prove to be invaluable to your clients and your practice.

Anticipating Class Actions

**Tuesday March 23, noon - 1:15 p.m.,
Bar Headquarters**

Does it sound like your client could be just one of many with similar claims? How do you decide whether and how to evaluate the potential class nature of your client's claim? Alternatively, does the nature of your client's business expose him to the risk of class-wide claims?

If so, how can you help insulate them from a class action suit? Come hear experienced practitioners on both sides of the class action issue and learn not only how to spot a potentially viable class action, but also what to do if you're facing one from the defense side. Hear true stories from both the plaintiff's and defendant's perspective on how the class action device can impact your practice!

Although this is a Class Action Practice Committee luncheon meeting, participants will receive 1.0 Substantive CLE credit.

Seating is limited to the first 25 registrants, so don't delay, reserve today!

Mortgage Foreclosure

Thursday March 25, 4-6:15 p.m.

It seems you can't pick up a newspaper or listen to a radio or television news report without hearing about the high number of mortgage foreclosures that continue to take their toll on Americans across the country. Although much has been done on both a federal and state level to stem the tide of foreclosures, are these new programs working?

Join our panel of experts as they explore and explain what is and what isn't working; the latest trends in voluntary mortgage modifications and mediation programs; the mortgage foreclosure scams that compound the problem; and, a review of recent case law and legislative developments.



Attorney Alexander Nemiroff, a Partner with Archer & Greiner, P.C., in Haddonfield, has been named Chair of the Advisory Council of South Jersey Biz Buzz, a rapidly growing online business resource, marketing and networking community serving southern New Jersey. In addition to his recent appointment as Advisory Council Chair, Mr. Nemiroff is Chair of SJBB's Business Development and Growth Committee.

Attorney Michael A. Weinberg of Cherry Hill, NJ, has been elected by fellow board members to serve as Chair of the Zoning Board of Adjustment for Cherry Hill Township.

Mr. Weinberg, a Partner in the Family and Matrimonial Services Department at Archer & Greiner, P.C., in Haddonfield, has been a member of the Board for five years. He was installed as Chair at the Zoning Board's Jan. 21st meeting.

Capehart Scatchard is pleased to announce that attorneys **Michelle L. Corea and Armando V. Riccio** have been elected Shareholders in the Firm, effective January 1, 2010.

John P. Leon, Esq. has joined the firm of Subranni, Ostrove & Zauber, located at 750 Route 73 South, Suite 307B, Marlton, NJ.

Schnader Harrison Segal & Lewis LLP is pleased to announce that **Harris Neal Feldman** has been elected to partnership effective January 1, 2010. Mr. Feldman is a member of the Firm's Litigation Department in the Cherry Hill office.

Conrad O'Brien PC is pleased to announce that **Vincent Cieslik** has been named a shareholder of the firm. Vince represents professionals, corporations, and financial institutions in complex commercial litigation.

Philadelphia union-side labor law firm Willig, Williams & Davidson is pleased to announce that Wills & Estates attorney **Sharon L. Steingard** has been named a partner in the firm.

Jeffrey L. Dashevsky, of Haddonfield's Dashevsky, Horwitz, Kuhn & Novello, has been elected to the Executive Committee of the Louis D. Brandeis Law Society for

a 2 year term. The Jewish Law Society is dedicated to advancing and enriching the personal and professional interests of their members of the Bench and Bar. The Society promotes opportunities for leadership development, social interaction, education and community service.

Barron & Posternock in Moorestown pleased to announce that partner **Daniel Posternock** has been selected as national legal counsel to AmCorp Management and AmCorp Leasing Consultants. AmCorp helps businesses locate unknown operating capital through its expense analysis services such as lease auditing, cost segregation and property tax, utility and telecom audits. Mr. Posternock will counsel AmCorp's team through settlement negotiations and oversee claims and claims counsel across the nation.

CONIGLIO FAMILY & SPORTS CHIROPRACTIC
FREE Telephone Consultation

2010 **468-4200** • 1144 Mantua Pike • Mantua
 "Best of South Jersey" for over 8 years
 Offering Gentle Expert Care • 16 Years Experience
Spinal Whiplash Pain Requires Serious Care


Dr. Barry Coniglio


Accepts Most Insurance


Dr. Scott Aumenta

www.greatspine.com

NJSBA Trustee Update

That Ain't Fair

By Arnold Fishman



I can remember, as a child, when some injustice was visited upon me, crying, "That ain't fair!" I can also remember my mother telling me that things are not always fair. It has taken many years for me to internalize that lesson. I continue to hope, but I no longer expect life to be fair. Yet, I cling to the notion that government has a responsibility to be fair. There is no arena where the need for that fidelity is greater than when it exercises its power to punish people. While a defense attorney has the obligation to advance his client's position, a prosecutor has the obligation of fairness. A defendant, even in the worst of cases, has the right to put the State to its proof, but a prosecutor is not permitted a frivolous prosecution. So too, the police in building the State's case are charged with scrupulous integrity. The courts are the guardians of those duties. As we learned long

ago in law school, due process of law boils down to fundamental fairness—nothing more, but certainly nothing less.

The prosecution of those suspected of driving drunk has assumed paramount importance in New Jersey. Drunken driving prosecutions in the Municipal Courts are the equivalent of murder prosecutions in the Superior Courts—except you can plea-bargain a murder. The legislature has expedited the process by enacting a 0.08% BAC as a *per se* violation, and an equivalent punishment of those who refuse breath testing. Our Supreme Court has misinterpreted its function when it traded its traditional role of making sure that our citizens are given fair trials for joining the legislature in that effort. As *State v. Tischio*, 107 N.J. 504 (1987) reveals, "[t]he overall scheme of these laws reflects the dominant legislative purpose to eliminate intoxicated drivers from the roadways of this State. To this end, the Legislature, working in tandem with the courts, has consistently sought to streamline the implementation of these laws

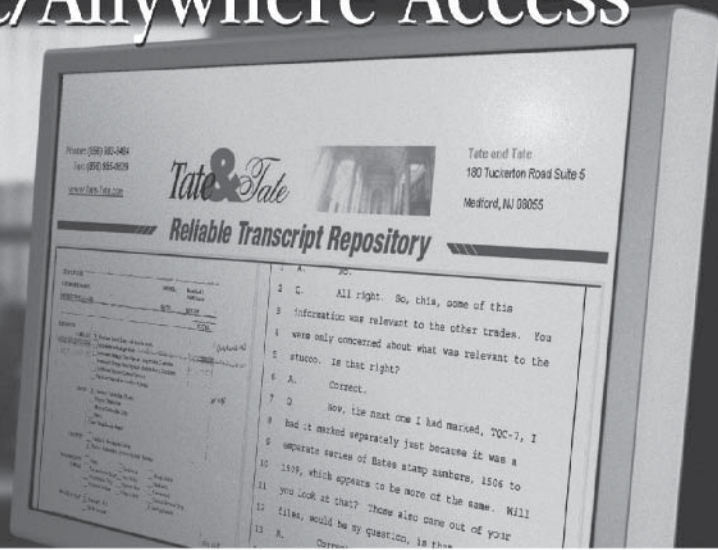
and to remove the obstacles impeding the efficient and successful prosecution of those who drink and drive." (emphasis supplied) In that climate, it is no wonder that the executive branch has assumed a win-at-all-costs mentality. Cops don't play fair.

Over the years, I have found that the most powerful evidence to refute the State's case is the electronic recording of the accused's performance at the scene and the administration of the breath test at the station. The former is critical to rebut the testimony that the client was a falling down drunk, and the latter to keep the BAC out of evidence. Even with it, there is a high probability of conviction in the municipal court; without it, the officer's verdict is unimpeachable. As a consequence of this truism, many police departments refrain from equipping their cruisers with video recorders and those that do, have learned to perform the ostensible "Standardized Field Sobriety Tests" so as to not be helpful to the defense. They are performed off camera so all you hear are

Continued on next page

Get "Anytime/Anywhere Access"

Now you can access your transcripts and exhibits anytime, *and from anywhere*, you like...at no additional cost!



With Tate & Tate's new **Internet Repository**, you can access all your transcripts and exhibits whenever...*and from wherever*...you choose! All your case materials are maintained on a secure server in digital format so they're always available to you via the web. You'll spend less time searching for the materials you need and *far less space* storing them! The best part? Tate & Tate's **Internet Repository** service is FREE, not just for your largest cases—it's FREE for all of your cases! It's just one more way Tate & Tate is continuing to improve our service for you.



The Camden County Bar Association has selected Tate & Tate as a Partner in Progress. Congratulations to the Tate & Tate staff for their efforts in attaining this distinguished recognition.

FREE Members Benefit: Condensed transcripts, ASCII discs, E-mail delivery of transcripts, transcripts and exhibits made available 24/7/365 via Internet Repository!



Call 856.983.8484

to begin improving your efficiency with Tate & Tate's new **Internet Repository** service!

TATE & TATE • THE LEXINGTON BUILDING, SUITE 5 • 180 TUCKERTON ROAD • MEDFORD, NEW JERSEY 08055

TELE: 856.983.8484 • FAX: 856.985.0629

That Ain't Fair

Continued from previous page

critical observations like, "I told you not to start until I said so, I told you not to raise your arms, I told you not to put your foot down," etc. This is coupled with the complaining witnesses' unfettered description of what led up to the motor vehicle stop. To add to the dilemma, very few police departments record the processing of the suspect in the station. However, many departments do have cameras that record everything that is happening in and around their building. They can isolate the defendant so he can be tracked from the time he gets out of the police car to the time he gets into the car that is to drive him home—summons in hand.

The minions of the law have become so skillful at avoiding the creation of exculpatory evidence, that one department has cameras everywhere except where they might jeopardize their "successful prosecution." There is a camera showing the squad car pulling in and the handcuffed suspect walking down the back steps to enter the building, up to and including his descending the front steps, and being driven out of the parking lot. They capture everything: every hallway,

the processing room, even the bathroom. The one place there is no camera is in the room where the breath test is conducted. As a result, you have to take the operator's word when he says he read the "Standard Statement," removed his radio and all cell phones, observed the defendant without interruption—he didn't burp, vomit or place anything in his mouth—for 20 minutes prior to blowing into the machine, changed the mouthpiece between each sample, gave the required instructions, and performed the test properly, etc. That testimony alone or the, "Boy was he drunk!" testimony alone is enough to convict. There can be no jury to interfere with the imposition of draconian mandatory penalties. (A third offender can lose his driver's license and registration privileges for 10 years, unless he refused to blow and then it is 20 years, unless it is in a school zone and then it is forty years.) There is a presumption against incarceration for conviction of a fourth degree crime, yet this traffic offense can result in a mandatory six months in the county jail. Those convicted serve every day of it, and are not even supposed to be allowed to go home from court to get their toothbrushes.

Justice Clifford dissenting in *Tischio* wrote, "Uncompromising enforcement of the laws designed to rid our highways of the scourge of the drunk driver ranks only slightly behind the veneration of motherhood and probably slightly ahead of a robust hankering after apple pie in the hierarchy of values firmly embedded in our culture." The judiciary has succumbed to that same venerated hankering that drives both the legislative and executive branches. It is time for judges to restore some balance to the system. In *State v Cook* 179 N.J. 533 (2004) the majority said,

The Judiciary bears the responsibility to guarantee the proper administration of justice...and particularly, the administration of criminal justice. Our courts thus have the independent obligation...to take all appropriate measures to ensure the fair and proper administration of a criminal trial. The courts power to fashion remedies in the realm of criminal justice is unquestioned. Where such appropriate measures are available, they should be employed to

Continued on next page

COSTELLO & MAINS, P.C.

Is Pleased to Announce That

KRISTA A. SCHMID, Esq.

Has Joined the Firm's State-Wide Employment Rights and Civil Rights Trial Practice in the Firm's Cherry Hill, N.J. Office



Costello & Mains, P.C.
856.751.3737

www.costellomains.com

REAL ESTATE TAXES Too HIGH?

Glen-David
Schwarzschild, Esq.

Can Help Reduce Your
Clients' Real Estate Taxes



COMMERCIAL | INDUSTRIAL | MANUFACTURING | RESIDENTIAL

Call Glen at Cureton Clark, PC.

 CURETON CLARK

SERVING CLIENTS IN SOUTHERN NEW JERSEY
& PENNSYLVANIA SINCE 1992

3000 MIDLANTIC DRIVE SUITE 200 MOUNT LAUREL NJ
856.824.1001 | WWW.CURETONCLARK.COM

*Filing Deadline to Challenge Your Real Estate Tax Assessment
in New Jersey is April 1.*

That Ain't Fair

Continued from previous page

the fullest extent feasible to enhance the fairness of the proceedings (internal quotations and citations omitted)

...

In the final analysis, a determination of the admissibility of...[evidence] in a criminal proceeding is a purely judicial function. Why we should suffer, for one more day, the funneling of reality... through the lens of partisans, with the concomitant frailty of language and recollection, when a true recording could be made, is simply beyond me."

(Justice Long dissenting in Cook)

Cook led to the adoption of Rule 3:17, which requires the electronic recordation of custodial interrogations for certain enumerated offenses. So should it be in DWI prosecutions. Recordation would protect police officers from false allegations and lend credibility to police work by demonstrating the fairness of the methods used. It would create an objective, reviewable record, thus eliminating countless trials. A rule requiring the electronic recording of the psychophysical tests administered in the field and the administration of the chemical tests in the police station would go a long way in allowing our courts to return to what they were created to do—equitably resolve disputes between parties. It is the perceived fairness in the judicial system that prevents "We the People" from resorting to violence as a solution to our problems. Nowhere is overreaching more pernicious than when one of those parties wields the power of government. As laudatory as it may be for the other two branches of government "to eliminate intoxicated drivers from the roadways of this State," it is even more fundamental for the third branch to remain true to its constitutionally imposed mission of protecting the governed from the excesses of its government.

The following is a summary of actions taken at the Dec. 11, 2009 meeting of the New Jersey State Bar Association Board of Trustees at the New Jersey Law Center in New Brunswick. This summary does not constitute official minutes.

E-filing The Board of Trustees voted to add its voice to the discussion on electronic filing in the state courts. The electronic filing of lawsuits and other court documents

has already been integrated in the nation's federal courts and increasingly state courts have gotten into the act. New Jersey has some electronic filing for special civil part matters.

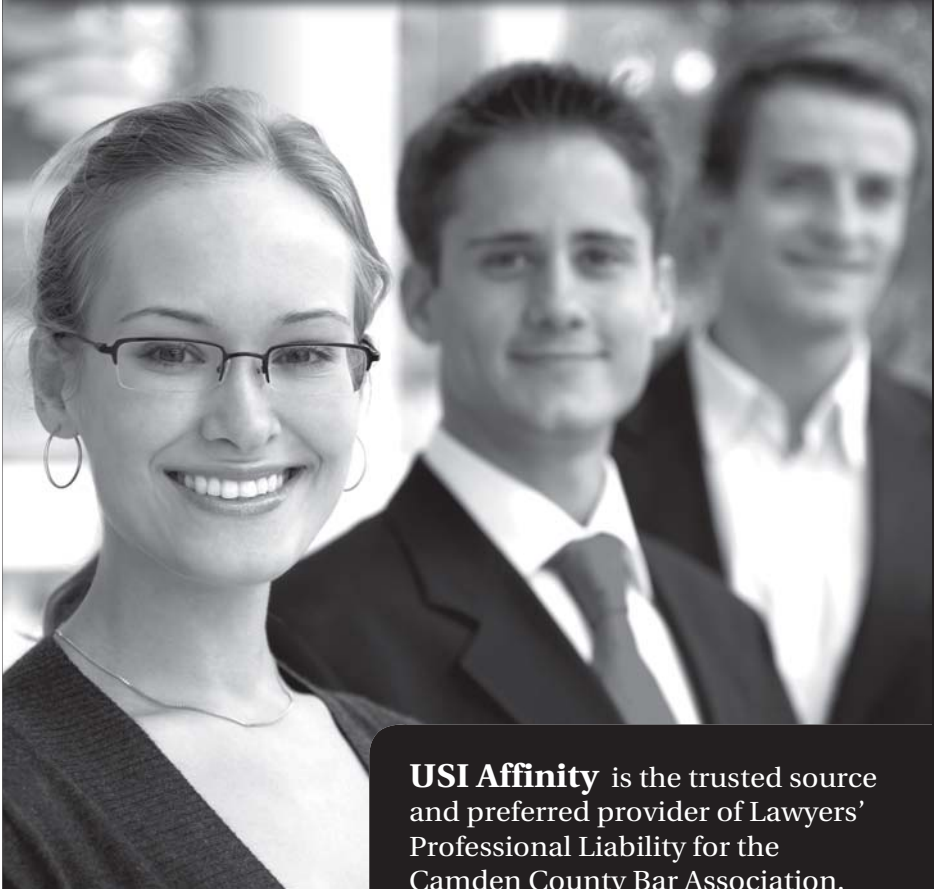
In June, a Supreme Court committee released a report that recommended the state courts adopt an e-filing system and, over the course of several years, use it to process the over 4 million transactions it handles each year. Roughly 34 attorneys,


court managers and information officers spent a year examining what kind of system the courts should use, how to integrate a new system with the existing case management systems, how New Jersey can benefit from e-filing and what time frames should be considered for expanding e-filing. The committee made 38 recommendations to the Supreme Court, including developing a

Continued on page 17

USI AFFINITY


Lawyers' Professional Liability insurance
you can count on . . .
from a company you can trust!





USI Affinity is the trusted source and preferred provider of Lawyers' Professional Liability for the Camden County Bar Association.

To learn more please contact **Steve Chaloult** at **800.265.2876** or visit our website **www.usiaffinity.com**



PROFESSIONAL INSURANCE SOLUTIONS

THE USUAL SUSPECTS



by M. W. Pinsky

“There were four million people in the colonies and we had Washington, Jefferson and Franklin. Now we have over three hundred million and the three top people are Obama, Pelosi and Reed. What can you draw from this? Darwin was wrong!”
- *Apologies to the great Mort Sahl*

“Suppose you are an idiot; and suppose you are a member of Congress; but I repeat myself.”
Mark Twain

“The difference between a misfortune and a calamity is this: if Nancy Pelosi fell into the Potomac, it would be a misfortune. But if someone dragged her out again, that would be a calamity.”
Apologies to the Great Benjamin Disraeli

“You can’t just let nature run wild.”
- *Attribution, Walter Hickel, former governor of Alaska and anti-conservationist.*

“The difference between death and taxes is death doesn’t get worse every time Congress meets.”
Will Rogers

HIGH SOCIETY:

Dateline: Haddonfield. On Friday, January 22nd over 200 people gathered at the tony Tavistock Country Club for a gala farewell to retiring prosecutors, Michael Chewkanes, Leslie Dicker, Stefanie Leibovitz, Robert Luther, Mindy Mellits, Sally Smith, Donna Spinosi, John Wynne and the ever popular Brian Mulholland. Kudos to all the people from the Prosecutor’s Office who planned and organized the dazzling soiree, including token male AP Mark Chase. When Mark retires, he may very well have a career as a wedding planner.

Among the attendees were several retired

Superior Court Judges including, but not limited to, Judges McNeill, Mariano, and Lario. Judge McNeill was accompanied by the beautiful and vivacious M.J. McNeill, a.k.a ? (I won’t make that mistake again.) I was reminded once again of how far Judge McNeill married “up.”

The guests also included a strong defense contingent, including such public defenders as the sprightly Jimmy Klein and the suave and debonair Ed Rivas.

It is amazing to note at these social events that the male prosecutors look exactly the same as they do in court while the female prosecutors, always attractive, become

absolutely stunning. Thank goodness those dreary old days when the practice was limited to men are finally behind us. Hooray for the ladies!

BUM RAP: Dateline: Westmont. Shortly after the farewell party, I received an e-mail from First Assistant Prosecutor Gladys Rodriguez chiding me for not fulfilling my promise to dance with the lady prosecutors and tango with Wixed and Zucker. At first, I thought it was a heavenly communication from my Yiddish mother of blessed memory, an expert at instilling guilt. Mom would get

Continued on page 16


ADR Services
Arbitration ~ Mediation ~ Complex Case Management

John B. Mariano
40+yrs Legal Exp. ~17 yrs Superior Court Judge (ret)

Fax/Tel: 856.429.8366

Specializing in Auto Injury Cases

- Managing your personal injury case
- Free In-office depositions
- Free patient narrative report
- Handle all healthcare referrals



Where injuries heal quickly and naturally!
Dr. Insana’s Wellness Center
2028 Chapel Avenue W
Cherry Hill, NJ 08002
856.662.4848
www.drdeaninsana.com

MEDIATION • ARBITRATION • NEUTRAL UM/UIM

RANDY P. CATALANO, ESQ.

20+ Years as a Private and Court Arbitrator
25+ Years Litigation Experience (Plaintiff & Defendant)

“Fast, Fair and Cost-Efficient Dispute Resolution”

* Half and Full-Day Sessions Available
Law Offices of Randy P. Catalano
Westmont
(856) 858-1115
email: rancat22@aol.com

DISPUTE RESOLUTION
LITIGATION & APPELLATE STRATEGIES



Hon. Michael Winkelstein (retired)
Former Civil Division Presiding Judge, Assignment Judge,
and a Presiding Judge of the Appellate Division

COOPER LEVENSON
ATTORNEYS AT LAW
www.cooperlevenson.com • 609.572.7550



Fighting the Feeling of Helplessness in the Current Economy

By Adam Gersh



Young Lawyer Corner

By now, you have seen that the legal profession is in an historic state of upheaval that is leaving lawyers with the best credentials without a place to hang their hats. No one has been hit harder by this new economic reality than young lawyers. For a young lawyer, even one with

a degree from a top school, stellar grades, and experience at a top-tier firm, there are no guarantees anymore. This instability is unprecedented for a profession in which job security has been a long-standing justification for the stress, long hours, hard work, and student loans.

Young lawyers are not helpless, but our responsibilities to our future cannot end with earning high grades from a good school, getting a job at a stable firm, and hoping that continued employment is in our future. There are important steps that we can take to position ourselves for the future and to fight the feeling of helplessness in this layoff-laden reality.

- 1) Get business. In the fantasy world of law, being a good lawyer brings job security in perpetuity. The reality is that, from the smallest to the largest firms, there is no security like having your own business. As a young lawyer, it is often not realistic to focus on building a self-sustaining book of business, but do not let that defeat you. Instead, recognize that your goal is job security and autonomy and find small ways to work toward that goal. If you are a born salesperson, by all means, sell, sell, sell. If you are not, find ways to gain the trust of your clients, colleagues, friends, and acquaintances. Work on being a trusted advisor and a good lawyer, and you are on your way to building your own business. See, being a good lawyer can be the key to job security if you look at it this way.
- 2) Concentrate on providing value to your clients. Lawyers are not the only ones who have been devastated by this economy. Your clients are feeling the effects too. Understand this and take the extra time to walk your clients through your legal strategy, update them on your efforts, and show them how you are working to serve their best interests. As lawyers, we perform cost-benefit analyses to decide what to recommend to our clients, but all too often we offer only the recommendation. Instead, tell your clients how you think your recommendation will offer them value and show them that you put their bottom line before your own.
- 3) Make yourself more valuable. Use this crisis as an opportunity. Become an expert in an emerging area of the law. You quickly will learn that having expertise and offering that expertise to fellow lawyers and clients is much more valuable than your alma mater or your grades.

- 4) Lend a hand. Do you have clients that cannot afford your services right now because of the economy? Are these clients that you want to develop for the long term? Consider other ways that you can help them until they get back on their feet. Can you offer training for their staff or help out with a charity project that is important to this client? Perhaps you have the flexibility to arrange an alternative fee agreement. Anything you can offer to help someone else will benefit you in the future. As an added bonus, helping others will take your mind off the instability in the legal profession.
- 5) Make a move. If the volatility of private practice is wearing you down, look for other opportunities. Consider teaching, working in government, going into a related business, or using your legal background in any number of lucrative and rewarding ways. Alternatively, if you can withstand the risk, look for opportunities within private practice. Can you go out on your own and fill a niche, either in your area of practice or pricing? One way or the other, if you have ever wanted to try a new venture, now is the time. The legal market is leaving good lawyers behind; decide for yourself whether it is time to leave the legal market behind.

The only certainty about the uncertainty in the legal market is that it will come to an end and, after that, it will be back. Act now so next time you will not feel so helpless.



ANDRES & BERGER

Award-Winning Certified Civil Trial Attorneys

Reputation and Results

With over 60 years of experience serving Southern New Jersey, the law firm of Andres & Berger, P.C. is recognized as one of the leading firms whose practice is limited to medical malpractice and personal injury litigation.

Top 100 New Jersey Super Lawyers
New Jersey Monthly

Preeminent Lawyers (AV rated)
Martindale-Hubbell

The Best Lawyers in America
Woodward/White, Inc

Referral of malpractice and personal injury claims involving significant permanent injury or death are invited from members of the bar and referral fees are honored pursuant to Rule 1:39-6(d).

264 Kings Highway East | Haddonfield, NJ 08033
t. 856.795.1444 | www.andresberger.com

LEGAL LINE TO CRIMINAL LAW

NJ Division of Child Behavioral Health Services Announces Policy Change Affecting Juvenile Delinquency Dispositions

By Joseph Moran

N.J.S. 2A:4A-43 outlines the approximately 40 dispositional options Family Court Judges have in cases where juveniles have been adjudicated delinquent. 2A:4A-43(b)(5) authorizes the Family Court to place the juvenile "under the care and responsibility of the Department of Children and Families...for the purpose of providing services in or out of the home."

After a juvenile is adjudicated delinquent (either through admission or verdict at trial) the Court will often order a "14 Day Plan." Under the "14 Day Plan" protocol, the Division of Youth and Family Services (DYFS) will provide services to young people if DYFS is actively involved with the family or if there are protective service or permanency concerns. If there are not protective service concerns and the young person has emotional or behavioral needs, then Youth Case Management (YCM) through the Division of Child Behavioral Health (DCBHS) will provide services to the youth.

Recently, the DCBHS announced an important change in policy which has significant impact on juvenile delinquency dispositions: those juveniles who have been evaluated and found to meet the DCBHS criteria for either "Specialty Beds" or "Psychiatric Community Residential" placements will not be "rejected" nor

"ejected" from those placements. This "no reject/no eject" policy was recently articulated by Brian Hancock of DCBHS.

Programs treating DCBHS placed youth are now contractually obligated to follow this "no reject/no eject" policy. In practical terms, juveniles who meet the "Specialty Bed" or "Psychiatric Community Residential" criteria will no longer be rejected by programs despite prior assaultive or runaway behavior. Also, those who would previously be "ejected" for assaultive or runaway behavior are instead subject to a new "joint care review" process to transition youth to a more appropriate placement.

In addition, DCBHS service providers for those juveniles have been instructed not to ask probation officers to file violations of probation when young people in either their "Specialty Beds" or "Psychiatric Community Residential" placements violate the rules of those programs. There are certain exceptions, i.e., if youth are presenting serious safety concerns regarding other youth or cannot respond to clinical intervention. However, these programs need to consult with the DCBHS Specialty Liaison prior to discharge from the program.

These changes in policy reflect the more comprehensive goals of DCBHS, which are to provide systems of care that are "strength based" (i.e., that identify and support the strengths of the young people being served, rather than merely focusing on their "weaknesses" or what is "wrong" with them), that are "Youth and Family driven" (i.e., that strongly consider the desires of the young person and the family), and that are also "community-based" or as "least restrictive" as possible.

In addition, the DCBHS is now instructing case managers through YCM and Care Management Organization (CMO) to proactively find systems of care for juveniles pending disposition, not merely to "post their information" on the "Youth Link" bulletin board and wait and see what happens.

Now, when juveniles are facing a complaint for violation of probation for "bad behavior" at a residential program (assaultive behavior, runaway, etc.) the argument can be made that they should be subject to the same "no reject/no eject" policy as those youth meeting the DCBHS criteria for "Specialty Beds" and "Psychiatric Community Residential" placement as a matter of due process and equal protection.



A Star of **ADROPTIONS**[®] MEDIATION/ARBITRATION/MOCK TRIALS

Honorable John A. Sweeney (Ret.) was a Trial Judge from 1992 until his retirement from the bench in July 2008. During this time he served in the Civil Division, General Equity and The Family Division.

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.

Suite 1100
Two Commerce Square
2001 Market Street
Philadelphia, PA 19103-7044

Phone: 215-564-1775
800-364-6098
FAX: 215-564-1822
adroptions.com

ADROPTIONS[®]
Settling Cases Since 1993

Please call Mike Carney at (215) 564-1775 to schedule your matter with Judge Sweeney



Mediation and Arbitration Services

Hon. Rosemarie R. Williams J.S.C.(Ret.)

Available for Dispute Resolution in South Jersey Counties
for all Civil Cases including:

**Construction Litigation ~ Medical Malpractice
Personal Injury ~ Contract ~ Chancery & Probate
Discovery and Allocation Master**

Over a quarter century of experience trying and settling cases.

(609)865-5565 ~ (732)246-8118

Email – RosemarieRWilliams@msn.com

<http://RRWLEGAL.COM>

Welcome New Members

February 2010 - Active (10)

John S. Anooshian, Esq.

White and Williams
1800 One Liberty Place
Philadelphia, PA 19103
215-864-7005

Douglas Fisher, Esq.

State of NJ – Superior Court of CC
Clerk to Hon. Anthony M. Pugliese, J.S.C.
Hall of Justice - 101 South 5th Street
Camden, NJ
856-379-2350

Kevin A. McDonald, Esq.

Ciardi Ciardi & Astin
2005 Market Street, Suite 1930
Philadelphia, PA 19103
215-557-3550
Fax: 215-557-3551

Adam Michael Newman, Esq.

The Law Offices of Jason Pollack, Esq.
41 Route 73 South, Suite 203
Winslow Twp., NJ 08037
856-304-1472
Fax: 856-504-0155

Bradley Newman, Esq.

Wase & Wase
123 S. Broad Street, Suite 2170
Philadelphia, PA 19109
215-732-3426
Fax: 215-732-3426

David DeRoin Oldham, Esq.

Siciliano & Associates, LLC
16 South Haddon Avenue
Haddonfield, NJ 08033
856-795-0500
Fax: 856-795-5515

Jennie Philip, Esq.

Marshall Dennehey Warner Coleman & Goggin
200 Lake Drive East
Cherry Hill, NJ 08002
856-414-6310
Fax: 856-414-6077

Cynthia Ruggerio, Esq.

Christie, Pabarue, Mortensen & Young
1880 JFK Blvd.
Philadelphia, PA 19103
215-587-1694
Fax: 215-587-1699

Everette L. Scott, Jr., Esq.

Elam & Scott, LLP
8000 Midlantic Drive
#109 North Tower
Mount Laurel, NJ 08054
856-273-7894
Fax: 856-226-3814

David B. Wright, Esq.

Amy F. Loperfido & Associates
3000 Atrium Way, Suite 310
Mount Laurel, NJ 08054
856-802-2700
Fax: 856-802-2707

Abo and Company, LLC

CERTIFIED PUBLIC ACCOUNTANTS / LITIGATION & FORENSIC CONSULTANTS

We are proud to be a *Partner in Progress* of the Camden County Bar Association. As part of this program, we offer a free hour consultation in any tax/valuation/accounting/forensic/business planning arena where our insight, our expertise will be of help professionally or personally.

Let us know if you:

- Need our technical experience and professional insight for projects on accounting, tax, auditing, valuation, investigative or litigation support;
- 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 our "122 Review Items To Consider for Buy-Sell Agreements" or "Abo's Hitlist to Consider in the Buy-sell Valuation or Formula" which ICLE and the NYC Bar used in crafting their seminars on Buy-Sell Agreements;
- Would like our handout "Selected Collection Techniques & Tips" presented to National Employment Lawyers Association-NJ Meeting;
- Would like our handout from ICLE's live, on-line program entitled "Tax Aspects of Personal Injury Awards";
- Would like any of the following articles and handouts available from our firm:
 - Attorney Trust Accounting Checklist and Questionnaire
 - Financial and Estate Planner – Inventory of Personal Assets
 - IRS Audit Guide For Lawsuit Awards
 - Special Report by Abo and Company on Dispute Resolution
 - Maximizing Travel, Entertainment and Business Meal Deductions in Your Practice
 - Special Report by Abo and Company on Valuation Issues
 - 50 Deficiencies Noted in Business Plans
 - The Intestate Will (or "Your Will as Drafted by the State of New Jersey")
 - Annual Fiscal Checkup

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

Martin H. Abo, CPA/ABV, CVA (marty@aboandcompany.com)

Patrick Sharkey, CPA, MST, CSEP (pat@aboandcompany.com)

New Jersey

**Plaza 1000 at Main Street
Voorhees, NJ 08043**

Phone: 856-489-5559 Fax: 856 489-5577

Pennsylvania

**6 E. Trenton Ave, Suite 5
Morrisville, PA 19067**

Phone: 215-736-3156 Fax: 215-736-3215



www.aboandcompany.com



PRESIDENT'S PERSPECTIVE

by Richard A. DeMichele, Jr.

Think Spring!

One of the great benefits of being Bar President is writing the monthly Barrister column. The joy comes not only with writing the article, but all of the comments that I get from members of the Bar when I see them in the courthouse and around town. My goal has always been to write something that is a little off-beat that keeps the readers' interest. Trust me, I do not find that to be easy and I spend considerable time working on it.

In the January Barrister, I talked about my new found love for vintage rock concert t-shirts and my New Year's resolution to start collecting "new vintage" t-shirts. I never would have guessed that that article would be by far the most popular to date. I am truly overwhelmed by the number of people that commented on my thoughts about vintage concert t-shirts.

This year's Devine Award Luncheon was a very special event. It goes without saying that the recipients more than deserve the award. Congratulations to Judge Vogelsson and Harvey Mitnick. However, this year's award was particularly special, not just because of the recipients, but also because of those who introduced the awardees. Richard Josselson and Rocco DePersia did an outstanding job with the introductions. I particularly enjoyed Rich Josselson's explanation of how he knew Harvey Mitnick had a heart because of a heart attack, and how Rocco learned from both recipients that he did not have to wear all of his gold chains at once. The introductions were truly entertaining, maybe even more so than vintage rock t-shirts column. Those who attended can make their own decision.

Since the winter weather forced the cancellation of Winter Trifecta, we have scheduled the Wine Tasting/Silent Auction portion of the Trifecta for Friday, March 19, from 6-10 p.m. in the elegant Crystal Vanderbilt room at the Mansion. Our chief wine expert Jim Hamilton tells us that he will be pouring a greater variety of fine wines than previous wine tastings. Additionally, the food menu has been expanded with the addition of a carving station and double pasta station. I urge anyone looking for an elegant evening of fine wine, good conversation and exciting auction items to attend.

I hope everyone can join us for two very special, **members only** events in April. This year we welcome a new United States Attorney, Paul Fishman. The CCBA and the

Association of the Federal Bar are hosting a reception to honor Mr. Fishman. The reception will be held from 5-7 p.m. on Thursday, April 29, in the Bridge of Rutgers Camden School of Law. Tickets are only \$40, and include hot & cold hors d'oeuvres and cocktails. Also, in April is the annual Bench/Bar Luncheon on Friday, April 30, beginning at noon at the Crowne Plaza in Cherry Hill. Refer to this month's inserts for reservation forms for both of these "can't miss" events.

I am pleased to report that we have yet another judge to welcome to the bench in Camden County. I had the distinct pleasure of being at Ed McBride's installation as a Judge of the Superior Court in Camden County. The event was great and we are now blessed to have another judge to help administer justice here in Camden County. Ed did not have the opportunity to actually work much in Camden County because he spent a considerable amount of his career working in or around West State Street. Please go out of your way

to introduce yourself to Judge McBride and welcome him to the greatest place to work in all of New Jersey.

I know there are only a few more months left in the Bar year and much can happen between now and then. However, I feel comfortable in reporting to you that although we are not out of the woods, our financial picture is much better than it was last year. The Board of Trustees and the Executive Committee have worked very hard to implement new financial controls and have been very disciplined with spending to improve our Association's financial health. By no means do I think we are flush with cash, but we are in much better fiscal condition. Our improved financial health is due in part to increased revenue from our Barrister advertisements and increased CLE participation. Please continue to fulfill your mandatory CLE requirements list at the Camden County Bar Association and encourage people to advertise in the Barrister as a way to reach the legal market in Camden County.

VERDICTS IN THE COURT

Superior Court of New Jersey

VERDICT: No Cause (1/7/10)
 Judge: Robert G. Millenky, J.S.C.
 Plaintiff's Atty: Roger Paul Fried, Esq.
 Defendant's Atty: Lawrence Berger, Esq.
 L-2722-07 Jury

VERDICT: No Cause (1/6/10)
 Judge: Frederick J. Schuck, J.S.C.
 Plaintiff's Atty: Robert White, Esq.
 Defendant's Atty: Michael David, Esq.
 L-1074-08 Jury

VERDICT: Liability: Defendants - Damage
 Verdict \$165,375 (1/13/10)
 Judge: Faustino Fernandez-Vina, J.S.C.
 Plaintiff's Atty: Irene McLafferty, Esq.
 Defendant's Attys: K. Savage, Esq., D. Grasso, Esq.
 & T. Marshall, Esq.
 L-5169-065 Jury

VERDICT: No Cause (1/7/10)
 Judge: Michael J. Kassel, J.S.C.
 Plaintiff's Attys: Ara Arigian, Esq. & James Law, Esq.
 Defendant's Attys: Laurie Tilghman, Esq. &
 David Burnett, Esq.
 L-1725-08 Jury

VERDICT: No Cause (1/11/10)
 Judge: Mary Eva Colalillo, J.S.C.
 Plaintiff's Atty: Kurt Pratt, Pro Se
 Defendant's Atty: Dexter Miller, Pro Se
 C-13-09 Bench

VERDICT: No Cause (1/12/10)
 Judge: Michael J. Kassel, J.S.C.
 Plaintiff's Atty: John Klamo, Esq.
 Defendant's Atty: Kristyn Angermeir, Esq.
 L-4126-07 Jury

VERDICT: No Cause (1/15/10)
 Judge: Michele M. Fox, J.S.C.
 Plaintiff's Atty: Scott Goldberg, Esq.
 Defendant's Atty: Lawrence Berger, Esq.
 L-5700-07 Jury

VERDICT: No Cause (1/20/10)
 Judge: Faustino Fernandez-Vina,
 J.S.C.
 Plaintiff's Atty: David Daniels, Esq.
 Defendant's Atty: Lawrence Berger, Esq.
 L-3170-07 Jury

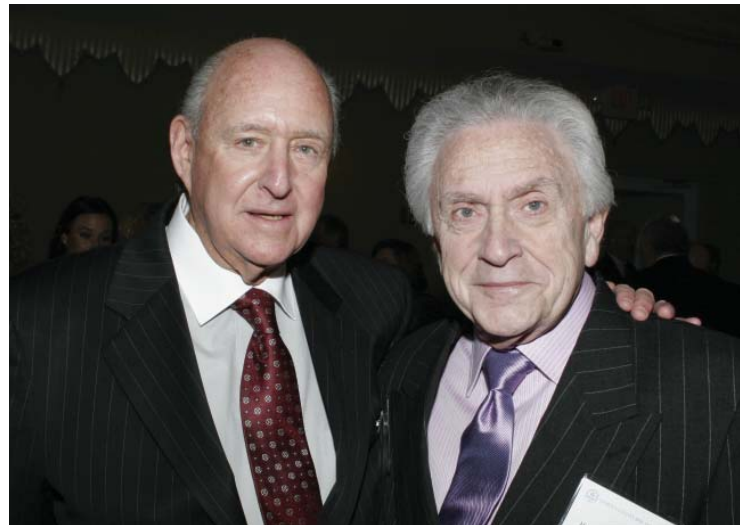
VERDICT: Liability - Defendant
 Damages \$216,129
 Judge: Frederick J. Schuck, Esq.
 Plaintiff's Atty: Joe Walsh, Esq.
 Defendant's Atty: Charles Reynolds, Esq.
 L-5975-07 Jury

VERDICT: No Cause (1/28/10)
 Judge: Michael J. Kassel, J.S.C.
 Plaintiff's Atty: James Grimes, Esq.
 Defendant's Atty: David Mayfield, Esq.
 L-3625-07 Jury

A Devine Luncheon

Despite being a typical cold and blustery January day, the Hon. Peter J. Devine, Jr. Award Luncheon at the Crowne Plaza attracted friends, family and colleagues to honor and congratulate Past CCBA President Harvey M. Mitnick, Esq. and retired Superior Court Judge M. Allan Vogelson as they accepted the 2009 Devine Award, the Association's most prestigious honor.

Established in 1981 in honor of the popular Judge Devine, who served as president of the Camden County Bar in 1967-1968, Harvey and Judge Vogelson were chosen this year's recipients in recognition of their long record of distinguished service to the Bar Association and its members. The Association congratulates both honorees on being selected as this year's recipients and extends its gratitude for their many years of dedicated service.



(l-r) Harvey Mitnick & Judge Vogelson



(l-r) Jim Hamilton & Paul Snyder



(l-r) Justice Wallace, Harvey Mitnick, Judge Vogelson, & Sam Asbell



(l-r) Joel Korin & Art Abramowitz



(l-r) Kat Laughlin, Lou Lessig & Linda Eynon



(l-r) Len Baker, Jim Mullen, Bob Greenberg & Bill Hanifen



(l-r) Judge Fox, Judge Colallilo, Justice Wallace & Judge Lihotz



(l-r) Rick DeMichele, Maury Cutler, Surrogate Jones & Don Craig

WINE & FOOD

By Jim Hamilton

When searching for wine values, there are several paths one can follow. Many take the course charted by the big wineries with their healthy advertising budgets. Certainly, Yellow Tail, Mondavi Woodbridge and other “brands” people recognize have their fans. My route to wine values more often is off the beaten track, where many unheralded producers labor in relative obscurity, or where winemakers recognized as accomplished craft wines from grape varieties with which even regular wine drinkers may be unfamiliar. If you don’t mind exploring wines that you may have to search out to buy, I recently have tasted some I believe are worth your consideration.

Austrian wines have enjoyed a degree of market penetration over the past decade as people have come to know the grape that perhaps, more than any, symbolizes Austria’s resurgence, Gruner Veltliner. You may recall a Gruner discussed here a few years ago made by a producer then new to me, Ecker. Well, the latest vintage of this 1 liter bottling is again on target if it is value you are aiming to hit. **2008 Ecker Gruner Veltliner** is an easy going wine that skirts the green vegetable qualities the grape can display. The wine offers subtle tropical fruit that is laced with both steely and chalky nuances. What it lacks in dimension it ably compensates for in affordability.

While Austrian Rieslings can be a nice alternative to Alsace Rieslings, each typically crisp and dry, the prices of most put them out of the bargain hunter’s reach. However, **2009 Gobelsburger Riesling** is a value entry from the second label of Austrian producer, Schloss Gobelsburg. This wine offers a nice introduction to this style of Riesling. It is dry, but not austere, and exhibits good minerality woven into fruit that is like the heart of a ripe peach, the part where the final flesh meets the pit.

While like Germany, Austria may be better known for its white wines, there are many red wines being produced that offer quality at a competitive price. One example is **2007 Glatzer Bläufrankisch**, a spicy wine showing black fruits and a dash of black pepper, all delivered in a supple but sustainable structure. Another prospect is a producer that is new to me, Sattler. Erich Sattler is a fourth generation vintner whose winery makes only red wines. The St. Laurent, a grape not on most people’s wine radar, is very well made and very fairly priced. I liked it, but thought I would highlight the **2008 Sattler Zweigelt**. Zweigelt is a grape developed in the 1920’s by Fritz Zweigelt by crossing Bläufrankisch and St. Laurent. It is now the most widely planted red grape in Austria. Often, wines made from this grape are generously called “rustic,” but this effort, while by no means elegant, is a nice rendition. It has an earthy, loamy grip, a touch of black olive tapenade and a chewy texture. Its flavors and price can make it a good pizza wine.

At a recent tasting that featured more than a few German wines from the 2008 vintage, a few wines stood out for the value they represent. That the **2008 Darting Durkheimer Hochbenn**

Continued on next page

Frustrated and considering a career change?



Many law school graduates are looking for alternatives to a career as a lawyer. Maybe it's the long hours, waiting to become a partner, or just the desire to spend more quality time with your family. Your law degree is beneficial when discussing estate planning with affluent clients.

At AXA Advisors LLC our financial professionals work with our target markets- small to mid size businesses, affluent individuals and professionals, helping them to accumulate and protect assets, using retirement and estate planning strategies, asset management, college funding and business planning. If qualified, you will join over 6000 financial professionals that enjoy;

- *Training and outstanding resources*
- *Dedicated management team.*
- *Open architecture structure for services and products*
- *Advancement and management opportunity's*

Lets face it you can't attract quality people with second rate compensation. If selected you will enjoy a generous compensation package, and benefit package, healthcare, dental, vision, stock purchase and options plan, pension and 401 (k) plan (including company paid profit sharing feature) life insurance, short and later long term disability.

The financial advisor opportunity's rank among the top career choices. ranked by Money Magazine in the top 10 of the best jobs in america in in 2007.

Contact Alex Dergalis 856-751-2688 or fax resume to 856-795-1035 Alex.dergalis@axa-advisors.com. visit us online www.axaonline.com

AXA Advisors, LLC (NY, NY 212-314-4600) member FINRA, SIPC, AXA Advisors, LLC is an equal opportunity employer M/F/D/V.



PPG-53279 (1/10)

Marketing Matters

Harness the Power of Active Listening

Part Two of Two

By Kimberly Alford Rice



In part one of our article series we defined specifically what active listening is and four important components to employ to participate as an active listener. In part two, we will examine effective listening impediments and outline concrete steps to become an active listener which is critical to your successful practice and in servicing clients.

Among numerous impediments to effective listening, I have listed five common “fall back” behaviors below. If you see yourself in any of these, consider how these behaviors block your ability to effectively and clearly to communicate with clients and other key influencers.

- **Considerable effort required.** An active listener has increased blood pressure, higher

pulse rate, and more perspiration. Like learning to jog, one must begin gradually and work up to integrating these new behaviors into your daily routine. Doing so is as much a state of mind as a physical activity. The more you improve the ever-increasing benefits will become clear.

- **Enormous competition for attention.** In no time in history has there ever been more stimuli competing for our attention than in this 24/7 world of endless media cycles. It is challenging to segregate our listening from information overload. All the more reason to tweak our active listening skills and develop the necessary discipline to hear what is truly important.
- **“Know it all” attitude** — You know the type of listener who thinks he knows what you are going to say before you even say it. Check yourself from being this person. Though you may know well the substance of what is being discussed, do not assume a full understanding whereby you feel

compelled to interrupt. For courtesy's sake, hear others out. You may actually learn something new.

- **The speed gap** — Scientifically, there is a time difference between the pace at which we speak and how fast we listen. The average person speaks between 135-175 words per minute though she can comprehend between 400-500 words per minute. In short, there is plenty of time to jump to conclusions, daydream, or plan your reply. Avoid the temptation for your mind to wander. In those precious seconds or minutes, you may miss a few points which may be critical to your client relationship or new business development opportunity.
- **Don't know how** — As initially stated, most lawyers have had no formal training in how to actively listen so it is no great surprise that listening effectively is the most neglected and least understood of all aspects of communication. By taking a few thoughtful steps, however, you can

Continued on page 18

Wine & Food

Continued from previous page

Riesling Kabinett is a best buy is not surprising, for Darting long has produced quality wines at prices below those of most competitors. This is a rather plump and full bodied wine for a Kabinett (the entry level based on residual sugar of premium German wines). The fruit is fleshy and the acidity is soft without leaving the wine flabby. The **2008 Darting Ungsteiner Herrenberg Riesling Spatlese** displays more layered and complex flavors than the Durkheimer, among them dried pineapple and apricot. The wine shows its higher level of sugar, but with a fine texture that adds to the enjoyment.

Leitz is a German producer that achieved real market success with an entry level wine called Dragonstone. Leitz saw the need that it and some other German wineries finally are addressing. German wines long have been criticized for their very detailed, precise and, for most consumers, inscrutable labels. While enterprising companies made wines like Blue Nun and Black Cat, which often were popular in spite of their quality, German wine estates have been slow to produce wines the buyer can understand. As Leitz and others found, giving proprietary names to wines to which they can proudly affix their name can meet with excellent buyer acceptance.

Leitz has added two more affordable, and easily remembered, entries to its lineup. For those who prefer their Riesling dry, there is the **2009 Leitz Eins Zwei Dry “3.”** This wine exhibits more stones and minerals than overt fruit, which is not to say it lacks charm. There is a core of ripe, citric and melon flavors carried out in its dry delivery. The wine addresses concerns some may have of the compatibility of German wines and food, although perhaps at the expense of providing stand alone sipping pleasure consumers often seek in German Rieslings.

As Johannes Leitz explained, the **2008 Leitz Out** is a wine initially made at the request of a U.S. retailer that was so welcomed in that market the winery decided to expand production. If you want a quintessential summer patio wine, which, of course, may be perfect for indoor consumption in any season, this wine merits strong consideration. Again, the fruit is more citric than stone fruit, with a clean and reasonably sumptuous mouth feel. When you consider the wine should sell for \$10 or so, it represents a real response by a quality producer to the consumer call for value.

While it will take a particularly adventurous retailer to gamble on selling it, I was impressed with **2008 Domaine Nebout Saint Pourçain Blanc**. Saint Pourçain is a newly designated French wine region located in the central part of the country. This wine is made from the rare Tressalier grape, found nowhere else in France but in Saint Pourçain. The flavors remind me of a Spanish Albariño, with chalk infused lime fruit that comes across clean and unadorned. It is a simply winsome wine.

2010
Group Admission
**Supreme Court
of the
United States**
Monday, June 14, 2010
See inserts for details
and reservation form

The Usual Suspects

Continued from page 8

letters of apology from people she didn't even know. In defense, I asked many ladies to dance but was rejected. The comments ranged from "take a hike, chump" to a polite "sorry, my dance card is filled." It was distressingly much like my high school career after which I was voted most likely to die a virgin.

As to Zucker and Wixted, Jeff was a no-show and Dennis left early, allegedly to babysit his grandchildren.

STATE OF THE UNION: Dateline: Washington. The President addressed the Congress for an excruciating 70 minutes recently but I have absolutely no idea what he said. The fault was mine. Despite my efforts to concentrate, I became transfixed watching Speaker of the House Nancy Pelosi and Vice President Joe Biden, both of whom were strategically placed directly behind the President. I wanted to turn away but simply couldn't. Like a puppet on a string, Pelosi kept popping up and down with teeth bared in that humorless crocodile smile of hers.

Joe Biden, on the other hand, sat with eyes glazed, struggling wearily to his feet as if playing some macabre game of "Simon Says" with Speaker Pelosi.

Even though I missed the entire speech, I am fairly certain that the President *pointed with pride, viewed with alarm and promised all would be well* if Republicans would only drop their blind and misguided opposition. This was followed by a rousing chorus of the depression era song "Happy Days Are Here Again."

SEND IN THE CLOWNS: Dateline: Washington. There should have been clowns. Although my ears were inoperative during the speech, my eyes were working well enough so that I could see Congress preening and parading like puffed up peacocks for the TV cameras. The Democrats jumping up and down and cheering wildly like a high school assembly and the Republicans sitting stern-faced with arms folded in stony silence. Truly, white face paint, orange hair and purple noses would have been in order. Sometimes it is really hard to accept the fact that our lives and futures are in the hands of these buffoons.

DREDGERY: Dateline: Wilmington, Delaware. A United States District Judge recently ruled that the US Army Corps of Engineers can proceed with plans to deepen the Delaware River channel regardless of the objections of the states of Delaware and New Jersey as well as numerous environmental groups. Not to worry. Former Governor Jon "Jellyfish" Corzine signed an agreement with Governor Ed "Bully Boy" Rendell wherein Pennsylvania agreed to accept all the *spoils* (sludge) dredged up from the Delaware and assume all expenses connected therewith. Humbug, hogwash and horse feathers.

The fact is that 99% of the spoils will be dumped on already committed sites on the New Jersey side of the river and will never be moved anywhere else. Pennsylvania has made no plans whatsoever for receiving the sludge even assuming it is economically feasible to transport mountains of possibly toxic material across the Delaware to some remote part of Pennsylvania to its final resting place. Once again, the pathetic little State of New Jersey is the dump, dump, dump.

PROFILES IN COURAGE: Dateline: Trenton. A bill to legalize gay marriage in New Jersey crashed and burned in the State Senate recently. Certainly, this is a highly charged issue with both legal and religious overtones. I can respect Legislators who came down on either

side of the issue, although I may disagree with their position. I cannot respect those Senators who showed the "white feather" and abstained when it came time to vote as did South Jersey Senators Steve Sweeney and Jim Beach.

Perhaps these two heroes were merely following in the footsteps of President Obama who abstained on over one hundred votes while serving in the Illinois Legislature.

While this may have been a tough vote to cast one way or the other, don't we elect and pay these people to make the tough decisions? Don't they at least have an obligation to be on the record as either for or against an important issue such as this?

Senator Sweeney, questioned by a reporter on his abstention, explained that he couldn't make up his mind on the issue. He then went on to *hedge his bet* by stating that if the vote was close he "probably" would have voted for it.

In the great tradition of New Jersey politics and politicians, chalk up a firm resounding "abstention," an "undecided" and a "probably" for Senator Sweeney and one abstention and *blessed* silence from Senator Beach.

HE WENT TO JAREDS: Dateline: Camden. Lovely Liz Eiffe and handsome Sheriff's Officer Mike Olson announced their engagement recently. The happy couple is planning a November wedding. Liz is glowing. Men don't glow, but Mike is a lucky guy!

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

NEW!

2010 New Jersey Employment Law

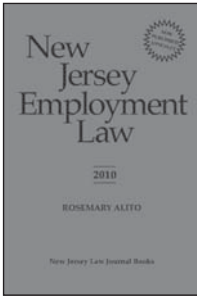

by Rosemary Alito

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

Now it's also light enough to throw into your briefcase!

Chapters Include:

- Employment Contracts: Express and Implied
- Public Policy Claims
- Workplace Torts
- Law Against Discrimination
- Employee Privacy
- The Family Leave Act
- Health and Safety
- Wage and Hour
- Unemployment Compensation
- Temporary Disability
- Insurance Coverage
- Successor Liability

You can review *2010 New Jersey Employment Law* for 30 days. To reserve your copy at the lowest rate, please call or e-mail Monica Curry (mcurry@alm.com) at 973.854.2945 or order online at lawcatalog.com/njel

An ALM Publication New Jersey Law Journal

Now issued as an annual paperback! Retail price \$199.95

That Ain't Fair

Continued from page 7

comprehensive e-filing system to address document filing, case management and records management, allowing people to pay filing fees electronically, and adopting a standard format for e-filing across different practice areas.

The State Bar association's board endorsed the concept of e-filings, but expressed reservations about a committee suggestion to increase filing fees, and possibly user fees, to pay for the system. "The NJSBA conceptually supports the expansion of electronic filing to all divisions of the New Jersey Superior, Appellate and Supreme Courts. However, we do not support any funding mechanism other than one that seeks funding from the judicial budget through other cost-cutting measures," wrote President Allen A. Etish in a letter to the Court.

Annual attorney assessments The board voted to encourage state officials to examine the fees attorneys pay each year. Given its nearly 20 percent budget reserve, amounting to roughly \$2 million of the Disciplinary Oversight Committee Budget, the state bar's Board of Trustees voted to request the Supreme Court reduce the annual assessment placed on attorneys to \$126.

"We have long supported a strong disciplinary system that serves the interest of clients and the bar... (However) the lawyers of New Jersey have been suffering through the recession along with everyone else in the state and deserve the limited financial assistance that would occur from a reduction in the assessment," Etish wrote in a letter to the Court.

Soldier's pledge Members of the State Bar association will now be offered a chance to sign a "Soldier's Pledge" vowing to handle one pro bono matter for a military

reservist, the board approved in a vote. The bar association's Military Law and Veterans' Affairs Section has coordinated a free legal assistance program for veterans of Iraq and Afghanistan. Lawyers in the program agree to represent a veteran for free on a civil or family matter.

Amicus matters The New Jersey State Bar Association is petitioning the state's appeals and high courts to file friend-of-the-court briefs in a trio of cases, *Olkusz v. Brown*, a dispute over the retroactive application of the "Scutari Amendment" in accidents involving company vehicles; *Lawyers Fund v. Stewart Title Insurance Company*, which addresses whether a title insurance company is liable for an attorney's misappropriation of funds; and *Klumpp v. Borough of Avalon*, that centers on the question of who is the rightful owner of a beachfront property: the family that has owned it and paid taxes on it since 1960 or the town that maintains the property, which no longer contains a residence.

New benefits The trustees approved a pair of new benefits for members. For lawyers who cannot afford to hire a receptionist, a new service, called Ruby Receptionists, is now available. Members can also now get 15 percent discounts at Office Max, in stores, online and through catalogue orders.

At-large seats The association's Nominating Committee extended the deadline for qualified members to apply for three at-large trustee positions, which will be open in May. The reason for the extension is to clarify who is eligible to be considered for the positions. Pursuant to the NJSBA's bylaws, the at-large trustees represent segments of the membership not adequately represented on the board of trustees, as designated by the board. For purposes of filling the three open positions, the board has designated the following groups as underrepresented: NJSBA members of Hispanic and Asian-

Pacific backgrounds, and members who are over 70 years old. The filing deadline is noon, Jan. 6.

Awards A group of 10 lawyers from around the state were honored at the holiday luncheon for their volunteer efforts in bolstering the bar group's political agenda, assisting in cases before the Supreme Court and in furthering its efforts in the field of judicial administration. The honored attorneys were: Gerald Baker, Amirali Haidri, Eric Kahn, Daniel Rosner, Annabelle Steinhacker, Bonnie Frost, Robert Pitt, Paula Dow, and William Isele.

**Be an active participant
in YOUR professional
association.
ATTEND MEETINGS &
FUNCTIONS!**

MARCH MADNESS PARTY

MARCH 19
NOON — ?
THE TAPROOM

\$10 PER PERSON
FIRST TWO DRINKS FREE!

Experience the thrill of college basketball at its finest! From the first slam dunk of the Sweet Sixteen to the last basket of the night, share the fun with colleagues and friends while supporting the CCBA.

Info: 856.482.0620

When it comes to Alternative Dispute Resolution, there is no substitute for experience...

16-Year Judicial Career • Presiding Judge, Chancery Division and Probate
• Presiding Judge, Civil Division • Superior Court of New Jersey, Camden County
26-Year Private Practice • Successful litigator in a highly diversified practice

Judge M. Allan Vogelson (Ret.)

Mediation • Arbitration • Case Management • Special Master
Neutral • UM/UIM • Investigations • Hearing Officer
State and Federal Mediation and Arbitration Qualified


PARKER McCAY
ATTORNEYS AT LAW

VISION | KNOWLEDGE | RESULTS

Contact M. Allan Vogelson, P.J.S.C. (Ret.) at 856-985-4060
or email avogelson@parkerMcCay.com.

Marlton, NJ | Lawrenceville, NJ | Atlantic City, NJ
WWW.PARKERMCCAY.COM

National Legal Nurse Consulting Services, LLC
Lisa D. Gagliardi, RN, BSN, CLNC
21 Years of Nursing Experience



Psychiatry~Substance Abuse~Medical/
Surgical~Oncology~Telemetry
Occupational Health~Nursing Education
Pharmaceutical Industry

856.993.9570 ~ nlncs@hotmail.com

Marketing Matters

Continued from page 15

introduce new actions to improve and with practice become a strong active listener.

Steps to Become an Effective Listener

- **Concentrate.** Focus your attention on the speaker only by blocking out distractions such as noise, lights, things going on around you, extreme temps, etc. Empty yourself of “mind clutter”.
- **Speaker:** avoid becoming distracted by some physical characteristic of the speaker such as his dress, presentation style, mannerisms, accent, or grooming.
- **Examine motives** — are you open to new ideas/information? It can be instructive to weigh what is being discussed against any personal value and belief system. Check any judgments at the door.
- **Acknowledge.** Active listeners show interest and attention both verbally and non verbally in some of the following ways:
 - Eye contact — is likened to a mental handshake and can be an effective form of connecting.
 - Verbal responses and vocal participation (“hmm,” “amen,” “that’s right”) — show interest.
 - Non-verbal cues (smiling, leaning in towards speaker, nodding head occasionally, etc.)
 - Actively engage. Make clarifying statements. Restate or paraphrase speaker’s point to ensure understanding. (“If I heard you correctly...”; “If I understand you...”).
- **Research and respond.** Gather and observe information about speaker. Ask questions and give feedback. This two-way flow creates a “meeting of the minds” between a speaker and listener and allows the speaker to expand upon her topic.
- **Exercise emotional control.** Address highly-charged messages in a thoughtful manner. Wait until the entire message is received before reacting.
- **Sense nonverbal message.** Be aware of what a speaker is saying/not saying with his body language and gestures. Body language comprises 50% of communication so you want to pay attention.
- **Structure and organize** information as it is received. It can be a productive use of the time gap between speaking and hearing speeds.
- **Indexing, like outlining** — mentally or on paper — what a speaker says dramatically increases comprehension and recall. Listen for “for example,” or “let me elaborate on that,” and you will know that a rationale, a sub point, or a supporting point is likely to follow.
- **Sequencing** — listen for an order or priority. This technique is important when order is crucial (listen for “1st, 2nd, 3rd”, and so on). Sometimes the sequence of information is essential.

ADRIENNE JARVIS, JD, PHD

Welcomes Social Security Referrals

Personalized Caring Service

Bilingual

Complete All Forms
& Collect All Medicals

For More Information

Call: 856.482.2212

OR

email: afjesq@aol.com

BANKRUPTCY WIZMUR & FINBERG L.L.P.

“There is life after debt . . .
Let us help your clients get there!”

We welcome referrals for consultation and representation in bankruptcy related matters.

- Chapters 7, 13 & 11
- Discharge/Stay Violations
- Post Discharge Credit Repair
- Mortgage Foreclosure Relief

www.consumerbankruptcy.com

OFFICES IN
Marlton, Willingboro, Northfield & Vineland
856.988.9055

We are a debt relief agency authorized to help people file for bankruptcy relief!

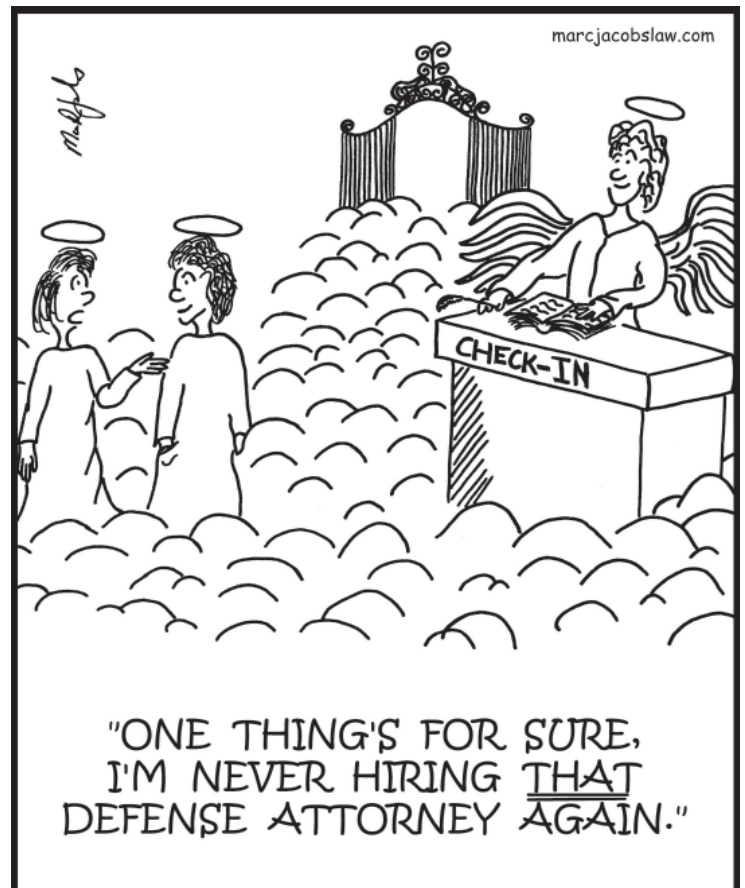
Using Active Listening Skills to Boost Your Practice

- Increases trust, credibility, rapport and cooperation.
- Helps to sharpen your radar when trying to identify business problems with which you can help.
- Makes others feel appreciated and valued.
- Saves time by reducing mistakes and misunderstandings.
- Helps alert you to prospective business development opportunities.

Business development is a process of actively, intentionally and strategically building relationships that lead to new work. If you listen to be heard as a part of building business relationships, you will be heard and business development efforts will be more successful more often.

A general misconception exists that states: if you are not speaking, you are not convincing someone to retain you. A shift in thinking is necessary to understand that asking sound questions and active listening are more powerful than talking. It places you in a position to learn what clients are thinking and clients will make a decision to engage you based more on what they are thinking than on what you are saying.

Ultimately, active listening is one of the greatest gifts you can give yourself and others, in the furthering of all relationships.



CAMPISE REPORTING, INC.
Certified Shorthand Reporters

273 WEST MAIN STREET • MOORESTOWN, NJ 08057
E-Mail: CampRep@aol.com
Phone: (856) 234-6646 • Fax: (856) 778-8933
www.campise.com

DEPOSITION SPECIALISTS SERVING THE NEW JERSEY BAR SINCE 1960

Success Story from the Children's SSI Project: CCBA Joint Program making a difference

Continued from page 1

Association and Robert Wood Johnson Medical School. Through this Project, attorneys, law students and medical students work together to obtain SSI benefits for children with disabilities.

Ms. Marie Goddard contacted SJLS in February 2009 to secure disability benefits for her daughter, Nikirah. Nikirah suffered from neurofibromatosis, a genetic disorder of the nervous system which causes tumors to form on nerves all over the body. Even though Nikirah had a myriad of problems typical of the disease including skin tumors, speech problems, learning problems and motor skill delays, she had been denied SSI benefits twice. Requests for assistance in these types of circumstances are typical; however, what made this request special was that Nikirah had passed away a year earlier, on February 28, 2008.

Camden County attorney and CCBA Trustee, William Tobolsky, Esq. and his Legal Administrator Elaine Miller, agreed to assist Ms. Goddard with obtaining a disability determination for her daughter. Mr. Tobolsky and Ms. Miller received training from South Jersey Legal Services, Inc. and worked to get a disability determination so that retroactive benefits would be paid to Nikirah's mother. They were successful and a Notice of Fully Favorable Decision was rendered in November 2009 and retroactive benefits were paid to Ms. Goddard.

Typically, retroactive awards may only be used for medical and educational expenses of the child going forward. Although the retroactive award cannot be used to benefit Nikirah, Ms. Goddard

is using the award to pay tribute to her daughter and to help other children afflicted with the same disease that Nikirah suffered from. Nikirah (fondly called "Ne-Ne" by her mother) liked to attend Camp New Friends, a camp for children and teens with neurofibromatosis. With the assistance of this award, Ms. Goddard will sponsor a first-time camper to the camp each year in her daughter's memory. The camp is also setting up a site to honor Nikirah in its memorial garden for campers who have passed on from neurofibromatosis complications. Ms. Goddard also indicated that Nikirah wrote a book and recorded an audio tape in the fourth grade which Ms. Goddard hopes one day to publish and use the proceeds to help fund the scholarship program.

Ms. Goddard states that "Elaine and Bill are both wonderful. It has been an honor to meet them and receive their services. They got to know me and my baby and advocated for us whole-heartedly. It was nice having someone in my corner whose advice and knowledge I could trust."

In the face of the current economic situation and drastic cuts to legal services organizations around the country, advocates like William Tobolsky and Elaine Miller are needed more than ever. If you or your firm would like to join the effort to make a difference in the life of a child, please contact Michelle T. Williams, Esquire, Director of Pro Bono Services, at (856) 964-2010 ext. 6229 or mtwilliams@lsnj.org.

Note: Names of the parties involved and photograph were printed with the parties' permission.

MEDIATION, ARBITRATION AND APPELLATE PRACTICE CONSULTATION

JOHN S. HOLSTON, JR.
Judge, Superior Court Appellate Division (ret)

Former Superior Court Judge for 23 years with
12 years experience in Civil Division, and
former Appellate Division Judge.

To schedule a Mediation, Arbitration or
Appellate Practice Consultation,
Please contact Mariann at

**HOLSTON, MACDONALD, UZDAVINIS
EASTLACK, ZIEGLER & LODGE**
66 EUCLID STREET
WOODBURY, NJ 08096
856.848.5858

DAVID C. EPLER, ESQUIRE HIGH RIDGE MEDIATION CENTER

856.627.3200

dceplerlaw@aol.com

Providing Family Mediation Services

- Custody/Parenting Time Agreements
- Memoranda of Understanding
- Property Settlement Agreements
- Pre-Nuptial & Cohabitation Agreements

ALSO AVAILABLE TO ACT AS REVIEW ATTORNEY



LARGEMOOR FILM SERVICE INC.

LEGAL FORENSIC PHOTOGRAPHY

PROVIDING EXPERT PHOTOGRAPHIC SERVICES FOR
CRIME SCENES, ACCIDENT SCENES, DISPLAYS,
VIDEO DEPOSITIONS, DAY-IN-THE-LIFE VIDEOS,
PERSONAL INJURY, EXPERT REPORTS & DISPLAYS.

VIDEO DEPOSITION SPECIAL
\$100.00 per hour • 2 HOUR MINIMUM

LARGEMOOR FILM SERVICE INC.

128 N. SIXTH STREET • CAMDEN, NJ 08102

TEL: 856-963-3264 • FAX: 856-963-2486

email: largemoor@aol.com • www.largemoor.com



Office of the President

1040 N. Kings Highway, Suite 201
Cherry Hill, New Jersey 08034
T 856.482.0620 F 856.482.0637
camdencountybar.org

*Officers*

President
Richard A. DeMichele, Jr.

President-Elect
Linda W. Eynon

First Vice President
Louis R. Lessig

Second Vice President
Brenda Lee Eutsler

Treasurer
Gary W. Boguski

Secretary
Casey Price

Executive Director
Laurence B. Pelletier

Board of Trustees

2010
Michelle H. Badolato
Carol A. Cannerelli
Steven J. Polansky
Salvatore J. Siciliano
William Tobolsky

2011
Ira R. Deiches
Eric G. Fikry
Jennifer G. Fowler
Justin T. Loughry
John A. Zohlman, III

2012
Ronald G. Lieberman
Ellen M. McDowell
Jerrold N. Poslusny, Jr.
Carl Ahrens Price
John F. Renner

Young Lawyer Trustee
Adam Gersh

New Jersey State Bar Trustee
Arnold N. Fishman

Immediate Past President
Joseph A. McCormick, Jr.

Ombudsperson
Robert G. Harbeson

ABA Delegate
Richard A. DeMichele, Jr.

March 2010

Dear Members:

I am pleased to announce that Jack Fleming, Esq. is joining USI Affinity Lawyers' Professional Liability (LPL) team as Vice President and his primary responsibility will be to work with the Camden County Bar Association's member firms that have 5 or more attorneys. Mira Estaphon, Esq. of USI will continue to service firms of 1 to 4 attorneys.

As you know, USI Affinity is a Partner in Progress with the CCBA to provide, exclusively for our members: comprehensive LPL coverage, client advocacy, and risk management resources. The experience and knowledge this new team brings to the job reflects the commitment USI Affinity has made to provide sound advice and unequalled service to our member firms when they are purchasing LPL insurance.

About Jack Fleming

Before joining USI Affinity, Jack spent 10 years with a national company providing professional liability solutions to lawyers. Before that, Jack practiced law for many years both in large firms and as a solo practitioner. His extensive experience in the LPL insurance industry will directly benefit our members. Jack will be your advocate in finding the best LPL program for your firm from the many insurers in the marketplace. His aim is to establish a working relationship with your firm and to provide you service whenever you may need it, not just at renewal time but throughout the year

About USI Affinity

As the CCBA's Partner in Progress, USI Affinity will act not just as your firm's LPL insurance broker, but as your firm's advocate in the constantly changing market for lawyers malpractice insurance. They can offer tools and services to help you manage the increasing risk of practicing law.

For a complimentary informal review of your current LPL program, please contact Jack directly at 215-275-6784 or jack.fleming@usiaffinity.com.

Also, I invite you to visit www.usiaffinity.com/LPL to learn more and request a FREE quote.

Very truly yours,

Richard A. DeMichele, Esq.
President
Camden County Bar Association

STEVEN R. NEUNER
Business Bankruptcy Specialist

THE EXPERIENCE YOU NEED
& YOUR CLIENTS DESERVE

- ~ 20 Years Experience
- ~ ABBC Certified Business Bankruptcy Specialist
- ~ Chapter 7 Trustee since 1987

Available to help with all bankruptcy or debt relief problems: Business or individual; debtor or creditor; Litigation, divorce-related and complex matters invited.

ALL CLIENT RELATIONSHIPS PROTECTED
856.596.2828
sneuner@nv-njlaw.com

Sonya M. Mocarski
M.S.CRC, CCM, LPC

Rehabilitation Specialist/ Board Certified
Vocational Expert-Disability Analyst

Specializing in: Forensic Vocational
Rehabilitation & Consulting/Life Care
Planning & Critique

Personal Injury-Matrimonial-Longshore
Worker's Compensation-LTD-SSD-ADA
Employment Issues

25 Years Experience

PO Box 787, Atco, NJ 08004
(Berlin Office)

Tel: 856-753-1792 Fax: 856-753-7118

PAUL SNYDER

Wealth Management Associates, Inc.

INDEPENDENCE • SERVICE • OBJECTIVITY

- Investment advice & management
- Rollover IRAs
- Company retirement plans
- Stocks, bonds, ETFs
- Mutual funds
- Municipal bonds
- Variable annuities
- Alternative investments

Member, Camden County Bar Assoc.
856.235.6821

psnyder@wealthmanage.com

Securities offered through Securities America, Inc.,
member FINRA/SIPC, Paul Snyder, Registered
Representative. • Wealth Management Associates &
Securities are not affiliated companies.

A-1 Courier Service

When Tomorrow is Too Late

Business to Business
Legal Messenger
Subpoena Service
Medical & Lab

24 Hours • 7 Days • Same Day Service

2 Split Rock Drive-Suite 5
Cherry Hill, NJ 08003
Phone 856-424-8393
Pager 856-962-3825

Brian Lane
President

www.A1SJ.com

CLASSIFIEDS

To SCHEDULE your classified or display advertising, call KATHY CAIRA at 856.482.0620
 Email kmc@camdencountybar.org
 OR fax copy to 856.482.0637

PER DIEM & REFERRALS

REFERRALS INVITED

Attorney with 25 years of Appellate experience invites referrals. Available for arbitrations & per-diem work. R. 1:40 Mediator. Richard C. Borton, Esq. www.bortonlaw.com 856-428-5825

PER DIEM RESEARCH & WRITING

Rutgers Graduate and former Law Clerk with 10 years experience is available for research and writing per diem assignments. Call Cynthia Sozio, Esq. at 856-562-0632 or email: jsozio@comcast.net

ATTENTION ATTORNEYS

Attorney with 18 years experience available for Motion work, legal research, depositions, and court appearances. Call Miles Lessem, Esq. at 856-354-1435.

OFFICE SPACE

HADDONFIELD 1,700 Sq. Ft. +/- CLASS "A" BUILDING

Beautifully appointed office suite with crown moldings, chair rails, built-ins, etc. through-out. Includes extensive built-in lateral files and some furniture. Situated in multi-tenant professional office building. On-site gated parking. Conveniently located one block from Patco High-speed line station. Set-up time available. Competitive rental rate. Contact: Ben Sepielli @ Farrell & Knight Realty, Inc. 856-429-1770

HADDONFIELD - 900 Sq. Ft.

Located on Kings Hwy in the center of town adjacent to PATCO high speed line station. Bright suite with wall to wall windows in perfect condition. Available immediately. Excellent rental rate... \$850 monthly. Contact: Ben Sepielli @ Farrell & Knight Realty, Inc. 856-429-1770

GIBBSBORO - GREAT OFFICE CONDO

1424 Sq. Ft., Rte. 561
 Rent or Purchase: 4 spacious offices (3 with windows) plus reception area; conference room (or 5th office) with pocket door to kitchen; bathroom with shower; warm light teal color with light stained wood moldings; partially furnished (if desired); recessed lighting (not fluorescent). Please call Keith at 609-313-0906.

CHERRY HILL - PERFECT LAW OFFICE

2308 sq. ft. office in Cherry Hill. Entrances on Rt. 70 at Greentree Road. Includes: 8 offices, large conference room, 2 bathrooms, kitchen and reception area. Lots of custom furniture and decorating. Ready to move in. Call: 856-424-8800.



Need a place for depositions, mediations, meetings?


The Camden County Bar Association has two conference rooms available that are conveniently located, reasonably priced* and come with plenty of free parking.

Call Kathy today for availability and pricing.

856.482.0620
 * Reduced rates for CCBA members.
 Refreshments available for an additional charge.

www.camdencountybar.org

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

The Legal Resource for the Community... and Lawyers who practice in Southern New Jersey

Camden County Bar Association

e-Barrister
 Keeping you connected!

STAYING CONNECTED . . . to the latest legal news and announcements from the Courts and the Association is just a click away when you subscribe to the weekly e-Barrister!

Get the important updates, notices and news you need between the monthly print Barristers.

Connect today. Contact us at info@camdencountybar.org and we'll take care of the rest. It's easy and it's FREE for members!



Lisa Innaurato Shaine, ASP, ALHS, Sales Associate, REALTOR
 E-Mail: Lisa1109@comcast.net • www.southjerseyhomes4u.com

Prudential Fox & Roach, REALTORS

Cherry Hill-Barclay Office, 1401 Route 70 East, Cherry Hill NJ 08054
 Direct 856 857-2869 • Bus 856 428-8000 x206
 Cell 856 287-7725 • Fax 856 429-7342

An independently owned and operated member of the Prudential Real Estate Affiliates, Inc.



PERSONAL INJURY 2010 - JURY CONNECTIONS

Program Co-Chairs:

Kenneth G. Andres, Jr., Esq., Haddonfield, NJ
Garry R. Salomon, Esq., Teaneck, NJ
Bruce H. Stern, Esq., Princeton, NJ
Thomas J. Vesper, Esq., West Atlantic, NJ

THURSDAY, APRIL 22, 2010

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 - 10:00 am	How to Spot a Third Party Claim in an Auto Accident Case C. Gibson Vance, Esq. - Montgomery, AL
10:00 am - 10:45 am	Psychology of Jury Selection Amy Singer, Ph.D., Trial Consultants, Inc. - Gainesville, FL
10:45 am - 11:00 am	Coffee Break - Exhibit Hall
11:00 am - 11:30 am	Jury Selection: Blending New & Proven Techniques Ira H. Leesfeld, Esq. - Miami, FL
11:30 am - 12:00 pm	Topic TBD David R. Bossart, J.D. - Fargo, ND Edward H. Lazarus - Chevy Chase, MD
12:00 pm - 1:00 pm	Luncheon - Exhibit Hall
1:00 pm - 1:45 pm	Bias Busting with Psych Texting: Constructing the Nexus to the Juror's Life Experience Hassan Fancy, Fancy Barristers, P.C. - Mississauga, Ontario
1:45 pm - 2:30 pm	The Year in Torts in New Jersey / The Top Ten Moderator: Kenneth G. Andres, Jr., Esq. - Haddonfield, NJ Thomas M. Comer, Esq. - Freehold, NJ Michael G. Donahue, III, Esq. - Princeton, NJ Michael A. Galpern, Esq. - Cherry Hill, NJ Tommy Ann Gibney, Esq. - Haddonfield, NJ Joseph C. Grassi, Esq. - Wildwood, NJ
2:30 pm - 2:45 pm	Coffee Break - Exhibit Hall
2:45 pm - 4:00 pm	The Year in Torts in New Jersey / The Top Ten Moderator: Kenneth G. Andres, Jr., Esq. - Haddonfield, NJ Eric G. Kahn, Esq. - Springfield, NJ Scott G. Leonard, Esq. - Morristown, NJ Francisco J. Rodriguez, Esq. - Englewood Cliffs, NJ Daniel E. Rosner, Esq. - Vineland, NJ Garry R. Salomon, Esq. - Teaneck, NJ
4:00 pm - 4:30 pm	TOPIC TBD David A. Wenner, M.S.W., J.D. - Phoenix, AZ
4:30 pm - 5:00 pm	What Focus Groups Really Think of Your Evidence Carrie Frank, J.D., M.S.S.W. - Boulder, CO
5:00 pm - 6:30 pm	Wine and Cheese Reception - Exhibit Hall New Lawyer Party

FRIDAY, APRIL 23, 2010

7:30 am - 9:00 am	Continental Breakfast & Registration - Exhibit Hall
9:00 am - 9:20 am	"Top Ten in America" The Role of Forensic Epidemiology in Personal Injury Litigation Michael D. Freeman, PhD, MPH, DC - Salem, OR
9:20 am - 9:40 am	How Radiologists Misrepresent the Truth Dorothy C. Sims, Esq., & Dr. Oregon Hunter - Ocala, FL
9:40 am - 9:55 am	The No Excuses Truth to Understanding Juries: He's Just Not That Into You Richard S. Birko, Esq. - Cheektowaga, NY
9:55 am - 10:10 am	"In the beginning was the Word..." James F. Wilkens, Esq. - Uniondale, NY
10:10 am - 10:25 am	Mock Trials: When to Use Them & How Much to Rely on Them Stewart Eisenberg, Esq. - Philadelphia, PA
10:25 am - 10:45 am	Jurors Are People, Too Kevin R. Marciano, Esq. - Media, PA
10:45 am - 11:00 am	Social Networking: Reap the Benefits, Avoid the Hazards Robert K. Jenner, Esq. - Baltimore, MD
11:00 am - 11:15 am	Coffee Break - Exhibit Hall
11:15 am - 11:35 am	There's No Place Like Home: Getting to Know Your Client Shakuntla L. Bhaya, Esq. - Wilmington, DE
11:35 am - 11:55 am	Who's Watching Whom? It's All About Presentation Judith A. Hull, Esq. - London, ON
11:55 am - 12:15 pm	Focus Groups: The Key to Great Demonstrative Evidence Carrie Frank, J.D., M.S.S.W. - Boulder, CO
12:15 pm - 12:35 pm	Juror Note Taking James Beasley, Jr., Esq. - Philadelphia, PA
12:35 pm - 1:30 pm	Luncheon - Exhibit Hall
1:30 pm - 2:30 pm	Skywalker Becomes Vader: A Former Trial Lawyer's View from the Bench Hon. Marcus Z. Shar - Baltimore, MD
2:30 pm - 2:45 pm	Coffee Break
2:45 pm - 3:15 pm	PANEL DISCUSSION - (Legal Nurse Consultants): Effective Strategies for Presenting Damages Med League Support Services - Patricia Iyer, RN Pain & Suffering: Making the Invisible Visible Mindy Cohen & Associates, Mindy Cohen RN, MSN, LNCC LNC Testimony in an Auto Accident Case Medi-Law Solutions - Jane Barone, RN, BS, LNC
3:15 pm - 4:00 pm	Use of Medical Records JCG Medical Legal Consulting, - Jennifer Graney, RN, BSN, CLNC Connecting to the Jury in Medical Malpractice Actions Second Opinion - Wendy Weiss Medical Cost Projections & Life Care Planning Alliance Medical Legal Consulting, - Varsha A. Desai, BSN, RN, CLNC, CNLCP
	Exposing Dishonest DME's Dorothy C. Sims, Esq. & Dr. Oregon Hunter - Ocala, FL

REPTILIAN BRAIN, MAMMALIAN HEART, ALIEN JURORS

Program Co-Chairs:

Jill Holmquist, JD
Forensic Anthropology, Inc.
Lincoln, NE

Martin Q. Peterson, PhD
Forensic Anthropology, Inc.
Lincoln, NE

Restricted to Regular Members Only*

This is a one day program offered on Thursday and repeated on Friday. Start time will be 9:30 am on Thursday and 9:00 am on Friday.

Thursday Moderators:

Eric G. Kahn, Esq. & Thomas M. Comer, Esq.
Friday Moderators: Dara A. Quattrone, Esq. & Michael G. Donahue, III, Esq.

THURSDAY, APRIL 22, 2010

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 - 9:45 am	Our Inner Primate: Reptiles and Us, Part I Jill Holmquist, JD - Lincoln, NE
	Martin Q. Peterson, PhD - Lincoln, NE
9:45 am - 10:15 am	Live Attorney Focus Group: Reptiles, Mammals & Attorneys We Know Jill Holmquist, JD - Lincoln, NE Martin Q. Peterson, PhD - Lincoln, NE Guest Attorneys
10:15 am - 10:30 am	Coffee Break - Exhibit Hall
10:30 am - 11:00 am	Live Attorney Focus Group Cont'd Live Attorney Focus Group Unpacking Jill Holmquist, JD - Lincoln, NE Martin Q. Peterson, PhD - Lincoln, NE
11:00 am - 12:00 pm	Our Inner Primate: Reptiles and Us, Part II Jill Holmquist, JD - Lincoln, NE Martin Q. Peterson, PhD - Lincoln, NE Luncheon - Exhibit Hall
12:00 pm - 12:30 pm	Live Layperson Focus Group Jill Holmquist, JD - Lincoln, NE Martin Q. Peterson, PhD - Lincoln, NE Guest Attorneys
12:30 pm - 1:30 pm	Coffee Break - Exhibit Hall
1:30 p - 2:30 pm	Live Layperson Focus Group Unpacking Jill Holmquist, JD - Lincoln, NE Martin Q. Peterson, PhD - Lincoln, NE Guest Attorneys
2:30 pm - 2:45 pm	Coffee Break - Exhibit Hall
2:45 pm - 3:45 pm	Live Layperson Focus Group Unpacking Jill Holmquist, JD - Lincoln, NE Martin Q. Peterson, PhD - Lincoln, NE Reptilian Brain, Mammalian Heart, Alien Jurors Jill Holmquist, JD - Lincoln, NE Martin Q. Peterson, PhD - Lincoln, NE
3:45 pm - 5:00 pm	Wine and Cheese Reception - Exhibit Hall New Lawyer Section Party
5:00 pm - 6:30 pm	
10:00 pm	

Regular Members Only!

This seminar is offered as a service to Regular* Members of NJAJ only. If you would like to join NJAJ, you can call NJAJ Headquarters at 609.396.0096 or submit an application at www.nj-justice.org and click on Join NJAJ. *A Regular Member is an attorney, who, for the most part, represents the plaintiff in personal injury cases.

**DEBUNKING DEFENSE JUNK SCIENCE:
HOW TO SPOT IT, EXPOSE IT, AND USE IT TO WAKE UP THE REPTILE**

Program Co-Chairs:

Janabeth Fleming Taylor, RN, RNC
Attorney's Medical Services, Inc.
Corpus Christi, TX

Michael D. Freeman, PhD, MPH
Oregon Health & Science University School of Medicine
Portland, OR

This is a one day program offered on Thursday and repeated on Friday. Start time will be 9:30 am on Thursday and 9:00 am on Friday.

Thursday Moderators:

Michael L. Testa, Esq. & Richard M. Winograd, Esq.
Friday Moderators: Alexa B. D'Amato, Esq. & Scott G. Leonard, Esq.

THURSDAY & FRIDAY, APRIL 22-23, 2010

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	Introduction to Probability & the Reptile: How to Decode the Language of Junk Science and Expose the Defense Tricks to the Jury Michael D. Freeman, PhD, MPH - Portland, OR
10:15 am - 10:30 am	Coffee Break - Exhibit Hall
10:30 am - 11:30 am	Seatbelts, Airbags, and Roof Crush, Oh My! Why Epidemiology is the Plaintiff's Best Friend in Litigation Michael D. Freeman, PhD, MPH - Portland, OR
11:30 am - 12:30 pm	From Sign-up to Verdict - A Roadmap to Resources Needed to Bolster Your Case and Support Your Client's Claim Janabeth Fleming Taylor, RN, RNC - Corpus Christi, TX
12:30 pm - 1:30 pm	Luncheon - Exhibit Hall
1:30 pm - 2:30 pm	Defense Malingering Tests: How to Show They're All Bunk Michael D. Freeman, PhD, MPH - Portland, OR
2:30 pm - 2:45 pm	Coffee Break - Exhibit Hall
2:45 pm - 4:15 pm	Minimal Property Damage Defense & Defense Biomechanical Opinions: Are You Ready to Do Something About This? Michael D. Freeman, PhD, MPH - Portland, OR
5:00 pm - 6:30 pm	Wine and Cheese Reception - Exhibit Hall New Lawyer Section Party
10:00 pm	

4 Ways To Register! Phone 800-662-0070 Fax 609-396-2463 Web Site www.nj-justice.org Mail NJAJ Educational Foundation, Inc. 150 West State St., Trenton, NJ 08608

Registration for the Boardwalk Seminar® 2010

Boardwalk Barrister C

Mail to: NJAJ Educational Foundation, Inc. • 150 West State Street • Capitol View Building • Trenton, NJ 08608 • Call: (800) 662-0070 or (609) 396-0096 • Fax: (609) 396-2463

Thursday - I will primarily attend:	<input type="checkbox"/> Personal Injury 2010 <input type="checkbox"/> Nursing Home Litigation <input type="checkbox"/> Criminal Law <input type="checkbox"/> Ethics <input type="checkbox"/> Matrimonial Law <input type="checkbox"/> Technology <input type="checkbox"/> Employment Law <input type="checkbox"/> Support Staff Personal Injury Law <input type="checkbox"/> Women Litigators' Luncheon <input type="checkbox"/> Alien Jurors <input type="checkbox"/> Debunking Junk Science
Friday - I will primarily attend:	<input type="checkbox"/> Personal Injury 2010 <input type="checkbox"/> Medical Malpractice <input type="checkbox"/> Criminal Law <input type="checkbox"/> Ethics <input type="checkbox"/> Matrimonial Law <input type="checkbox"/> Workers' Compensation <input type="checkbox"/> Employment Law <input type="checkbox"/> Support Staff Matrimonial Law <input type="checkbox"/> Litigation at Sunrise <input type="checkbox"/> Alien Jurors <input type="checkbox"/> Debunking Junk Science

ATTORNEYS: Two days of the program, all food functions & materials.

FIRM REGISTRATION: Two days of the program, all food functions & materials.
Each Additional Member of the Firm

PARALEGALS, JUDICIAL LAW CLERKS, LEGAL SECRETARIES:

FRIDAY ONLY: One-day program, food functions & materials.

FULL PROGRAM: Two-day program, food functions & materials.

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.

FULL TIME JUDGES & STUDENT MEMBERS: Registration is complimentary for the seminar program only (Written materials are an additional cost of \$80). Food functions are an additional cost. Pre-registration is required.

Check is enclosed \$ _____ Charge my Visa Mastercard American Express Credit Card on File

Credit Card Holder's Name _____ Credit Card # _____ Exp. Date _____

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 16, 2010. Each registrant will receive a CD-ROM containing the course material onsite. The hard copy course book is available for an additional fee of \$80.

FindLaw and the Camden County Bar Association



Bringing good fortune to CCBA members.

As a committed supporter of the Camden County Bar Association, FindLaw is proud to provide Web sites and online marketing strategies to many of CCBA's solo and small law firm members. Because of this relationship, FindLaw understands the needs and challenges of Camden County firms and customizes solutions for every type of law firm.

With FindLaw, you get:

- Award-winning design
- Custom-written content
- Consistent search engine results
- Membership discounts

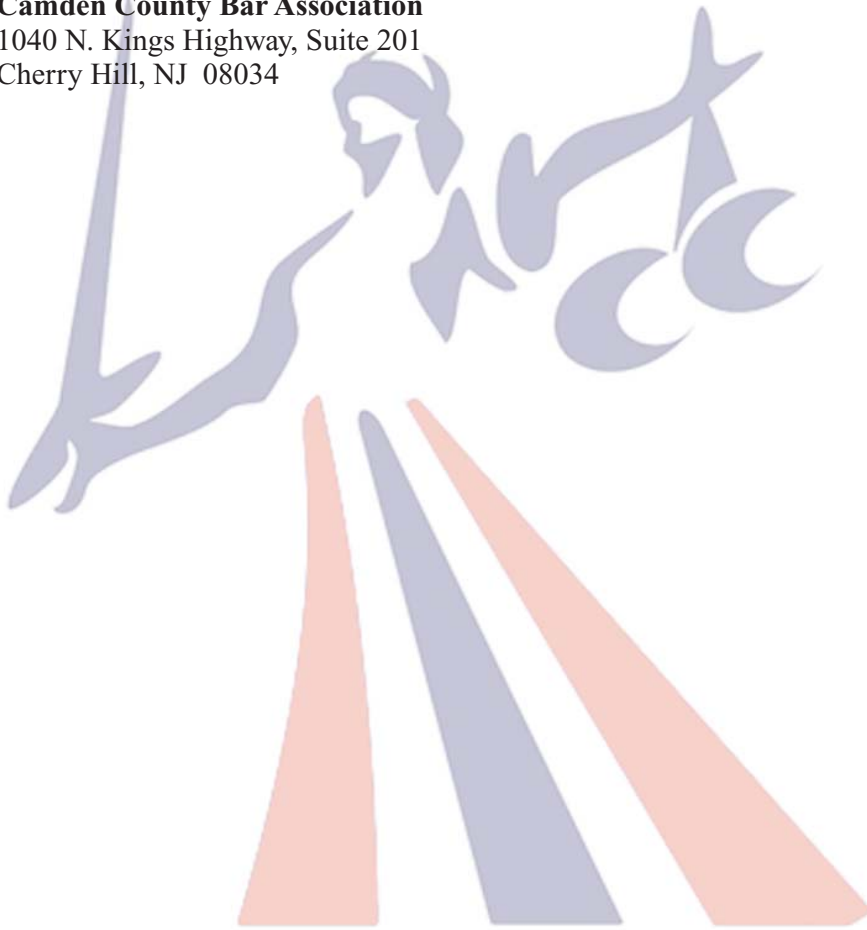
*A committed supporter
of the Camden County
Bar Association*



**Increase your visibility and Web site performance with FindLaw.
Call us today for your free consultation.**

Call: 866-44-FindLaw (866-443-4635)

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

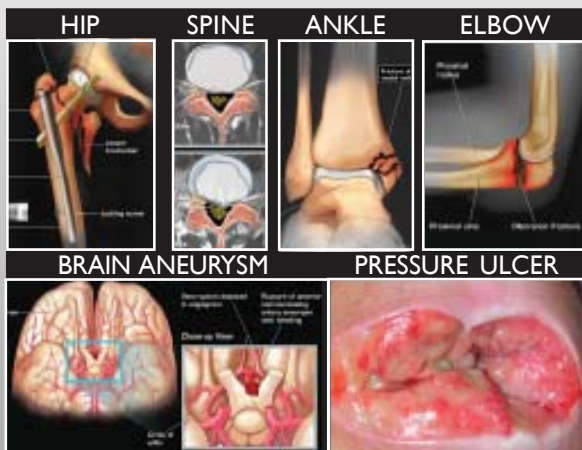


Law Offices of Andrew A. Ballerini

Accepting Referrals of Serious and Catastrophic Injury Cases Including:

**Nursing Home, Medical Malpractice,
Product Liability, Truck & Automobile Injuries**

We **RELENTLESSLY** represent our clients using our valuable resources
to help prove the significance of **OUR CLIENTS' INJURIES!**



Andrew A. Ballerini

Richard J. Talbot

As Certified Civil Trial Attorneys, we have and will pay one-third referral fees to those attorneys who give us the opportunity to serve their clients.

Recent case results include:
\$700,000 Products Liability
\$300,000 Nursing Home — Pressure Ulcers

These are a few examples, see other exhibits @ www.ballerinilaw.com

Certified Civil Trial Attorneys
Members of the Million Dollar Advocate Forum

Harvard Law Building, 1522 Route 38, Cherry Hill
856.665.7140